

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 1

January 4, 1913

*We Wish a Very Happy New Year
to All Buyers of*



**We Will Assist By Maintaining
The Present High Quality.**

JOHN LYSAGHT, Limited
Makers
BRISTOL, NEWPORT AND
MONTREAL

A. C. LESLIE & CO., Limited
MONTREAL
Managers of Canadian
Branch



A Memorable Year Thanks to You

—Memorable because Canadian dealers have sold far more Gillette Safety Razors and Blades than in any previous twelve-month. We congratulate you on your share of this increase, and thank you for the valued addition to our business.

—Memorable because 1912 saw our removal from overcrowded quarters to the New Gillette Building, with abundance of space, light and air. Here under improved conditions we are turning out better razors than ever.

—Memorable because in the year just past we have installed new Electric Hardening Machines, to take the place of those heated by gas. In these machines the heat is regulated to a fraction of a degree, ensuring even more perfect and uniform hardness than we secured by the old method.

We enter 1913 with high hopes that the Gillette will make more money for you and for us than it has ever done before.

The Gillette Safety Razor Co.
of Canada, Limited

A handwritten signature in cursive script, reading "A. A. Britton". The signature is fluid and elegant, with a long, sweeping underline.

Managing Director



STAR HACK SAW BLADES

Perform good service throughout the world. Hack Saw Blades with the (Star) Trade Mark will stand up to any class of work, cut with every stroke and have surpassed all Hack Saw Blades in quality and service for over 25 years.

**Quick
Clean
Cuts with
A Star**

Star Blades with fourteen teeth to the inch are suitable for all classes of work except tubing with walls of less than 1-16 inch in thickness. For this, use Star Blades with 24 teeth to the inch.

**Two
Styles
For Every
Purpose**

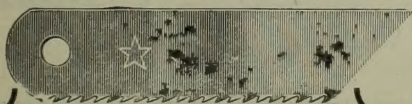
The reasons which made Star Blades good to sell also make them good to use. Write us for our interesting proposition.

Our free book, "Tool Practice," is worth while sending for.

MILLERS FALLS COMPANY

28 Warren Street

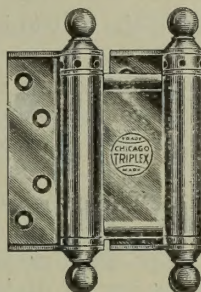
NEW YORK



CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

You Should Place Your
Order Now For

GEM and LIGHTNING FREEZERS

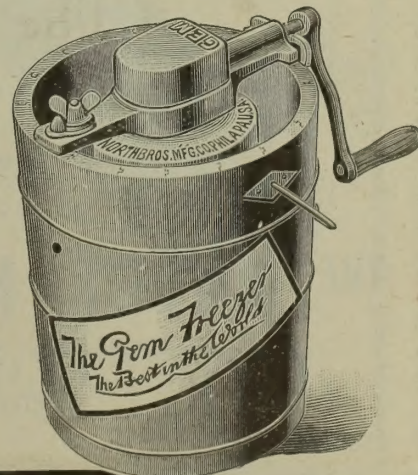
They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

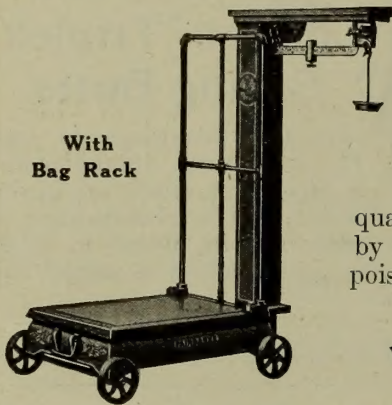


(4)

The Popularity of FAIRBANKS SCALES Makes Them Easily Sold

Every live dealer can reap big results by getting after the farm trade.

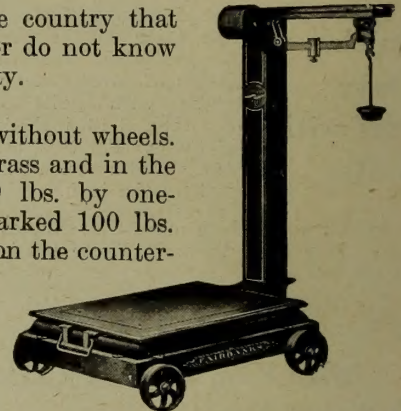
It's easy to convince a farmer of the convenience of our platform scales—also of the protection which they afford him.



With
Bag Rack

There are very few farmers in the country that have not heard of Fairbanks Scales, or do not know of their high quality and serviceability.

These scales are furnished with or without wheels. The beams and sliding poises are of brass and in the two smaller sizes are marked to 50 lbs. by one-quarter pound divisions, all other sizes marked 100 lbs. by one-half-pound divisions; while weights on the counterpoise make up the full capacity of scale.



Write for Particulars at once.

The Canadian Fairbanks-Morse Company, Limited

Montreal

Toronto

Ottawa

St. John

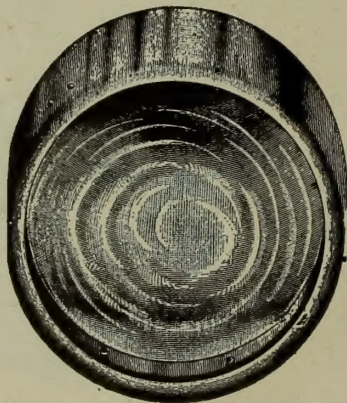
Calgary

Saskatoon

Winnipeg

Vancouver

Victoria



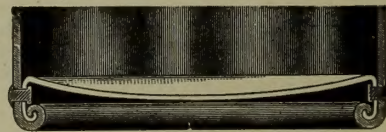
COMPLETE SETS.

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS.

Gallons	10	15	20	25	30	40
Case lots, sets	6	6	6	6	6	6

S. M. P. MILK CAN TRIMMINGS



The roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance and is supplied with concave bottoms. By examining the cut anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than inferior bottoms. If you want to keep ahead of your competitors use S.M.P. Roll-rim Milk Can Bottoms.

PRICES ON APPLICATION.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

Disston

TROWELS

Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviably Reputation of Tools bearing the name

HENRY DISSTON & SONS

HENRY DISSTON & SONS
PHILADELPHIA U.S.A.
REG. U.S. PAT. OFF.

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

We can handle
Mail Orders
to your entire satisfaction

LONDON PAT.
BRICK TROWEL
HENRY DISSTON & SONS, PHILADELPHIA



ADVERTISEMENTS
like this are appearing
in weekly and monthly
magazines circulating
throughout Canada.

Millions of people are
learning about "PENN-
SYLVANIA
QUALITY."

Let us send you catalog,
etc., that you may be
prepared to get some
of the business
created by our
national adver-
tising cam-
paign.



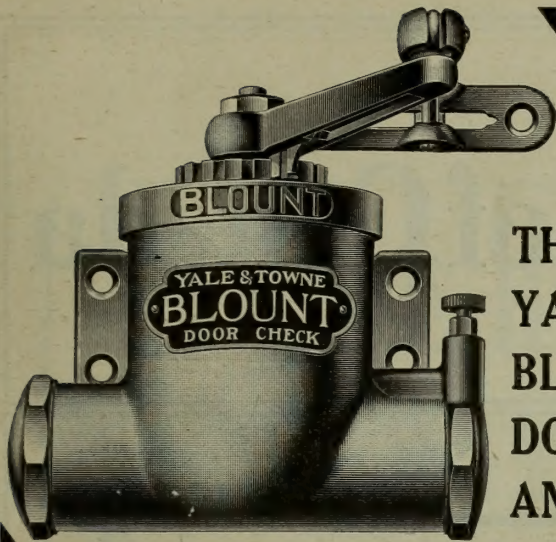
WHOLESALE AGENTS:

E. K. Spinney, Yarmouth.
Chinic Hdwe. Co., Quebec.
Caverhill, Learmont & Co., Montreal.
Thos. Birkett & Son Co., Ottawa.
H. S. Howland & Sons Co., Toronto.
Rice Lewis & Son, Toronto.

Wood, Vallance & Co., Hamilton.
Wood, Vallance, Ltd., Winnipeg.
Wood, Vallance & Adams, Calgary.
Wood, Vallance & Leggat, Vancouver.
E. G. Prior & Co., Victoria.

Supplee Hardware Company PHILADELPHIA
PENNSYLVANIA

THE SEASON FOR NOISELESS DOOR CLOSERS IS HERE



THE YALE BLOUNT DOOR CHECK AND SPRING

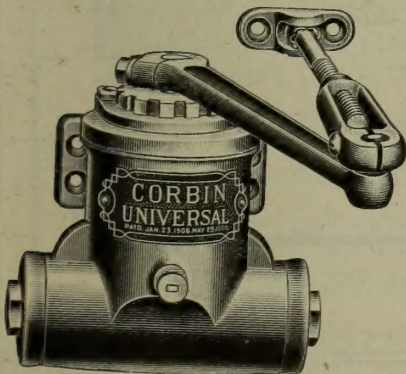
There is something to be made by the dealer who will visit the public buildings in his town just now and offer these Door Springs and Checks.

keeps out cold, draughts, noise and odors. Doors equipped cannot be slammed or left open; the action is quick, firm and noiseless. A door check is now rather a necessity than a luxury.

They are used in all homes of refinement, too.

- SIZES**
- 1 for very light doors.
 - 2 for light inside doors.
 - 3 for medium inside doors.
 - 4 for heavy inside and ordinary outside doors.
 - 5 for outside doors, not over 7½ x 4 feet.

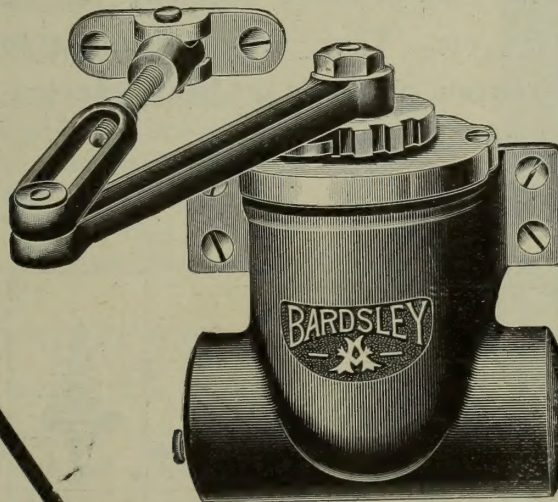
THE NEW CORBIN UNIVERSAL DOOR SPRING AND CHECK



Can Be
Used on
Right or
Left Hand
Doors With-
out Change.

- No. 1 for screen doors.
2 for inside doors.
3 for small outside doors.
4 for medium outside doors.
5 for large outside doors.

ALL GOLD BRONZE FINISH.



THE BARDSLEY DOOR CHECK AND SPRING

is suited to either right or left hand doors without change.

- Size A for light inside doors.
B for large inside doors.
C for small outside doors.

Caverhill, Learmont & Co.
Montreal

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices :

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinnerns' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad" and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

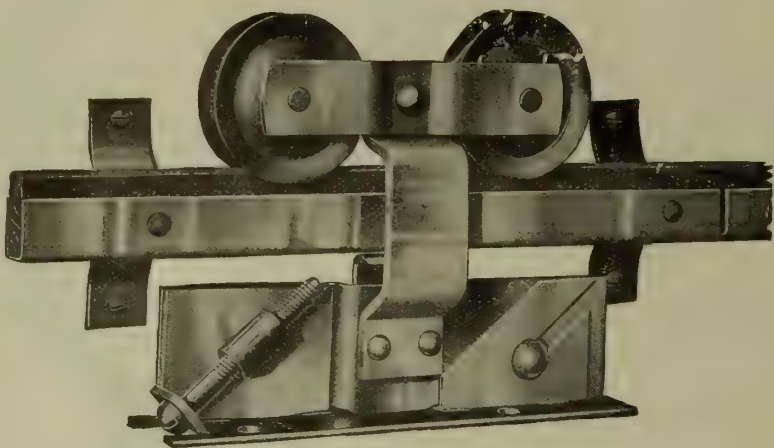
Toronto

Winnipeg

Start off 1913 in the Right Way

TRUTH

is an important factor, misrepresentation has no place in



The Hatch Parlor-Door Hanger



Crescent
Brand

HARDWARE

Our reputation as successful Hardware Manufacturers is behind all our products.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

Every Progressive Hardware Dealer Should Stock the "Bayard" Automatic Pocket Pistol

The "Bayard" 32 cal. pocket pistol is only $4\frac{1}{4}$ in. long, $3\frac{3}{8}$ in. high, $\frac{7}{8}$ in. thick, weighs about 16 ozs., and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet



McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal

High Grade Builders' Hardware

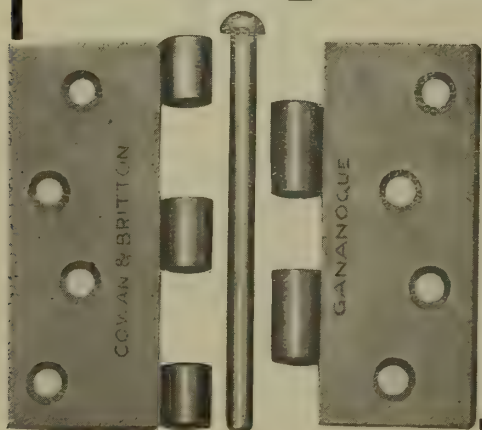
including
Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

**GANANOQUE,
ONT.**



*We Wish You All
a Happy and Prosperous
New Year*

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.

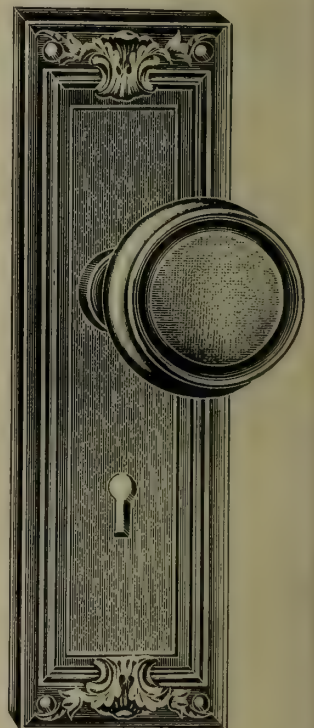
ST. THOMAS -- ONT.

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

Have YOU received YOUR Coin Mat?



If not, a Postal to us
will bring it.

Place it where it will do
the most good.

Make it a point to always
pass the change on the
Brantford Mat. Not only
because it protects your
glass from being scratch-
ed, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice.
This means SALES and
moves the goods.

Help YOUR profits by
using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatine of all kinds and for
all purposes.

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

**The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.**

WIRE ROPE



Haulage and Hoisting Rope

Standard and Lang's Lay

—MANUFACTURED BY—

**The B. GREENING
WIRE CO., Limited**

Hamilton and Montreal

Rope Fittings

Rope Grease

WRITE FOR CATALOGUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

THESE BOOKS HELP YOU SELL CEMENT



Profits waiting for you

THERE are constantly-increasing profits in every community in Canada for the hardware dealer or general merchant who handles

Canada Cement

Our newspaper advertising, costing thousands of dollars every month, reaching every town, every farm, every home in Canada, our educational campaign, including lectures at agricultural colleges, books on every subject, and a bi-monthly magazine read regularly by a hundred thousand farmers:—

these are features of the great sales-promotion campaign which has created a demand for Canada Cement that you can turn into handsome profit with very little effort of your own.

Our "Concrete Road" campaign, started a few months ago, promises to have even greater results than those which have made the "Farm Uses" campaign so tremendously successful. If the people of your community are considering road improvement—in either city or country—you will do a favor to them, to us and to yourself by reporting the facts to our Good Roads Department.

In any case, you should write immediately for full information on Concrete roads. Every citizen ought to have these facts, but they are more important to the dealer in Canada Cement than to anybody else in your neighborhood.

Address: Good Roads Department

Canada Cement Company Limited Montreal

Sales Offices at

Montreal

Toronto

Winnipeg

Calgary

If you do not yet handle Canada Cement it will pay you to get in touch with our nearest sales office.

American Cans

IN SELECTING your PAINT, COLOR and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE.

HAMILTON, ONT.



The "Big 4"

Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

You'll never go wrong the "Big 4" way.

Write for catalogue and dealer proposition.

NATIONAL MANUFACTURING COMPANY
STERLING, ILLINOIS

EDGE TOOLS

**AXES, HAMMERS, PICKS,
MATTOCKS, LUMBERING TOOLS, ETC.,**

of the Highest Quality.



MATTOCK

Write For CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

**ALLAN HILLS' GOODS PAY
AN ATTRACTIVE PROFIT**

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

Keep your customer's confidence

There is no surer way to strengthen your good will--to hold and extend your roofing trade, than to sell

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

It is honest all through and is made to last through years of battling with the elements. It lasts because this natural asphalt gives it permanent rigor and resistance.

It will not "go back" on your customers—and your customers will not go back on you.

Order Genasco through your jobber.

The Kant-leak Kleet adds to the satisfaction of laying smooth surface roofing.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

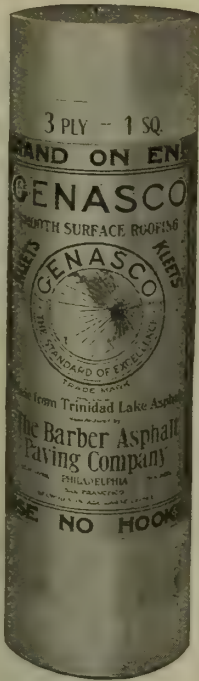
SAN FRANCISCO

CHICAGO

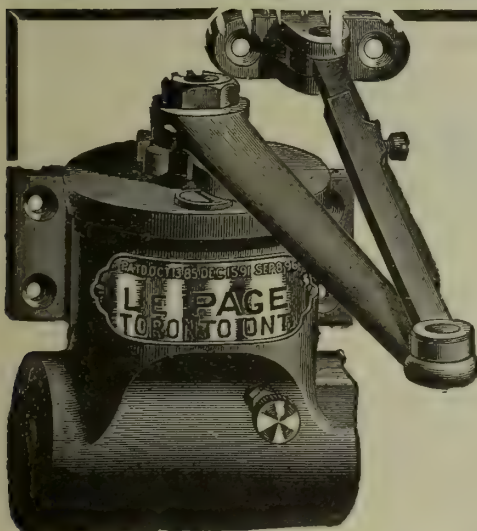
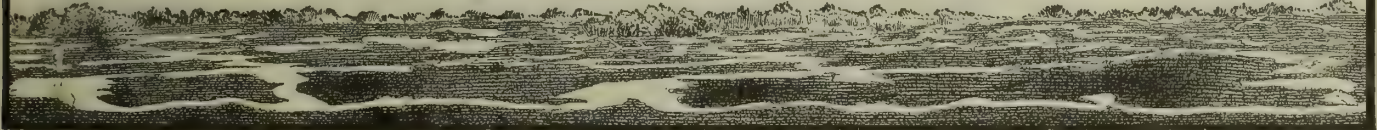
NEW YORK

Caverhill, Learmont & Company, Montreal, Quebec.

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



Every Hardware Dealer Should Be Familiar with

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

It's Profitable And Is Certain To Give Buyers Complete Satisfaction

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade, as it gives a satisfaction that is essential to procure re-orders.

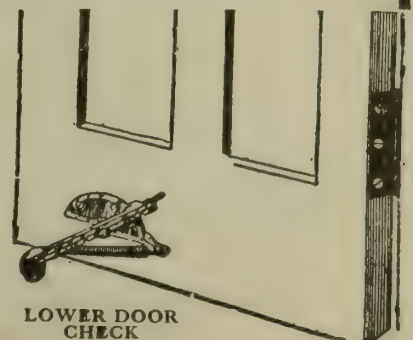
Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

Write for full particulars now.

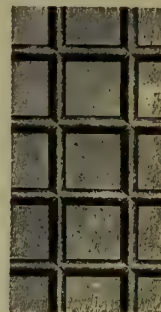
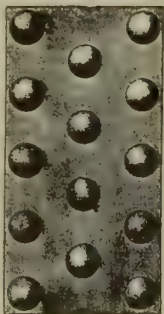
WM. KEATING

266 MACDONNELL AVE.

TORONTO



CHECKERED PLATES FOR IMPORT



WE CAN FURNISH
ANY OF THESE DESIGNS
IN THICKNESSES FROM
1-12" TO 1" INCLUSIVE

Send us your inquiries and Specifications



STEFFENS & NOLLE, LTD.

77 Beardmore Building

59 St. Peter St.

Montreal,



Quebec



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

**715 Park Avenue,
Worcester, Mass.**



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.



Merchants Hardware Specialties Co., Ltd.,
Calgary, Alta., (Agents for Western Canada.)

GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary

Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales.
Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

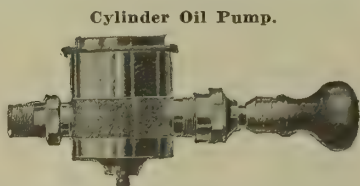
Limited

TWEED - - ONTARIO

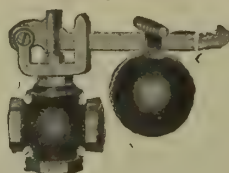
Stocked in the West by Melotte Separator Co., Winnipeg, Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.



Oil Cup.



Cylinder Oil Pump.



Safety Valve.



Steam and Oil Separator.



Steam Whistle.

Start the New Year Right

By Stocking MORRISON'S

GUARANTEED ENGINEERS' GOODS

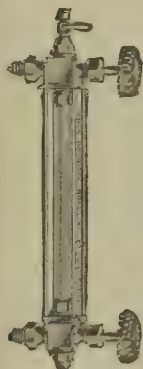
We submit our goods as first in quality of material and workmanship, and guaranteed to "stand up" against the most rigid test.

Cuts illustrate only a few of our products in the line of Engineers' Supplies.

WRITE FOR DESCRIPTIVE CATALOG AND FULL PARTICULARS.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, - TORONTO



Water Gauge.



Grease Cup.



Pop Safety Valve.



Forked Lever Air Cock.



Gem Ejector.



Gauge Cock.



Check Valve With Drip Cock.



Globe Radiator Valve.

Profit by the Experience of Others!

DEALERS MADE FROM \$300 TO \$1,000 IN COMMISSIONS
DURING 1912

Here's How They Did It



They hustled for business. They got out after prospective builders and continually worked them till they had procured the orders.

These dealers did not carry a large stock—they sold “Preston” Goods from catalogue.

We did most of the work through our co-operations—the dealers got **all** the commissions.

We create a demand for “Preston” goods by carrying on a systematic and aggressive advertising campaign in the representative farm papers of Canada throughout the entire year, spending over \$50,000 in hammering home the facts about the value of Preston Metal Products—**this helps the dealer.**

From this advertising during the year we have received thousands and thousands of inquiries from prospective roofers and builders. **We turn these inquiries into profit for the dealer.**

We have a complete following up system of sales letters and cards which we send out to these prospects every ten days or two weeks, showing them why they should have our roofings and sidings on their buildings, laying before them hundreds of reasons why they should select our brands over all others, and referring them in **every case to our local dealer.**

Further than this, we have a force of expert salesmen who are ready and willing at all times to help our representatives, free of charge, to close up any hard sales.

Do you not think that **you** can increase **your profits** during 1913. **You can.**

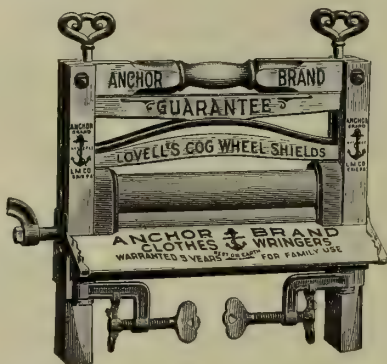
The Metal Shingle and Siding Co., Limited
PRESTON and MONTREAL

An "Anchor Brand" Wringer for the Washing Machine

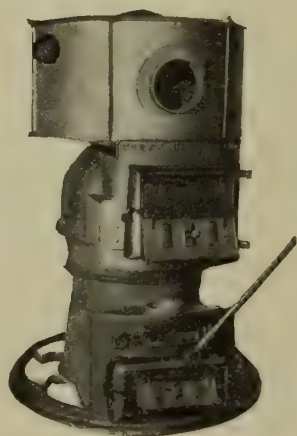
This is without doubt the most satisfactory wringer ever built for the purpose. It is light, easy to handle, sets low down, and keeps out of the way. It is warranted for 5 years—it will do first class work three times that long.

Better get details at once.

LOVELL — Erie, Pa.



"Rival" Furnaces For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested. Will it not pay you to sell such a satisfaction giver? Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED



Business Will Come Your Way

If You Have The Agency For

Baxter Banner Gas Ranges

SELL QUICKLY AND PROFITABLY.

These ranges sell quickly and yield you a handsome profit because their many special features and conveniences appeal strongly to prospective purchasers.

SAFE, SANITARY, ECONOMICAL.

No complicated pilot lights to get out of order. No stove blackened parts to make hands and dishes dirty. No unprotected steel parts to rust out.

NINE-TENTHS OF ALL THE GAS RANGE LINES

on the market are so nearly alike, that if samples from each of 100 different makes were placed side by side—with the name plates removed—**You could scarcely tell them apart.** So—if you are selling one of these lines, your competitors all have practically the same features to talk about, that you have. It then becomes a question as to which dealer will cut his price lowest to make the sale.

THESE SPECIAL FEATURES OF BAXTER BANNER GAS RANGES

are different and better than anything your competitors offer. You get your price every time.

Patent Divided Glass Oven Door.—

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass is guaranteed against breakage by heat. This patent door is the strongest selling feature ever placed on the market. Can be had only on Baxter Burner Ranges.

One Burner for Both Oven and Broiler—

Our single oven burner serves *both* oven and broiler. Does the work better and much more economically than the double oven burners on all other makes.

All Banner Gas Ranges Guaranteed Explosion-Proof.—

You light the oven burner direct—no pilot lights to get out of order and confuse the operator. Safe—sane—certain.

Aluminized Oven and Broiler Lines.—

Bright, sanitary, durable. Aluminized on *both* sides.

Sanitary Baked Enamel Finish.—

Entire body, inside and out, and all castings not

nickeled or aluminized have this beautiful baked finish. Clean with a soft cloth.

Concealed Front Supply Pipe.—

Does not collect dirt and dust, so it never has to be wiped off. You have to keep wiping off this front pipe continually on other gas ranges.



MANY OTHER TALKING POINTS IN NEW CATALOGUE NO. 41.

Let us send you a copy and quote prices before you place your orders.

The Banner Line Will Boost Your Business!

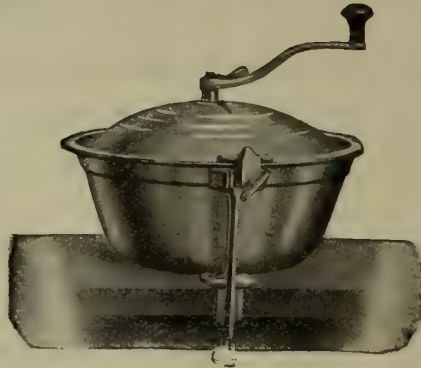
The Copp Stove Co., Ltd., Ft. William, Ont.
Winnipeg, Edmonton, Calgary, Vancouver.

J. H. Hanson Tilley Co.,
Montreal Limited

Factory: The Baxter Stove Co., Mansfield, Ohio, U.S.A.

McClary's SANITARY BREAD MIXER

Bowl stamped in one piece—it is seamless and absolutely sanitary. Bowl and other parts brightly retinned to prevent rusting.



Few parts and seamless construction makes it possible to clean quickly and easily. Simple construction — no complicated machinery to get out of order.

MIXES AND KNEADS SIX LOAVES OF BREAD IN THREE MINUTES.

The "Sanitary" Bread Mixer has no seams to leak—no seams to lodge decaying food particles. Demonstrate its unusual features and watch sales jump.

McClary's

London, Toronto, Montreal, St. John, N.B., Hamilton, Winnipeg, Vancouver, Calgary, Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

"FAMOUS"

BASE BURNERS

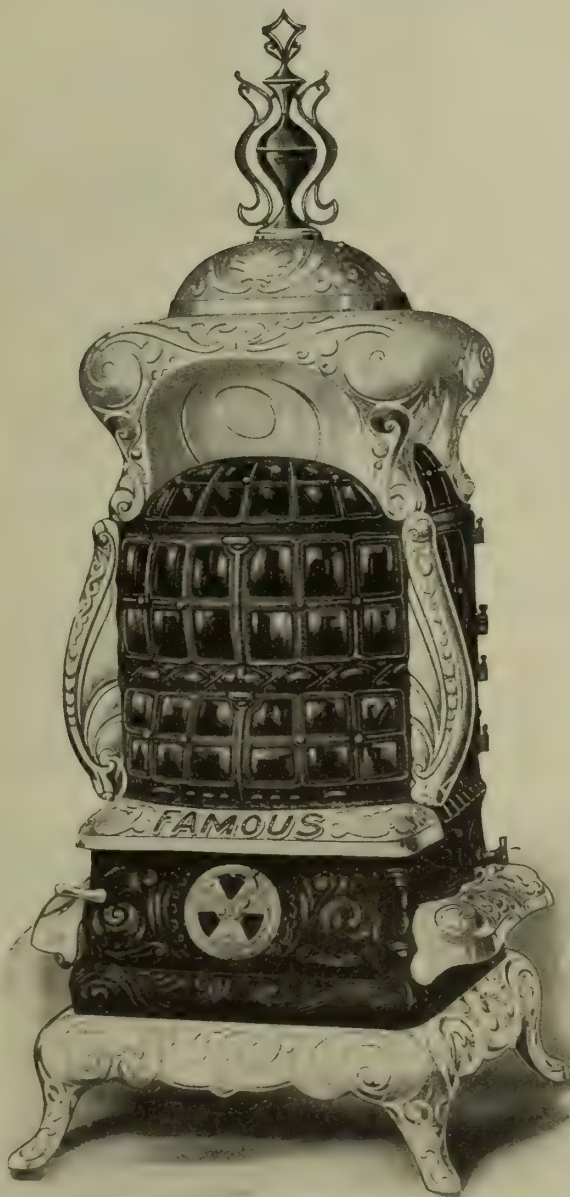
No. 300 Series

In three sizes
Nos. 323, 324, 325

Heavy — built to
wear.

Our Duplex grate
and *semi-steel* fire
pot stand the hard-
est firing.

They are
practically
indestructible



One size with oven
No. 324

Heavy steel
plated mountings

Note the large
radiating
surface

Every one a positive
Double Heater
easy to control

Unusually large ash
pan and feeder are
convenient features.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



PROFESSOR STRIBECK THE GREAT GERMAN AUTHORITY TESTED MAGNOLIA METAL



AT THE CENTRAL TECHNICAL EXPERIMENTING
ESTABLISHMENT—NEW BUBLESBERG

His report of test was voluminous, and there were fourteen diagrams; therefore we can only give in this limited space his

"CONCLUSION"

"The Magnolia Metal Bearing ran itself rapidly and well into good working order with the *thin* Velocity Spindle Oil. Under pressures for which this oil was too thin and with lubrication faulty, the surface of the Magnolia Metal bearing suffered no harm; it rather adapted itself more and more to the journal and became more highly polished. The bearing once in good working order ran well at 380 revolutions per minute under a pressure of 30kg|cm² or 426 lbs.|inch² with Thin Spindle Oil and also with Paraffin Oil. With Gas Engine Oil, as lubricant, much greater pressures were admissible at 390 revolutions per minute. At 740 revolutions per minute the bearings ran well, even at 38kg|cm² or 540 lbs|inch² and at 1110 revolutions per minute a pressure of 26 kg|cm² or 370 lbs|inch² could be applied. As regards the influence of pressure, speed and temperature upon the friction co-efficients, the accompanying diagrams give full information.

(Signed)

Stribeck."



SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

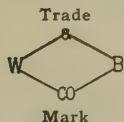
Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St. - MONTREAL

Highest in Efficiency and Accuracy

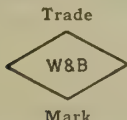


Tools of Quality



Bear these Marks

Tools of Quality



Bear these Marks

"Hercules" High Speed Twist Drills Add Strength to Your Drilling Department

The exceptionally high degree of efficiency and accuracy found in "Hercules" Twist Drills enables you to do all classes of drilling at the lowest cost. "Hercules" Drills are made from "W. & B." High Speed Steel, twisted while hot, so that the grain of the steel is not disturbed. The test of long hard

service proves that "Hercules" Drills are the toughest and strongest made.

Buy under the "W. & B." Diamond Trade Marks. The "W. & B." Diamond is your protection against inferior goods.

Write for Catalog 74 B.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Factory at ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

Protect Yourself Against Fire



Start the New Year right by attending to the important matter of Fire Protection.

**How?
Ask Us**



Why take chances when a small expenditure and a little forethought will insure your peace of mind as well as your goods?



E. T. Wright & Co.
(H. G. Wright)
HAMILTON, CANADA

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works:

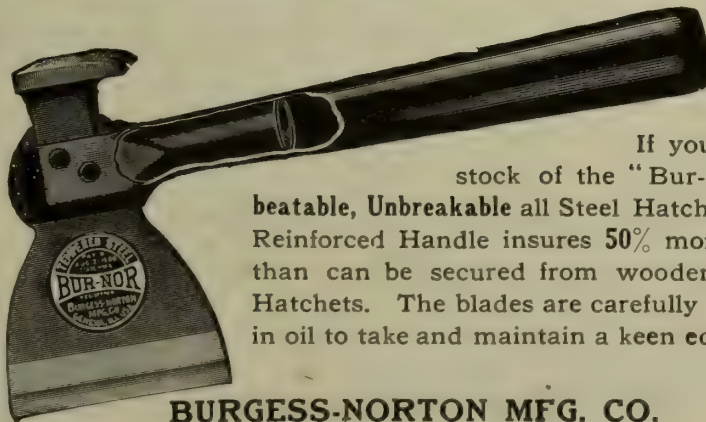
Lachine Canal

BUR-NOR

It Will Help To Start 1913 Right

BUR-NOR

Write us for
Catalogue
and Prices
To-day.



If you put in a stock of the "Bur-Nor" Unbeatable, Unbreakable all Steel Hatchets. The Reinforced Handle insures 50% more service than can be secured from wooden handled Hatchets. The blades are carefully tempered in oil to take and maintain a keen edge.

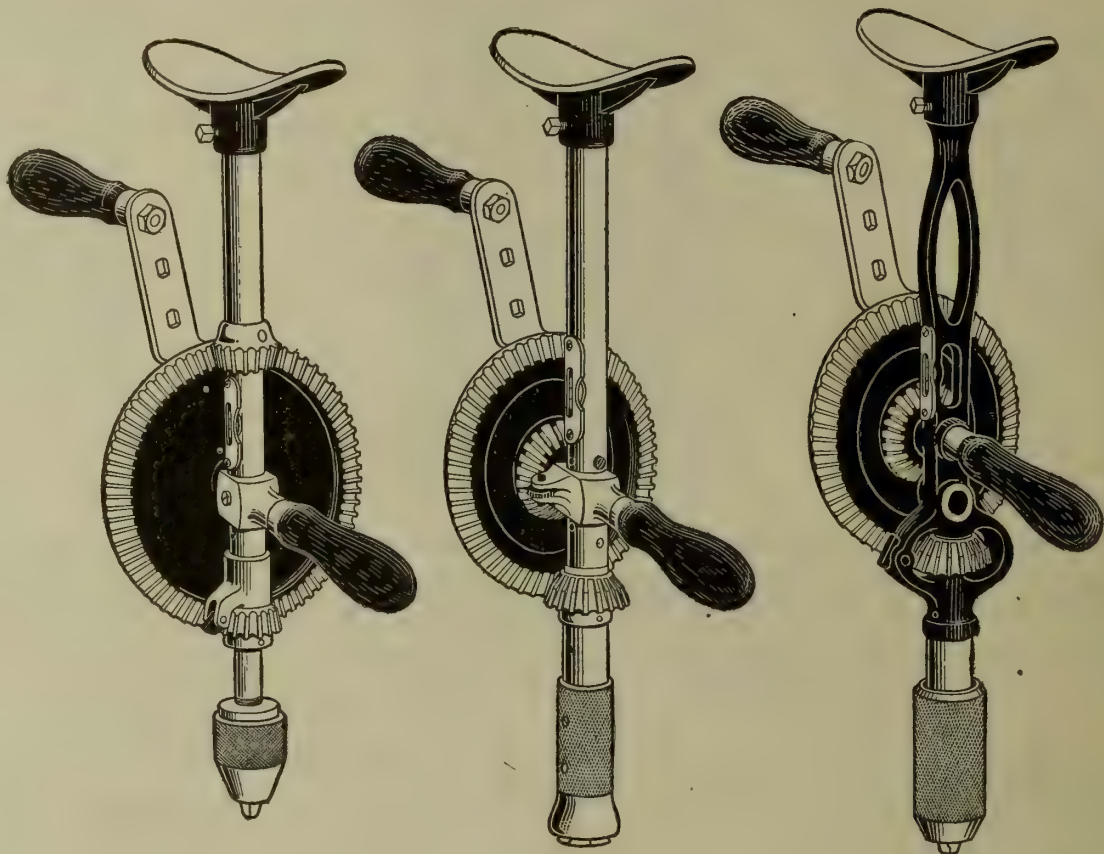
Uniform Strength
and Quality In-
sure Uniform
Satisfaction to
your Customers.

BURGESS-NORTON MFG. CO.

GENEVA, ILL., U.S.A.

BUR-NOR

BUR-NOR



Stanley Tools

We are now manufacturing a complete line of BREAST DRILLS, and the same careful attention is given to their construction and general finish, as distinguishes all "STANLEY TOOLS."

Only three numbers are shown above, but we offer twelve different styles from which you can make up your assortment.

Among them will be found Single and Double Speed Drills (the latter with two speeds), three methods of frame construction, four distinct styles of jaws, as well as a variety of finishes.

A special circular just issued tells all about these tools. Your customers would be interested to receive it.

STANDARD
THE WORLD
OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED



WE extend a hearty New Year's Greeting to all our Customers and take this opportunity of thanking them for their patronage which has made it possible for us to announce that our business for the year just closed was the largest in our history. It may not be amiss for us to point out here briefly, the contributing factors to this most successful year.

The valuable mechanical improvements we have recently made in our goods, including "Cyco" Ball Bearings, "No-Mar" Rubber Corner Cushions, Electric Welded Japanned Steel Pans, Pressed Steel Wheels, etc.

The extensive, consistent and continuous advertising we have done to stimulate the demand for our goods, also the liberal co-operation we have given our customers in the local sale of our product. Needless to say, we will put forth greater efforts during the coming year to make our line even more profitable for the dealer to handle.

The indispensability of the Bissell Sweeper, for it has been demonstrated that no matter what other cleaning device may be installed in the home, there still remains the need of an efficient carpet sweeper that is light to handle, easy to operate and always ready; and that meets the daily and hourly requirements of every home without injury to carpets and rugs, making it the popular sweeping apparatus for every housewife.

We would like to mail you a copy of our New Year's Announcement.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

Branches: New York, 25 Warren; Niagara Falls, Ont.; London; Paris.

(Largest exclusive carpet sweeper manufacturers in the world)

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are.

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McCLELLAN"

"KEARNEY & FOOT"

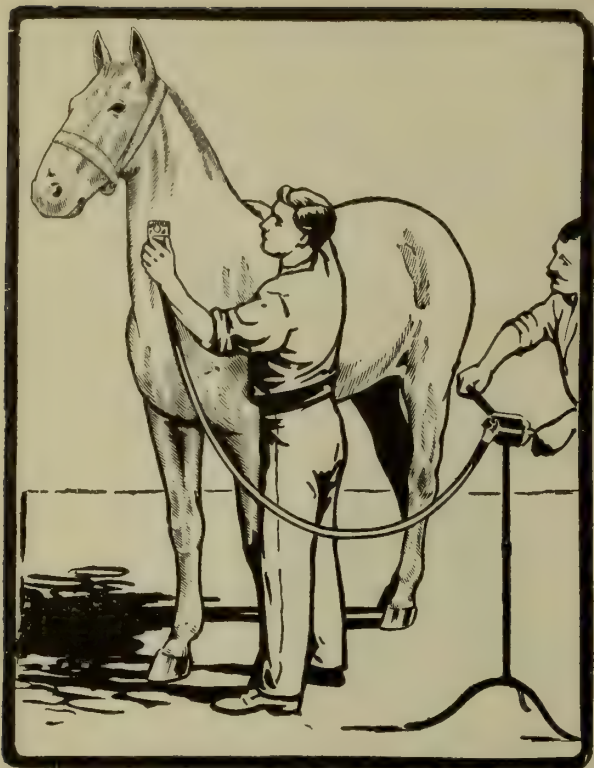
"J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of the quality. Your jobber can supply you.

Nicholson File Co.,

- -

Port Hope, Ont.



THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

**PLATE - FIGURED - LEADED ART
AND
SHEET WINDOW GLASS**

Consolidated Plate Glass Co.

OF CANADA (LIMITED)

Montreal

Toronto

Winnipeg

TWO CENTS PER WORD

You can talk across the continent for two cents per word
: : : with a Want Ad. in this paper. : : :



Every Inch of
"QUEEN'S HEAD"
Galvanized Iron

Is thoroughly and uniformly galvanized.
 This means uniform wear.

John Lysaght, Limited A. C. Leslie & Co., Limited
 Makers MONTREAL
 Bristol, Newport and Montreal Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.
 Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
 MONTREAL

SUPPORT HOME INDUSTRIES

**HARRIS
 HEAVY
 PRESSURE**

made in Canada
 by a Canadian
 firm.



**HARRIS
 HEAVY
 PRESSURE**

The best Babbitt
 for all general
 machinery.

NO HARDWAREMAN SHOULD BE WITHOUT A SUPPLY

**HARRIS
 HEAVY
 PRESSURE**

Will not crack or squeeze out
 Positively eliminates friction
 Runs cool at any speed
 Is Doubly Copper Hardened

Write for a sample box to our nearest factory. Manufactured and Guaranteed by

THE CANADA METAL CO., LIMITED

HEAD
 OFFICE

TORONTO

BRANCH
 FACTORIES

MONTREAL and WINNIPEG

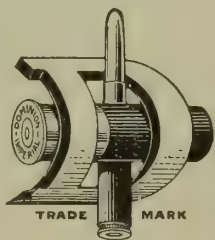
New Year Greetings

FROM

The Dominion Cartridge Co.,

TO THE

Many Happy Users of Dominion Ammunition



New Year's Wish

BOOST DOMINION DURING 1913



Christmas Dinner

The
Remington Arms-Union Metallic
Cartridge Company
extends to you the
Compliments of the Season
and wishes you a
Happy and Prosperous New Year

Supply Will Meet Demand in 1913

Manufacturers Explain Steps That Will Be Taken to Avoid Scarcity in Hardware Lines During the Coming Year—More with Reference to Conditions During 1912—That Prices Will Continue High Is Consensus of Opinion.

Since the review of trade conditions was published last week many letters have been secured from other manufacturing firms. In no respect does the information contained in these letters differ from that previously obtained but it has served to confirm and strengthen the conclusions arrived at.

An extract or two from some recently received letters will be of interest.

"Our business has shown a very substantial increase over last season," writes a paint manufacturer," and we look for a larger increase during 1913 than during 1912 on our lines. In regard to prices, we anticipate advances all along the line on most of our goods but these, however, will not be serious."

Another paint manufacturer writes: "We have experienced in our factories the best season that we have had since our entering the Canadian market. The question of the maintenance of present Canadian prosperity in our judgment hinges very largely on weather conditions. Canada being essentially an agricultural nation, its prosperity is made or marred largely by the sun that shines and the rain that falls. Prices of nearly all commodities are on the upward grade which is only reasonable to expect in times of great expansion and development."

"The year 1912, we are glad to say, has been a banner year in every respect with us," writes another manufacturer, "and we look forward to a considerable increase for the year 1913. We believe, however, that there are many danger signals which one cannot afford to disregard. The cost of doing business is reaching a figure which can only be profitable during a year when business is plentiful. Of course, the conditions during 1913 will depend considerably upon the present tightness of the money market as well as upon the crop prospects, as has always been the case in Canada. If there is not a decided easing up in the money market shortly after the first of the year, we believe that a great many enterprises at present under way and projected will have to go slow for some time to come."

Supplying the Demand.

During the past year demand became so extremely heavy that shortages developed in many lines. During the year that is ahead, the demand will be still heavier, according to opinions expressed by manufacturers in all branches of

THE FINANCIAL OUT-LOOK.

"A summary of the situation tends to the conclusion that there will be enough money available to take care of the so-to-say legitimate demands of business, but that it will be at prices doubtless higher than last year on the whole. There seems little reason to believe that, while money will be somewhat easier in the spring, the year, as a whole, will show any improvement over 1912, from a capital point of view."

—From Financial Post.

industry. Will difficulty be experienced in making supply conform with demand? It is a pertinent question and one in which every retailer will take a deep interest.

"What steps will be necessary to avoid the scarcity which has been felt in so many lines this year?" was one of the questions propounded by Hardware and Metal, to manufacturers.

A number of the replies received were as follows:

"We believe that all Canadian manufacturers have made such increase to their facilities as to take care of any reasonable volume of business and that the chief trouble in increasing their production as rapidly as has been demanded has been the scarcity of labor. This lack exists not only in Canada but in the United States."—(A manufacturer of gasoline engines, etc.)

"Jobbers must carry larger stocks and give manufacturers more time to fill orders."—(A manufacturer of steel goods.)

"The scarcity that has been felt in so many lines may to a certain extent be avoided in the future if retail dealers and consumers will place their orders earlier, instead of waiting, as they generally do, until building materials are actually required."—(A manufacturer of roofing.)

"During the past year we have carried heavier stocks than we ever carried before for the purpose of keeping the trade well supplied in our lines. We will continue to stock heavily and make shipments the same day as the orders

are received."—(A manufacturer of woodenware.)

"It is somewhat difficult to say what steps will be necessary to avoid the scarcity which has been felt in some lines this year. In Canada, this scarcity is largely due to the fact that quite a number of large concerns, which have been in the habit of buying extensively from makers abroad and in the United States, are now falling back upon producers in Canada for goods which they are unable to procure in the markets in which they formerly dealt. But we are increasing our facilities in all lines and propose to do our share in supplying the requirements."—(A manufacturer of steel goods.)

"There has been no serious scarcity of goods such as we manufacture, and we think that the production has increased about in proportion to the demand."—(A stove manufacturer.)

"We think the increased facilities of the different manufacturers will largely take care of the new business but it would be well to place orders as far in advance as possible, just as we ourselves are doing."—(A manufacturer of locks and builders' hardware.)

"We feel that there should be no difficulty—in our case, anyway—in being able to supply our customers promptly during the coming year, but a great deal will depend upon the placing of spring orders as early in the year as possible. If all buyers would consider this fact, it would be a great advantage to the manufacturer and incidentally the buyers would be sure to get better service."—(A paint manufacturer.)

"The scarcity in our lines of raw materials which obtained during last summer was brought about by two influences. The suddenly increased prosperity in our primary markets, Great Britain and the United States, caught some of the manufacturers with bare stocks. Secondly, the disastrous strikes in Great Britain had their effect. As there is no doubt that the first will be overcome, and that the second may be provided against in advance, we hope to get along in 1913 quite comfortably."—(A paint manufacturer.)

"It has no doubt been a great source of annoyance to every manufacturer. It has not been so much the scarcity of materials as the inability of railroads to make deliveries. In our experience in Canada, there never was a time when deliveries were so uncertain and diffi-

cult. All railway terminals seem to have more business offered them than they are able to handle promptly."—(A paint manufacturer.)

"We ourselves are endeavoring to eliminate a great deal of this trouble by placing our orders longer in advance than in recent years."—(A glass firm.)

Extensions To Plants

One of the surest evidences of the prosperity of Canada is the fact that factory extensions are being undertaken on all sides. Hardware and Metal has received word of the following extensions:

Winnipeg Paint & Glass Co.—During 1912, a five-storey warehouse was erected at Edmonton. This year, they will erect new warehouses at Calgary and Edmonton and will increase the Swift Current and Saskatoon warehouses by 50 per cent. The company will also move into larger offices and warehouse at Winnipeg.

Martin-Senour Co., Montreal.—An extension to the plant is being made in the form of a large varnish factory, which is now nearing completion. Other additions of a minor nature are being undertaken.

National Hardware Co., Orillia.—During 1912 the plant was more than doubled. The installation of additional equipment has been completed.

Canada Paint Co.—A large extension to the plant is contemplated this spring.

Brandram-Henderson, Limited, Montreal.—The new Montreal plant was taxed to its utmost capacity during the past year. Additional plant and machinery are already being installed to increase the output about 50 per cent. in nearly all lines.

Peterborough Lock Manufacturing Co., Peterborough.—Additional equipment is being installed to take care of the anticipated increase during the coming year.

McClary Manufacturing Co., London.—Additions are contemplated.

Steel Co. of Canada, Hamilton.—During 1912 very large extensions were made to plants. Further increases are to be made this year.

E. T. Wright & Co., Hamilton.—Two additions to the plant have been completed and another extension is under way at the present time.

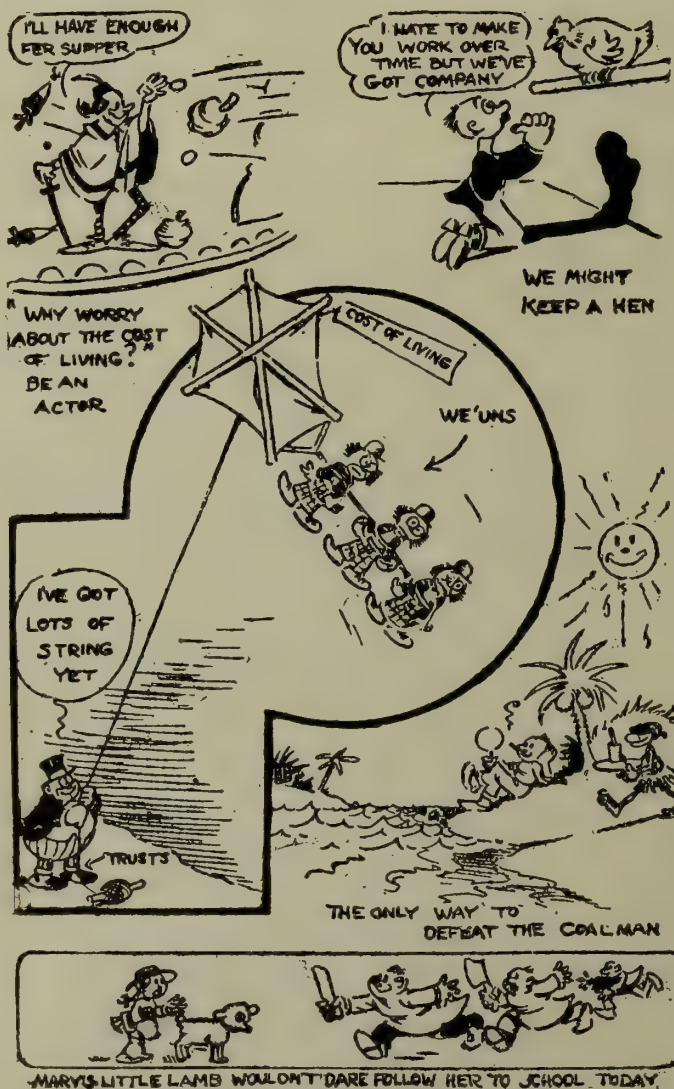
Metallic Roofing Co., Toronto.—Substantial additions have been made to plant and building. Further additions will be made early in the spring.

Brantford Roofing Co., Brantford.—Additional warehouse accommodation is being provided both at the factory and at the Winnipeg branch.

Barton-Netting Co., Windsor.—Facilities will be increased this year.

SOME SUGGESTIONS

From Toronto News



It is agreed that the cost of living will continue to advance during the coming year.

COMPANIES INCORPORATED.

The Union Rubber Co., of Montreal, have been incorporated with a capital stock of \$50,000 for the purpose of manufacturing, buying and selling all kind of rubber, gutta percha and celluloid goods.

A firm has been incorporated for the purpose of manufacturing, buying, selling and dealing in concrete and cement, in all its forms. The operations of the company are to be carried on throughout Canada under the name of "Concrete Products, Ltd.," with a capital stock of \$200,000.

The incorporation is announced of "Canadian Rolling Mills Co." with a capital of \$1,000,000. The chief place of business is to be Montreal, Que., and the company will manufacture and deal in iron, steel and all other metals.

"Hamilton Malleable Iron Co." have been incorporated with a capital stock of \$700,000; the head office will be at Hamilton, Ont., and the company will carry on the business of malleable iron manufacturers, iron masters, steel makers and iron founders in all their respective branches.

Notice is given of the incorporation of the "Invincible Wheel Co. of Canada" for the purpose of manufacturing and dealing in all kinds of wheels, spokes, hubs, springs, axles, tires, etc., with head office in Farnham, Que. The new company is capitalized at \$150,000.

Keeping Permanent Stock and Price Records

A Suggested Form for Use in the Hardware Store—It Will be Found of Value to Salesmen and Buyers Alike—Information With Reference to Stock on Hand is Thus Available at a Moment's Notice.

Hardware men of to-day are introducing system into the business at a very rapid rate. A store without system is badly handicapped in the struggle for a prominent place. Efficient competition is met with on every hand. All lines of merchandising have advanced rapidly during the last few years and this is especially noticeable in the hardware trade.

The successful hardware dealer takes pride in the neatness of his store. He also makes it a point to have his goods well displayed and large sums have been spent in the purchase of silent salesmen, store fixtures and up-to-date shelving in order to display before the public, the many lines of useful and attractive goods that are to be found in the hardware store. A few years ago many hardware stores were little else but receptacles for an accumulation of disorderly

files in order to find out the amount of goods purchased during that period.

There are many systems in vogue, but in most cases they are incomplete, and furnish the dealer with only a small portion of the information that would assist him in buying and selling goods. In many instances a little extra effort on the part of the dealer, would furnish him with a large fund of information regarding his goods. The accompanying illustration is a suggestion for the keeping of record of purchases and also the retail selling prices. By using this system the merchant or buyer can tell in an instant, the probable amount of goods he will need for a stated time, and also the exact costs of same. With an up-to-date cost book, there is little chance for dispute regarding the selling price of an article and, with this system, the merchant or buyer may be absent and

factory and useful. The illustration shows the cost of the goods in plain figures, but as a general rule the merchant has his own private cost and selling marks, and they are used in order to keep costs from getting into the hands of parties not entitled to that knowledge.

The progressive merchant will have his cost book priced right up to date and all price changes will be made immediately on notification from the factory or jobber.

A good cost book is the best assistance a merchant can have during stock-taking season, and where a large business is done it is almost impossible to get along without one. The merchant can also have all standard lists shown in his cost book, with discounts, and in addition he may figure out net prices for the use of his salesmen where it is deemed necessary.

Blank Hardware Co.

COST BOOK

Toronto, Can.

Article	Date 1912	Amount on hand	Amount Bought	From Whom Purchased	First Cost	Duty	Freight, etc.	Total Cost	Retail Price	Quantity Price
Food chopper No. 90	Jan. 15	2 doz.	12 doz.	H. & C. Montreal	\$9	...	35	9.35	1.25	13.50
" " "	Apr. 20	2½ doz.	12 doz.	"	\$9	...	35	9.35	1.25	13.50

A practical suggestion for a cost and price book.

piles of hardware, but of late years conditions have changed in a very marked degree.

The greatest assistance the hardware men have had in bringing their stores to their present state of efficiency, may be attributed to the influence of their hardware trade journal. The hardware dealer reads and studies the methods of others as outlined in his trade paper, and in this manner many new ideas are brought to his attention that are very valuable in assisting him to introduce system in his store.

Order and Costs Record.

In the introduction of systems, the progressive merchant has not overlooked the fact that a very important matter is a system for keeping cost of goods and a record to enable him to estimate the amount of goods required when placing orders. It has often been noticed by travelers, that, when a dealer attempts to find out how many of a certain line he has disposed of during a given time, it is necessary to ransack the invoice

yet business will go on without the confusion, which might result providing a good cost or price-book was not available.

By using the system illustrated, the dealer can tell in a moment the number of articles he has sold in a given time. For instance, a merchant is making up an order for food shoppers and consults his cost book. He finds that from Jan. 15 to April 20 he has disposed of 11½ dozen food choppers. It also tells him the cost of the goods at the factory, duty, and freight, if any, and the price at which the goods were disposed of.

It is also very useful in the event of a customer wanting a price on a quantity of any article and may be looked up by any salesman on a moment's notice. By using the cost book the dealer will find it very useful in checking up invoices as he will refer to it when pricing the goods, and at the same time it will assist him in detecting errors in price on the invoices. This cost system is used by several large retail firms in Canada and has been found very satis-

If you have not got an up-to-date cost system in your business, the beginning of the new year would be an opportune time to introduce one and the merchant will be amply repaid for the small amount of labor involved.



Standard Paint Co. Fire.

Montreal, Que. — Fire visited the works of the Canadian factory of the Standard Paint Co. on Saturday afternoon, December 28, and before the fire department succeeded in getting it under control destroyed the main building where the manufacture of Rub-ber-oid Roofing was carried on. When interviewed by a representative of Hardware and Metal, the manager stated that, while the fire would cause them some inconvenience, business would not be interfered with, as re-building operations will be commenced immediately. Until such time as the factory is completed, supplies enough to meet all requirements will be received from the American factory.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, January 4, 1913

NEW FEATURES OF PAPER.

THE motto of Hardware and Metal has always been to give to its readers the best possible service. In line with this policy, the present issue sees the inauguration of two new departments, which will be regular features in future. A page is devoted to household goods in recognition of the growing importance of that department of the retail hardware business. Hardwaremen are now handling innumerable lines which are used in the household, the sale of which brings them the trade of women. The importance of this department, and the problems of salesmanship connected therewith, cannot be overestimated.

The second department is a page devoted to hardware clerks. As the hardwareman of to-morrow, the clerk of to-day should take a deep interest in everything relating to the business. The object of this department will be to impart information and suggestions of particular value to clerks. Contributions for this page will be very gladly received.

Other features which have been started recently will be continued and improved. "Leaks in the hardware store" is a department of the paper which is winning recognition for its real practical value. The assistance of readers is solicited to make this weekly column still more practical and interesting.

During the year Hardware and Metal will continue to present special articles on business management, advertising, window trimming, salesmanship and the many problems which daily face the retail merchant. Even better service will be given in connection with market reports, as our facilities for securing the latest information are now unexcelled.

NO EXCUSE FOR FAILURE.

ARE conditions in Canada so uniformly good that there is no excuse for failure? A prominent manufacturer, writing to Hardware and Metal, makes the significant statement:

"We see no reason why the present prosperity should not be maintained. On the other hand, we think that the conditions are such that, owing to the

extensive railroad construction, the prosperity of the West and the large immigration, any manufacturing concern in hardware or allied trades that does not prosper during 1913, must look within itself for the reasons. We believe that any business with reasonable care and attention will prosper during the year 1913, and the only thing that would prevent it would be mismanagement or disaster."

This is one of the strongest expressions of confidence in the soundness of conditions that has been received. At the same time, it gives food for thought. If business is so good that only mismanagement can beget failure for the manufacturer, it follows that the retailer will find conditions identical. In other words, if the retail hardwareman finds that things are not going well, he should begin to look for the cause within himself. His lack of success will be largely due to looseness in management or lack of the energy and initiative to seize the opportunity presented.

A SUCCESSFUL CONTEST.

THAT increased interest is being taken in questions of display and store publicity was strikingly evidenced by the response to the Christmas window display contest held by Hardware and Metal. Photographs of a large number of windows were received, all of them of a very high order indeed. A difficult time can be predicted for the judges, owing to the uniform high quality.

Most gratifying is the fact that the entries have been received, in a large number of cases, from small places. That sufficient interest has been shown by trimmers, whose faculties are limited, to enter the competition is indeed a striking evidence of the growth of interest in this important phase of modern merchandising.

"BRITISH-EMPIRE MADE" GOODS.

THE text of the Merchandise Marks Bill, which has been introduced in the British House of Commons, has been given out. It aims to protect the British manufacturer from the opposition of firms selling goods in Great Britain on unfair pretense. Briefly, the measure provides that all goods bearing a description liable to make the purchasers believe they have been manufacturers within the British Islands, but which in reality have been manufactured in some part of the Empire outside the Isles, shall be marked "British-Empire made. If the goods have been manufactured outside the Empire, they must be marked "Not British." Provision is made that all goods marked "British-Empire made" must be accompanied by a sworn declaration.

It is quite apparent that this measure will serve as a protection for the home manufacturer against spurious foreign-made goods. The question arises, however, as to what effect it will have on the trade of colonial manufacturers on the British markets.

TO PROTECT THE RETAILER.

THE welcome intelligence is given out at Ottawa that Hon. C. J. Doherty, Minister of Justice, will introduce during this session a number of amendments to the Criminal Code, most important of which will be a clause to protect the interests of retailers from delinquent debtors. No direct inkling is given of the nature of the new regulation, but it is understood that it will be designed to prevent the flagrant disregard of just debts, by the imposition of stringent penalties.

Undoubtedly, it is time that something was done to protect the retailer. The merchant has been made the

victim of delinquent debtors through lack of adequate resource and, if the new measure provides the necessary means of bringing such persons to time, a huge injustice will be removed.



CANADA'S EXPANDING TRADE.

WHEN Canada's books are closed for 1912, there will be evidence of the greatest trade in her history. Up to November, the grand total of Canadian trade was \$821,723,347, and it is estimated that when totals are made up for 1912 that it will reach the billion dollar mark.

January's total was \$63,680,443, February's a million more, and March \$23,000,000 greater. The increase continued until for October the total was \$101,277,469. It is estimated that the November figures, not yet compiled, will beat October by \$3,000,000.

It must be remembered of course that greater prosperity is in store only for those who go after it. All things do not come to those who wait.



FIGURE THE COST.

"I DON'T bother my head about the cost of doing business. When any merchandise comes in, I just tack on enough profit to insure my not losing anything, and let it go at that," said a country merchant the other day.

This practice is an unjust one, both to customer and dealer. It makes a reasonable price a matter of chance, instead of policy. The result is that either the dealer sells at a loss, or the customer is overcharged. Profit figuring, to be accurate, must be based on the cost of doing business. This is the only successful solution of the problem. Guesses and approximations are certain to work a hardship on one or the other of the parties concerned.

With competition so keen nowadays business is likely to be lost if customers are overcharged on any article. They soon find out what the standard price should be and they go to the store where that price can be secured. On the other hand, if the retailer marks his goods too low, as he is bound to do in some cases, he loses money. The one best method is to know total cost and figure from the selling price what percentage of profit is being made.



POINTED EDITORIALS.

A happy and prosperous New Year to all.

* * *

Keeping adequate record of stock and of all sale transactions is a great aid to increased business.

* * *

A contemporary tells of a traveler who finally secured an order from a dealer after calling on him for twenty years without result. This traveler can certainly lay claim to the virtues of patience and persistence, but we wouldn't boast of the incident if we were in his place. Any man who has to call steadily for twenty years on a prospect before landing an order is not likely to set the commercial world afire with his salesmaking ability. And the time used those twenty years makes the order finally landed a dear one for the firm.

The Financial Situation

THE latter part of 1912 was characterized by tightness in the money markets. Some were inclined to read into the financial situation evidences of impending depression. The tightness was due, however, to many causes and was not in any sense the result of unsound industrial conditions.

There is to-day evidence a plenty that the year 1913 will be extremely brisk from the standpoint of trade and commerce. Nevertheless, it is anticipated that there will be no marked improvement in financial matters. There is every reason to believe that money will continue scarce, due to the excessive demands which will be made. The financing of the war in the Balkans will create a strain on financial resources which will be felt in the sources upon which Canada leans to a great extent for financial assistance. The fact that the great industries of the country are developing at an almost unprecedented rate is justification for the belief that all capital available will be absorbed rapidly.

Another reason—and an important one—is the fact that the crops have not brought in the volume of money that was anticipated. United States crops broke all records for size and yet, contrary to all expectations, the increase in gross value over the 1911 crops, is only 1.2 per cent., according to estimates of Bradstreets.

Back of these outstanding reasons, looms up the all important fact that costs of living have increased enormously. This has reduced the margin of savings and, as the immediate result, has limited the amount of capital available for investment. In Canada there is reported to have been a decrease in savings deposits during the last few months, a significant sign of heavy individual expenditure. This tendency keeps money in circulation and stimulates trade, but the pinch is felt when it comes to financing the developments which increased trade necessitates.

Financial authorities are predicting a year of comparative financial tightness, but are not drawing gloomy conclusions therefrom. A writer on The Financial Post says: "I believe the experience of the year 1913 will prove salutary with well-managed Canadian businesses. We have to some extent passed the stage of novelty in Canada's great development, and seem more in the mood for sober second thought, and so it would seem that, on the average, business methods and projects will be thought out rather more coolly than they have been—an influence which should be favorable both to stability and net profits. I hope it will not be a boom year."

Undoubtedly there is nothing to fear. On the contrary the financial situation may bring splendid results in the elimination of "wild-catting" and the rash speculation which financial freeness frequently creates.

System Needed in Trimming Windows

Time Used Can be Reduced to Minimum if the Work is Done Systematically—
Plan Followed by J. Gourdeau who Trims Fourteen Windows Each Week—
How Loss of Time Has Been Eliminated.

The objection frequently met with on the part of hardwaremen who do not evince any interest in window displays is that time does not permit. Here is a typical statement: "My head clerk used to look after our store windows," said a dealer recently," and he became so interested that pretty soon he was giving at least half his time to it. I couldn't afford to give a man \$20 a week when he was only giving half his time to the real business of selling goods."

The obvious answer to this dealer—a man of the old school in the strictest sense—is that the clerk was getting results just as surely from the time spent in arranging window displays as he would had he put that time in behind the counter. The object of this article, however, is not to prove that window trimming pays, but rather to point out that a brisk window trimming campaign can be carried on without any serious encroachment on the time of the clerk, or clerks, who attend to the work. If the work were done more systematically, there would be fewer complaints heard of the kind quoted above.

System is the secret of success in most things and certainly it plays a big part in window trimming. Some trimmers can devote the greatest part of their time to the work, "tinkering" around until the proprietor sours on the subject

and issues a peremptory order that window displays are to be made the last consideration. This has been the outcome in so many stores that it will be advisable for all window trimmers to put their work on a systematic basis so that it will not be necessary to take up so much time that the "boss" will get "wrathy."

Trims Fourteen Windows.

System has been reduced to a fine point by J. Gourdeau who trims the windows in the Winnipeg retail store of the J. H. Ashdown Hardware Co. There are fourteen windows in all to be attended to, and, as a new display is put in each window each week, it will be readily understood that Mr. Gourdeau is kept busy. The system he follows can best be told in his own words:

"I change each window once a week, devoting the mornings to the work. Each window is changed on a set day, so that we have two and sometimes three windows to be looked after each morning.

"I always see the manager of the departments on the day before any windows are to be trimmed with goods from their departments. They thus have an opportunity to get the goods ready and no time is lost in that way. The juniors in each department bring the goods to the window. We do not lose any time running to and fro.

"A great deal of the work is done ahead of time. Thus, if a window is to be devoted to cutlery, silverware, builders' hardware or tools the idea is mapped out in advance and, in many cases, the backgrounds are prepared. It is often possible to arrange more effective backgrounds when the work is done outside and the completed work carried into the window. The background must be figured out first before anything is done about the arrangement of the goods.

"When the background has been put into place, an assistant hands me the articles and I arrange them in the window. We save a great deal of time in this way. The handling of the goods has been put on a system so that I have no delays in my work.

"I always strive to make my windows seasonable. That is the main thing—to have goods in the windows which appeal to people because they are present needs."

Plans Out a System.

Mr. Gourdeau's system is adapted to a big store, but the same idea can be followed out in smaller establishments. If the window trimmer were to decide well in advance what goods he intended to use, planned his arrangement and backgrounds and had everything ready when

(Continued on page 39.)



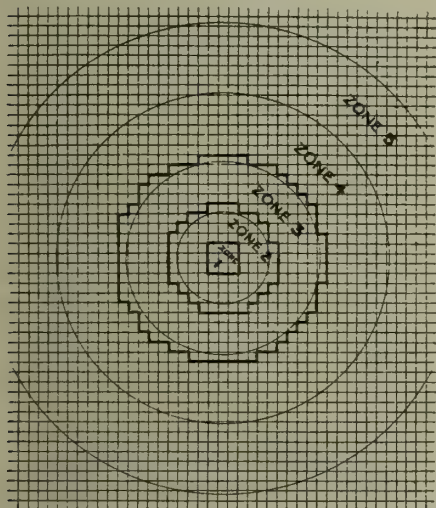
Display of cutlery, silverware and cut glass in window of retail store of J. H. Ashdown Hardware Co., Winnipeg.

J. Gourdeau, who trimmed this window is shown in the insert. Mr. Gourdeau has charge of window displays in store.

The Operation of Parcels Post Measure

Movement Now Under Way to Introduce Measure in Canada—Retailers Must Prepare to Fight and Also to Meet Conditions Should the Measure Carry—The System Now Being Put Into Effect in the United States.

It is becoming increasingly apparent that parcels post is a possibility in Canada for the not far-distant future. The Postmaster-General has publicly stated his intention of investigating the working of the Bourne Act in the United States with a view to framing a measure for this country. The possibility of a similar measure becoming law in Canada depends upon two things; first, the success of the Bourne Act in the United States; second, the effectiveness of the opposition brought to bear here.



How the zone system will work out.

The retailers, as a body, can be counted upon to fight the introduction of a parcels Post measure tooth and nail. If this opposition is properly organized and is brought to bear soon enough, it should be sufficient to effectually balk the proposal to put the measure through. The fact remains, however, that the forces behind the proposal seem to have the upper hand at present and that the retailer must make his opposition felt at once if it is to be effective.

A wise general considers all contingencies and prepares himself to meet them. The retailer should not only prepare to fight the measure to the last ditch but should also cast around to find the means to meet conditions, should the Act ultimately be put into force. There is no use shirking the issue. It must be faced; and the sooner the retailer prepares to face it, the stronger he will be when the necessity for action arises.

Developments in the United States will be watched very closely under the circumstances. The success or the failure of the Bourne Act will have much

to do with the outcome in this country. It will be interesting to see just how this much discussed measure proposes to go about the establishment of parcels post in Uncle Sam's land.

Details of the Plan.

The Bourne Act provides that fourth-class mail matter will include all parcels, farm and dairy products, provided that such packages are not more than eleven pounds in weight or more than seventy-two inches in length and girth combined. Charges will be based on both weight and distance. To determine distance, the country is to be divided into units of area, each thirty minutes square. The service will be rendered by zones. There will be eight zones in all, with different charge scales for each.

The first zone will be all of the territory within one unit of area and the territory in other units which border on the central unit. Figured out, this means that the first zone for any given post office is approximately fifty miles in any direction.

The zone system is described in Railroad Man's Magazine by C. H. Claudy, in the following terms:

The first zone is thus quadrangular but not square in shape, since it is bounded on east and west by meridians of longitude which, of course, converge as they go north and diverge as they go south. All other zones are roughly circular in shape. Zone two includes all units of area outside zone one which lie either wholly or in part within a circle drawn from the centre of a given unit of area, the circle to have a radius of 150 miles.

The third zone includes all the territory outside of zone two, within the radius of a circle of 300 miles, and with the

same proviso that all units of area through which its boundary circle passes are a part of that zone. The fourth zone has a radius of 600 miles, the fifth zone a radius of 1,000 miles, the sixth zone a radius of 1,400 miles, the seventh zone a radius of 1,800 miles, and the eighth zone includes all units of area outside of zone seven.

The rates will be as follows:

For delivery in zone one: 5 cents for the first pound, 3 cent for each additional pound or fraction.

For delivery in zone two: 6 cents for the first pound, 4 cents for each additional pound or fraction.

For delivery in zone three: 7 cents for the first pound, 5 cents for each additional pound or fraction.

For delivery in zone four: 8 cents for the first pound, 6 cents for each additional pound or fraction.

For delivery in zone five: 9 cents for the first pound, 7 cents for each additional pound or fraction.

For delivery in zone six: 10 cents for the first pound, 9 cents for each additional pound or fraction.

For delivery in zone seven: 11 cents for the first pound, 10 cents for each additional pound or fraction.



SYSTEM NEEDED IN TRIMMING WINDOWS.

(Continued from page 38.)

the actual work of putting in the display began, the amount of time devoted to the purpose would be reduced and the results would be more satisfactory.

Why not give this matter a little thought? Try to evolve the best system possible for the handling of the window trimming equipment. It will pay.



The operation of Parcels Post as seen by Railroad Man's Magazine. The cartoonist sees great possibilities in the measure.

The Household Goods Department

Found Household Specialties Paying Line

The Experience of an Ontario Hardware Dealer—On Taking Over Business Which Had Been Operated on Antiquated Lines, He Introduced Specialties With Splendid Results — Methods Adopted to Push Sales in the Household Department.

(Written for Hardware and Metal by an Ontario Hardware Man.)

When I bought out my predecessor in the hardware business about ten years ago, I purchased a store that had been catering to the public in the vicinity, for twenty years before that time. The dealer before me was under the impression that a hardware store should not attempt to sell any line of goods that he thought was not directly in line with the old conception of the hardware business. The store was situated in a fair-sized city, and was surrounded by a good farming community. To my predecessor, lines such as woodenware, tinware and specialties were unknown as far as his business was concerned, and he stated that he thought I would ruin my connection with contractors and farmers if I introduced the new lines, on which I had asked his advice when taking over the business.

In order to prove that new lines do not take with the public he drew my attention to a lot of goods he had purchased five years before. He had only sold one dozen, of the twelve he had purchased, the goods in question being a line that could be used in every home. He had them on shelves in the rear of the store and they were only brought down when asked for. This was very seldom, for the reason that he and his clerks had forgotten they had the goods in stock.

One of my first efforts after taking over the business was to dispose of this line of goods. The article sold at 25c. I informed my clerks as to the good points in connection with the goods, and had a portion of one window filled and ticketed. I also arranged a neat display on one of the front counters and instructed my clerks to show the goods to customers, but not to unduly press their sale. In three weeks time I had disposed of the entire stock of this line and a few weeks later had to re-order on account of enquiries from my customers who had purchased the goods and found them satisfactory.

Sees Big Possibilities.

Shortly after this I received a request for a clothes drying rack that would fold up when not in use. The customer had

purchased a clothes wringer and wanted a rack that could be used in the house for drying small articles. This set me thinking, and I came to the conclusion that customers buying washing machines and wringers would be likely purchasers of ironing boards, wringer and tub stands, clothes baskets, tubs, mangles, folding rackings, and many other lines. I immediately decided that I would start a household goods department and, in addition to the above lines, I added a full line tinware, graniteware and household specialties. I also decided, on the advice of a traveler, who was a friend of mine, that I would carry a line of gas plates, coal oil stoves, and ovens.

The new lines naturally crowded my store to a great extent but, by re-arranging the stock and making a few changes, I was enabled to carry samples of all the new lines down in this store, and kept my stock upstairs. I marked all the goods in this department in plain figures, and in many cases I had large price tickets made and attached to the goods in such a manner that they would be noticed by all the customers who passed near them.

I went to a furniture store and purchased six tables about five feet long and two and one-half feet wide at a cost of \$2.25 each, and on these tables I arranged a neat display of household goods such as sleeve irons, charcoal irons, clothes lines, sleeve boards, iron handles, food choppers, bread mixers, scrub brushes, salt boxes and other lines interesting to the housewife. I devoted one of my store windows to the display of household goods, and always had prices on the goods when they were in the window.

I began to get results right from the start and goods that I purchased in dozen lots at that time. I am now purchasing in six dozen and gross lots, and I clear them out in a very short time. I can also obtain a much better price on many of the lines when buying this way, and as there is a good margin of profit on household goods, I have found them a good paying proposition.

I found that I not only held the old trade, but that I secured a new class of customers that had formerly seldom entered a hardware store.

I make it a point to advertise my household goods in the newspapers and use electrotypes of the article, I also describe and price the goods and get direct results every time I insert an ad. of this description. I am a believer in using leaders in the same manner as the department stores and catalogue houses, and I often purchase a line of goods to use as a leader and sell them at a slight advance over cost. I have found that in a great many cases the customers will purchase other goods and I always make it a point to have the stock of leaders at the rear of the other lines of special goods and customers have to pass them in order to get where the leaders are on sale.

I have found that the stocking of household goods has greatly increased my cutlery sales and I always have my cutlery cases dressed in an attractive manner, in order to attract the attention of customers entering for other goods.

Personal contact is one of the best selling forces to assist in disposing of household goods and this is especially true regarding new lines that are being introduced. It is my experience that if approached in the proper manner by a pleasant salesman the majority of ladies are always pleased when shown any new specialty for use in the home. They become greatly interested. If the article is not an expensive one, I have found that many sales are made as soon as the goods are shown, and where the goods are large and more expensive an impression is usually made that very often results in sales later on.

I make it a point to have some article for use in the home on display at all times, I find that an article that retails for 15c or 25c. can be disposed of in large quantities simply by showing them to customers. Goods that are to be sold in this manner should have some little talking point, but if a merchant will watch his trade journal closely and also the samples of the specialty men he will find that he can pick up many useful articles, that are good sellers, and on which the percentage of profit is very large.

The sale of small specialties should not be overlooked by the hardware dealer as they are easily sold if displayed, and very often lead to bigger sales in other lines.

Page for Hardware Clerks

Clerks Should Not Hoard Up Ideas

Advancement is not Secured by Saving Ideas Until a Better Position is secured—Big Positions are Gained by Showing Ability in Lesser Capacity.

The majority of hardware clerks are always on the look-out for a better position. Hardware travellers are asked every day if they know where there is a firm that needs a salesman. The writer was talking to a hardware traveler a short time ago and he was told of a clerk who is still in the same position that he was in ten years ago. The traveler in question calls on this firm three times in each year, and on each occasion he has been asked by this clerk if he knows where he can get a good job. The traveler could not afford to recommend this man for the simple reason that the man has not grown in ideas or knowledge to any extent in all these years. He is always down on his luck and although he says he has ideas he does not believe in imparting them to his employer for the reason that he has not had an increase in salary for a long time, and he does not believe in working his brain overtime for nothing. The traveler has noticed that this salesman will wait on a customer in a very pleasant manner, but he never offers suggestions or attempts to get customers interested in new lines of goods that his firm have purchased. The reason that the traveler will not recommend this clerk is that he is not large enough for his present position, and therefore, he is not equipped to accept a larger one. The difficulty with the clerk in question, and many others, is that their only ambition is to get a good job and they have nothing to back it up.

There are opportunities on every hand for hardware salesmen to-day, and the field was never as large as it is at the present time. It rests with the clerk himself as to whether he will secure one of the good positions that are being offered on every hand. The success of a salesman depends on his growth in knowledge of the goods, and in the art of displaying and disposing of them in a manner that will make his customer feel that he has received satisfaction along with his merchandise. There is a great demand for salesmen with ideas, and who are willing to use them to further the interests of their employers. The man who bottles up his ideas, and is afraid to use them for fear that the

other fellow will benefit, has a poor chance of reaching the top. The idea of some clerks that they save up their ideas until they get a good position, is a very poor one, and they seldom get the opportunity to put them into effect.

The men that are needed, and the ones that the travelers will recommend are those that are willing to offer suggestions to increase the efficiency of the store where they are employed at present, and who are always posted on the new lines of goods that are appearing in their hardware paper every week. The man that will use his spare time in studying the methods of others as described in the hardware trade paper will soon find that he will increase in knowledge and be equipped to accept a higher position when opportunity knocks at his door.

A LESSON IN SALESMANSHIP.

The writer called at a hardware store a few days ago to purchase a wire garment hanger. The clerk was sitting on a ledge near the front of the store. He was a young man about 24 years of age, but he got down off the ledge like a man of three score years and ten.

I told the clerk that I wished to purchase a wire garment hanger. He asked me what I was going to hang on it, and I stated that it was to hang an overcoat on. After another weary climb up on the ledge, he produced a box of 3 in. wire hat and coat hooks, and appeared very much put out when I told him they were not what I wanted. After another explanation on my part he dismissed the matter with a curt, "Don't keep 'em."

Now a salesman cannot very well sell an article he does not have in stock but his action and manner gave him the appearance of a clerk that needed oiling-up. When I left the store I made it a point to look back and I noticed the clerk starting back to his seat on the ledge. Now there is a time for rest but it is not in a hardware store during business hours and to this clerk I will apply the proverb:—"If you rest you rust. Get Busy."



Remarks by the Junior Clerk

How far ahead of last January are you?

A bird on a bonnet is worth five on a plate.

It is better to wear out than to rust out.

The gardeners rule applies to youth and age.

When young sow wild oats, when old grow sage.

He who follows the crowd has many companions.

You may lead an ass to knowledge, but you cannot make him think.

It's all right to be up and doing but be careful who you attempt to do.

Two things you can find in the dark—a carpet tack and a limburger cheese.

He who boasts of ancestors is like a potato—the best part of him is underground.

What per cent. are your services paying the boss? Are the dividends increasing?

Getting business is like courting a girl; you must offer the right kind of goods and keep right on calling.

The darkest hour in any man's life is when he sits down to plan how to get money without earning it.

They say that men who are wide awake, hustling and honest must eventually make a place for themselves.

The only difference between a grave and a rut is that the former is a little wider and not so long. Beware of the rut.

Do not talk too much. Some men will sit and listen to a sermon for an hour in church, but a hardware store is not a church.

The man who knows more than the boss usually gets to be boss, and the man who thinks he knows more than the boss usually gets fired.

Staff Conventions and Reunions

MARTIN-SENOUR CO. CONVENTION

Montreal, Que.—The fifth annual convention of the salesmen and branch managers of the Martin-Senour Co. was held here, starting on December 18. It was attended by staff members from all parts of the Dominion and marked enthusiasm was the keynote. All were full of confidence in the prospects for a big year in 1913.

December 18 was given over to territorial reports, revision of catalogue and prices and other work of a routine description. On the following day the entire forenoon was spent in acquainting the salesmen with the new advertising features for 1913. A general discussion was held on topics of sales promotion in which some very strong arguments were brought out by A. Moulton, manager of the Halifax branch, and J. H. Conover, manager at Toronto. J. A. Naud gave an impressive talk on the development of the prepared paint business in Canada, showing the progress that had been made by dealers throughout the country in turning their business over from hand-prepared lead and oil to white lead, zinc and linseed oil already prepared. Mr. Naud also enlarged on improved retail selling methods.

The afternoon of December 19 was given over to a visit to the varnish factory, which is now nearing completion. The third day of the convention was taken up with general business and informal discussions.

As a concluding feature, a banquet was given at Freeman's Hotel. After dinner, speeches and songs served to complete an enjoyable and also instructive evening. All members of the staff returned to their respective fields,

determined to make the coming year a banner one.

LEWIS BROS. HOLD ANNUAL DINNER.

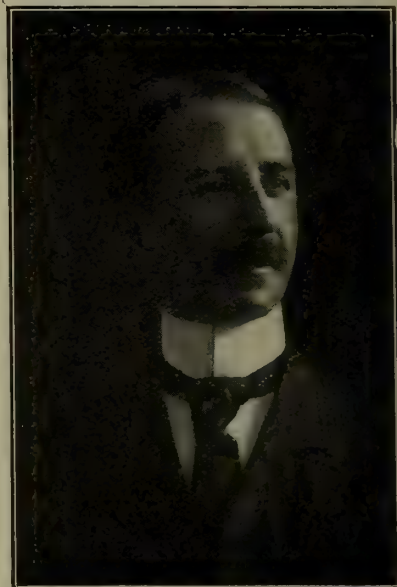
Montreal, Que.—As a conclusion to the annual convention of the selling staff of Lewis Bros., a banquet was held on Friday evening, 27th December, at the Canada Club. The chair was occupied by C. M. Strange, sales manager, who was busy looking after everybody, and who handled everything in a masterly manner. In all, 44 covers were laid. Those present included salesmen from Nova Scotia and British Columbia and a most enjoyable evening was spent.

Following the toast of "The King," a cable was read from the president, F. Orr Lewis, who is at present in England, offering greetings to the assembly, and letters of regret were read from those who were unable to attend, including J. G. Lewis, vice-president of the company, who was prevented from attending by business of an urgent nature. Mr. Bureau then entertained the company with a song, after which the toast of "Lewis Bros." was proposed by Mr. Strange, and met with a most hearty response. The toast of the "Canadian Vickers, Limited," was then responded to by J. F. Thomas, C. O. Bower, and H. Driver. Mr. Pilon then amused the guests with a "below Quebec" song for which he received much applause.

Mr. Goodloe proposed the toast of the "trade press" which was briefly responded to by E. T. Sayers, of "Le Prix Courant," and H. M. Reid, of "Hardware and Metal."

An address which was listened to with much interest, was then given by W. J.

Keyes, proprietor of the Soo Hardware Co., who left the selling staff of Lewis Bros., to go into business for himself. Mr. Deschamps, who is now engaged in the retail business in Montreal, formerly a traveler for the house, also spoke.



C. M. Strange, sales manager of Lewis Bros.

The toast of the "Financial Department" was responded to by J. Thurston Smith, sec.-treasurer of the company, who also gave great pleasure to his listeners with his selections upon the piano, over which instrument he is a past master. Other speeches were made by H. H. Clark, the oldest traveler, Messrs. Anderson, MacQuerie, Watson, Dawson, Page and Borland. The latter, it may be mentioned, goes by the name of the baby traveler. It was not a for-



Flashlight taken at annual banquet of managers and salesmen of Martin-Senour Co.

mal gathering by any means. It was a meeting of good fellows all working together, who, only once a year get a chance to gather together to compare notes. Jokes were cracked, stories were told, and a right good time was spent by all, and when the eighth annual banquet was brought to a close with the singing of Auld Lang Syne, it was agreed by all that it was the best ever. Among those present were the following:—

C. M. Strange, J. Thurston Smith, J. R. Anderson, L. Belanger, G. Bernard, H. M. Borland, L. M. Brown, J. A. Byreau, A. O. Campbell, A. D. Cantin, F. Cantillon, H. H. Clark, C. L. Devitt, A. Ferguson, A. Gamache, A. R. Hart, T. Houghton, G. E. Karch, A. D. Leblanc, K. L. G. Leclar, A. R. Payne, L. R. Rettie, G. St. James, T. L. Thacker, Geo. Walker, J. C. Watson, G. C. Young, J. E. Pilon, G. Bambridge, G. C. Dufresne, R. Desforges, H. Dansereau, E. T. Sayers, H. M. Reid, D. W. Towne, C. Neil, A. Weir, A. Lesperance, D. Deschamps, H. V. Armstrong, R. H. Dawson, A. E. Bourret, D. L. Goodloe, E. Booth, E. Dansereau, J. A. Page, E. Bouchard, J. F. I. Thomas, C. O. Bower, I. H. MacQuerrie, H. Garland, H. Driver, E. Pilon, W. J. Keyes, E. Runions.



BRANDRAM-HENDERSON CONVENTION AT HALIFAX.

Halifax, N.S.—This city was selected for the place of meeting of the Brandram-Henderson Sales Convention for the fiscal year ended November 30. It has been customary to hold previous conventions at Montreal, and two reasons were given for going to Halifax this year. One was that Halifax is where the entire varnish supply of Brandram-

Henderson is made, the other that it was at Halifax the firm was first established and it was thought desirable that the Western salesmen should view the starting point of a business which in

COULD NOT DO WITHOUT IT.

*Hardware and Metal,
Toronto.*

Gentlemen:

Your issue of Dec. 21 inst. of Hardware and Metal has not reached me as yet. Will you please see that one is sent forward at once, as I look forward to its arrival with as much pleasure as I do to receiving my daily meals, and my success in the hardware line can be attributed to the many and valuable editorials published throughout its pages. While in the hardware business I would no more think of trying to do without it than to try and run a store without 10d nails and a saw.

*Wishing you many compliments of the season and a very prosperous New Year, I remain
Yours sincerely,
GEO. W. MINERS.*

be placed under three heads: (1) the production of the suggestions, requests and criticisms of the salesmen; (2) an opportunity for a heart to heart talk of the management to the salesmen; (3) instruction given the salesmen with regard to new methods of selling old products and with regard to products that are soon to be placed upon the market for the first time.

But the convention has also a social side. It helps to establish a closer relationship between employee and employer and also between the employees working in different sections of the country.

The Western members of the Brandram-Henderson staff arrived at Halifax in a special car from Montreal on the evening of Wednesday, December 18, and were met at the train by a committee from the Halifax branch. On the 19th the first business meeting began at ten o'clock and at half-past twelve there was an adjournment for luncheon, which was served by one of the city caterers in the lofty tank room of the varnish factory. At two o'clock the salesmen met again, with Mr. Charlton, of the Quebec district, in the chair, and for two hours they told the management their opinion as to the best sales methods to adopt for 1913 in their respective territories. Following this pronouncement, the balance of the afternoon was spent in a discussion of a selected number of the firm's products, the idea being to instruct the salesmen as to the uses and best methods to adopt in selling these products.

In the evening the entire party, including the president, J. R. Henderson, went to the theatre and enjoyed an excellent performance by the Halifax Academy players.

recent years has grown to such magnitude. Still another consideration was the fact that the firm wished to demonstrate to the Western salesmen that the good times which have been the normal condition in their own territory for some years, are now equally in evidence in the East.

The uses of a sales convention may



The managers and sales staff of Brandram-Henderson, Limited, assembled around banquet board.

The next business meeting was at ten o'clock Friday morning when the managers discussed the salesmen's suggestions of the previous day and decided on the firm's sales policy for the new year. Later there was a joint meeting of the managers and salesmen, and at this meeting the sales plans were elaborated and finally settled.

The wind up of this most successful convention was a banquet in the private dining-room of the Halifax Hotel. A flashlight taken by "Climo" shows the company just about to take their places at the table. The speeches of the guests at this banquet all attested to the great enjoyment they had experienced in their attendance at the present convention and to the kindness shown them by George Henderson, the manager of the Maritime branches. One and all pronounced the convention the best they had ever attended. Many of the Western men had never visited the Maritime Provinces before, and so in addition to the social enjoyment and the educational advantages to them of the lectures given at the business meetings, they also acquired some first hand information in the geography of their own country. They will from this time forward be able to tell their home people what a splendid thing it is to live in the Maritime Provinces.

ANNUAL MEETING OF TRAVELERS

Montreal, Que.—The directors of The Thos. Davidson Mfg., Co., Ltd., entertained their traveling staff in a very enjoyable manner last Friday. The first portion of the evening was devoted to a theater party, from whence the knights of the grip were taken to the Canada Club where supper was served.

Edward Goodwill presided, while the vice-chair was occupied by J. H. Davidson. After all had done full justice to the excellent menu provided, the chairman proposed the health of the king, which was loyally honored.

Mr. Goodwill in proposing the health of J. H. Young (one of the senior travelers) voiced the regret of the firm in losing the services of such an efficient member of the staff, and echoed the sentiment of all present in wishing him every success in his new sphere of work.

W. H. Morgan referred to the increase of business handled in Ontario, and proposed the health of R. C. Warmington, the manager of the Toronto branch.

T. R. Davidson proposed the health of Mr. Goodwill, under whose jurisdiction the travelers were enabled to make such a creditable showing.

A. J. Brown referred to the growth of trade in Manitoba and the West, and

proposed the health of J. T. Webb, the Winnipeg manager and his assistants, which in the unavoidable absence of Mr. Webb was heartily honored.

J. N. Young proposed the health of Thos. Goodwill the secretary-treasurer.

J. Williams, factory superintendent, made a few interesting remarks from the manufacturing standpoint, and proposed the health of the president and directors which was enthusiastically honored.

In addition to those who were called upon to reply to toasts the following added their quota to the evening's enjoyment, viz.:—Messrs. J. N. Marmington, A. C. Rogers, J. McLellan, J. H. Davidson, W. F. Hoar, Carl Davidson, R. B. Gray, J. H. K. Mack, and J. H. Boulet.

The gathering closed with the singing of Auld Lang Syne and the National Anthem.

METAL MEN CONVENE.

Toronto, Ont.—A re-union of the staff of salesmen of the Canada Metal Co., Ltd., is being held this week. The managers from the Montreal and Winnipeg factories are here with their travelers and these combined with the travelers from the Toronto office opened a two-day session on Monday to discuss trade conditions generally as applied to the metal industry. Considering that these salesmen cover the whole of the Dominion from the Atlantic to the Pacific this interchange of ideas proved beneficial to all concerned.

At noon a banquet was given and the genial president, W. G. Harris, was in great evidence, ably seconded by W. G. Harris, Jr., vice-president of the company, and for two hours the subject of metals was laid to rest and everyone devoted himself exclusively to the good things provided.

In the evening, seats were reserved at the Princess Theatre for the entire sales staff to witness the English comedy "The Old Firm." The title was appropriate and the play thoroughly enjoyed. The evening of the first day's session was voted by all a brilliant success.

KNOW YOUR GOODS.

The clerk behind the counter who knows most about the quality, character and use of the goods he is selling is the one whose sales are bound to increase.

SELL GOODS ON THEIR MERIT.

A salesman should never attempt to sell goods on account of personal favoritism. The fact that a customer is your

friend should not give you the impression that he should purchase an article from you on that score. A good salesman will sell goods on their merits. If an article is not worthy of your full confidence it should not be offered to your friend.



Waste glass takes up a large amount of room and represents a loss in the glass department. The majority of hardware stores usually have an accumulation of glass that is too small for regular sizes and apparently too good to waste. The dealer has a call for a certain number of small pieces, but there is usually a large amount left over.

In many places dealers are disposing of small sizes to owners of greenhouses. As a general rule they use glass eight inches in width and can use pieces from four inches up for repair work. By catering to this trade the dealer can cut up all small pieces and store them away until he has accumulated two or three hundred pieces, when he will find that the greenhouse owner is usually anxious to get them.

One dealer in an Ontario town has made an arrangement with a buggy top manufacturer whereby he cuts up all small pieces of glass for use in the back of buggy covers. There is now a very good demand for glass for the front of auto lamps that are continually being broken and for this purpose the dealer can use up much of the 26-oz. and 32-oz. glass that has been broken and is too small for stock sizes.

In many places there are factories that manufacture goods in which small pieces of glass are used and very often the dealer can make arrangements, whereby he can dispose of small pieces, cut to the size that the factories use. This is especially true in the case of furniture factories which very often manufacture pieces of furniture in which many small pieces of glass are used.

Another waste often noticed in the glass department is the large number of glass cutters that have been thrown in a box on account of being worn out. These wheels could be made as good as new by purchasing the small wheels only, which cost about twenty cents a dozen and may be easily inserted by any hardware clerk.

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 35 we show how to develop the patterns for a "Coal-Scuttle" the shape and proportions of which may vary to suit the fancy.

Fig. 1 shows an elevation of a coal scuttle. Fig. 2, a half plan.

Fig. 3 a half profile of the orifice or mouth.

Fig. 4 a section through G-S of the elevation.

Fig. 5 the stretchout or true length of the line G-F of the elevation.

Figs. 6, 7, 8, 9, 10 and 11 show the diagrams of sections of solid and dotted lines giving the true lengths of the solid and dotted lines shown on the elevation.

While Figs. 12 and 13 show the patterns of the front and back pieces these patterns being doubled and the seams made on the lines A-G and 4'-m of the elevation or u-v and 4 m of the plan.

First draw the elevation A-X-B-C-D-E F-G Fig. 1 (the base below C-D may be drawn but its development does not enter into this problem it being a simple frustum of a cone explained in the early part of this course.)

Now draw the plan Fig. 2, first drawing the horizontal line X-Y for the centre of plan, and dropping dotted lines from points X-G-C-D and E locating points u-v-a-q and k.

With a radius equal to half the distance between the a and q, draw the arc a-q and drop a line from the centre thus found to the edge of the arc locating point m.

Then with a radius equal to half the distance between v and k draw the arc v-k and drop a line from the point F of the elevation locating point 4 of the plan.

Connect m and 4 with a solid line which represents the joining line of the front and back pieces.

Make the line u-Z of the plan equal to X-B or X-A of the elevation.

(To be continued in next issue.)

35

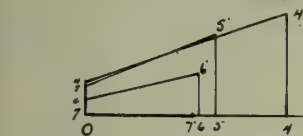


FIG. 8 Front top Solid

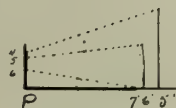


FIG. 9 Front Top Dotted

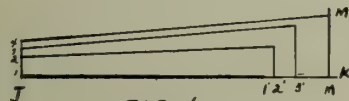


FIG. 6 Front Bottom Solid

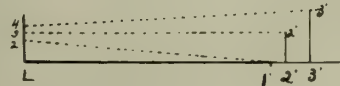


FIG. 7 Front Bottom Dotted

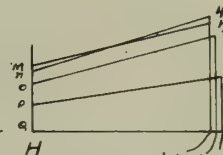


FIG. 10 Back Part Solid

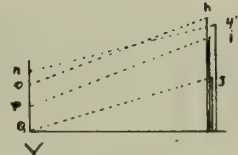
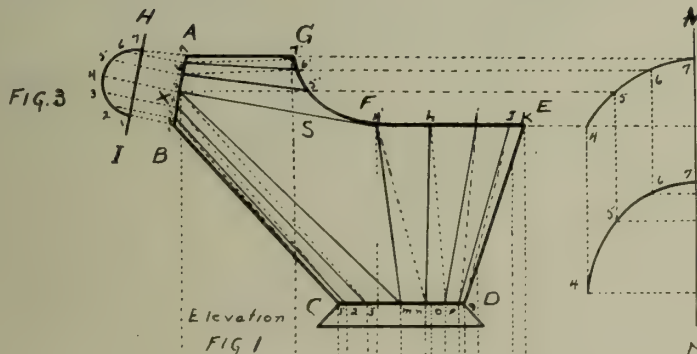


FIG. 11 Back Part Dotted



Elevation FIG. 1

FIG. 4

FIG. 5

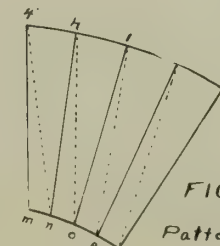
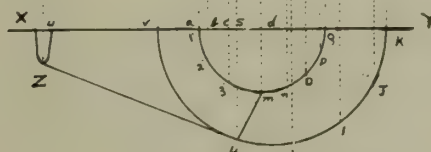


FIG. 13 Pattern for Back



Plan FIG. 2

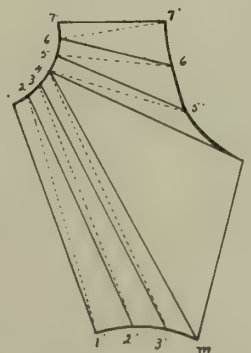


FIG. 12 Pattern for front

PATTERNS FOR A COAL SCUTTLE.



Progressive Hardware Retailing

Auto Accessories are a Profitable Line

Hardwaremen Will Find Auto Owners Are Anxious to Deal with Them Rather Than with the Garages—Sporting Goods Dealers Are Beginning to Show an Interest—Many Lines Which Can Be Handled Carry Big Profit.

A great many hardware dealers are missing an excellent opportunity to add increased sales and profits to their business by not making an attempt to cater to the needs of auto owners. The sale of auto accessories has not been taken up by hardware dealers as rapidly as might be expected, and naturally the trade has drifted to the garages. The majority of auto owners will tell you that they do not get satisfactory service in many of the garages and that the prices are, in many instances, exorbitant.

In some of our larger towns and cities a few hardware dealers are enjoying a good trade among the auto owners and are steadily increasing their stock of the lines in which the auto owner is interested. One dealer who is working up a nice trade in this line states that the auto owners prefer to deal with the hardwareman and will suggest to him many lines in which they are interested and afford him a good margin of profit. With so much dissatisfaction existing among auto owners regarding their treatment at the garages, it would appear that the present would be an opportune time for the hardware dealer to look into the opportunities afforded him in handling this line of goods.

Opposition Growing.

It may be surprising to the hardware dealer to know that the sporting goods stores are working into this line and are doing a large business in several lines that are used by auto owners. Mention might be made of one line, namely, spark plugs. These are being sold in large quantities and afford a large margin of profit for the dealer.

Getting List of Owners.

One progressive hardware firm is now getting a list of auto owners in their city, and it is their intention to issue a circular describing the lines of automobile accessories they carry in stock and mail one to each owner. In this manner they hope to get the auto owners' trade coming their way and no doubt they will be successful.

Auto clubs are being formed throughout the country and members no doubt talk over matters pertaining to their machines. A merchant will get good advertising in this manner as the owners will inform each other as to the best place in which to purchase supplies.

There is no doubt but what the auto supply business belongs to the hardware dealer, and the longer the dealer delays in going after this business, the harder it will be for him to regain it later on, as no doubt auto accessories will eventually be found in almost every up-to-date hardware store.

Sale of Tools a Big Item.

The sale of tools alone is a very large item, and in addition to this the dealer can sell large quantities of cup grease, lubricating oils, etc. Auto owners are continually buying spark plugs, dry batteries, bearing scrapers, rubber-covered wire, tubing, set and cap screws, belting, hose, kits, rises, etc., and many other lines that are regular stock in a hardware store. There is also sale for auto jacks, pumps, battery testers, lock washers, strainer funnels, chamois skins and so on. Auto owners are also large consumers of metal polishes and this is also a line on which there is a large margin of profit.

The manufacturers of auto accessories are issuing catalogues and in many cases increasing the capacity of their plants in order to meet the demand for this class of goods. The auto accessory line is one on which the dealer can stock lightly on the start and gradually add the lines there is a demand for. With a few good accessory catalogues on hand, the dealer can order any lines he may not care to stock, and can have them for his customer in a few days.

The stocking and displaying of auto accessories will not only add a new and profitable department to the store but it will also help to increase business in other departments on account of the many new customers the dealer is sure to obtain. The sale of auto accessories has been taken up extensively by hardware dealers in many parts of the United

States, and in several places repair shops are run in connection with the hardware stores.



SENT OUT CIRCULARS.

Gladstone, Man.—W. H. Squair & Son sent out a circular letter to their customers, drawing their attention to the fact that they were prepared to cater to the wants of all, in the selection of useful and ornamental Christmas gifts. A list of gift suggestions was also enclosed and prices were quoted, many suitable gifts were mentioned under various headings such as "For the Man."



RECORD BUSINESS DONE.

St. John, N.B., Dec. 31.—Never in the history of the hardware trade in this city has such a volume of business been transacted as was the case at the Christmas season this year. The shopping began early, as much as three weeks or a month before Dec. 25, and continued up to the memorable eve, becoming fast and furious during the last few days. "I never saw the like of it," said one hardware merchant yesterday, "and I've spent a good many years of my life in this business, too. The people seemed to be literally crazy over their shopping, and bought for the most part the very best goods offered and in quantities unheard of in the different departments. I noticed some time ago that a great many people were starting out to do their shopping early, but neither they nor we looked for the stampede which came towards the latter end of the rush. We had extra clerks on hand, many of them, but even with that, and with working our wholesale trade in the retail as well, we were unable to satisfactorily cope with the business at the rush hours. In our novelty department we experienced probably the best results, that is in the Christmas specialties, including silverware, ornaments, bric-a-brac, and a wide range of articles suitable for personal gifts. Of course the returns in the other branches were good, as well, much better than in any year we have been in business, and I am satisfied that when the receipts of the year are made out the balance to the good will be far in excess of any twelvemonth since we have been in business."

Current News of Hardware Trade

Elliott & Scott Fire.

Saskatoon, Sask.—Elliott & Scott, hardware dealers, have suffered a loss by fire.

Establish Branch in Brandon.

Brandon, Man.—It is the intention of the Canadian Oil Co. to establish a distributing branch here, and they have placed an order for six large storage tanks to be delivered shortly.

Brass Foundry Starting.

Leaside, Ont. — Announcement has been made that a large brass foundry is to be established at Leaside by a Montreal firm. The erection of the plant will be commenced in the spring.

Changes in Lewis Bros. Staff.

Montreal, Que.—J. H. McQuarrie, formerly with McLennan & Feely Co., of Vancouver, left here on Dec. 28 to represent Lewis Bros. in British Columbia. E. Pilon, formerly with Frothingham & Workman, will cover the ground formerly done by L. Belanger.

Powder Factory Burned.

Cobalt, Ont.—Cobalt's powder factory where dinitrolite was manufactured, was burned to the ground entailing a loss of from ten to twelve thousand dollars. The fire was caused by the explosion of an incandescent light bulb, which was over the cartridge filler.

New Company in Moose Jaw.

Moose Jaw, Sask.—A new company has been formed in Moose Jaw under the corporate name of The Western Canada Brush Manufacturing Co., with a capital stock of \$50,000. The company have commenced the manufacture of brushes and in order to increase their facilities for handling the Western trade, they intend to erect a large building next spring in the western end of the city.

To Build New Calgary Warehouse.

Calgary, Alta.—Three enlargements of warehouse capacity in as many years is the record of erection development made by the J. H. Ashdown Hardware Co. An addition 50 x 120 six storeys high and basement, is the present immediate necessity to accommodate the company's business. The new building will be located immediately alongside of the firm's

present wholesale warehouse on Eleventh avenue and Second street west.

Joins Windsor Hardware Co.

Windsor, Ont.—Geo. W. Miners, who for the past two years has acted as salesman and window dresser with W. J. Douglas & Co., has severed his connection with the above firm and is about to accept the position as buyer and manager with the Windsor Hardware Co., with duties to commence on January 1, 1913. George has had a wide experience in all lines of hardware as well as store management and has made many warm friends during the short time he has been in Windsor.

Hardwaremen in Elections.

North Bay, Ont.—D. Purvis, hardwareman, is a candidate for the mayoralty.

New Liskeard, Ont.—W. Maglady, hardware dealer, was elected as alderman.

Toronto, Ont.—F. G. McBrien, hardwareman, was re-elected as alderman in ward six. R. Yeomans, master plumber, made a splendid run for the Board of Control but failed to qualify by a narrow margin.

Philbin Store Suffers Loss.

Montreal, Que.—The hardware store of Philbin & Co., Westmount, was slightly damaged by water last week, owing to a fire in the residence overhead which is occupied by a Mrs. Greenhill.

Fire Losses.

Delhi, Ont.—The hardware store of H. S. Morgan has been burned out.

Montreal, Que.—Fire caused a loss of \$150,000 to the factory of the Standard Paint Co., near Lachine.

Winnipeg, Dec. 30.—Fire, supposed to have been caused by defective wiring, gutted No. 1 warehouse of the Imperial Oil Company, on Logan avenue, this morning, with a loss of about fifty thousand dollars.

At the time this was filed the fire was under control, and there is no danger feared for adjacent buildings. The alarm was first sounded shortly after 3 o'clock this morning, and a second was turned in immediately after the arrival

of the brigade. The plant on Logan Ave. consisted of four warehouses, made up of four tanks each, with a capacity of seventy thousand gallons. The superintendent of the tanks states that all the tanks were well filled. The building destroyed was a structure 120 x 50 feet.

Business Changes.

Edmonton, Alta.—W. J. Carswell has succeeded to the business of the Market Hardware store.

Calgary, Alta.—The Alberta Mirror Plate Works, Ltd., have sold their business to the Merchants' Glass Co.

Griswold, Man.—Humphrey & Son, hardware dealers have dissolved partnership; J. G. Humphrey is continuing the business.

Davidson, Sask.—On January 15 the Pioneer Hardware, Ltd., managed by D. S. Hutcheon, will change hands, and be taken over by J. O. and F. B. Callo-way.

Ottawa, Ont.—Wm. H. Smith, manager of the Central Hardware Co., has resigned, and started in his own name as a commission agent in hardware, plumbing and steamfitters' supplies.

Forest, Ont.—G. Steele who recently sold his hardware business in Parkhill to Thos. Houghton, formerly employed by Lewis Bros., of Montreal, will take charge of the Area Hardware here after New Year's.

New Retail Firms.

Loverna, Sask.—A. J. Milne & Co. have opened a hardware store.

Calgary, Alta.—The John Manville Co. will open a branch in Calgary this year.

Personal Notes.

Chas. Knoblock, of the Smith Hardware Co., formerly of their New York office, and who for the past two years has been connected with the Montreal office, has been appointed to take charge of the Toronto district for that company.

J. R. Anderson has been appointed buyer for the heavy hardware department of Lewis Bros. Mr. Anderson has been connected with the firm for some years as traveler in Western Ontario and more recently as Ottawa representative.

Weekly Market Report --- Metals

A RECORD YEAR.

From present indications everything points to the year 1913 being the largest in the history of the metal industry. Manufacturers are showing fullest confidence and are estimating their requirements liberally.

Business at present is pretty slack but there are unmistakable evidences of an early revival.

Prices on many lines of labbit have been withdrawn in Toronto.

MONTREAL.

Montreal, Jan. 2.—When it is remembered that the past week was the last of the old year and the beginning of the new, a time of year when very few people expect to do a great deal of business, it must be said that the metal trade has been comparatively active. In all lines a fair business has been done. This may be said to be due to the activity which continues in the building trade owing to the mild weather which still prevails.

From present indications, 1913 will prove to be the biggest year in the history of the country in the metal trade. Manufacturers speak with the greatest confidence and the outlook is very hopeful.

As far as can be seen, when it comes to the matter of prices, it is thought, that there is no doubt that these will be in an upward direction. The demand in some lines has been phenomenal and will continue probably to a greater degree and a state of affairs such as this can have no other effect except to stiffen prices. Those who have stocks, at low prices, enough to last them for some time will reap the benefit of these conditions; and those who are foresighted enough to purchase heavily in those lines which will ultimately advance, will reap their reward. With present conditions existing, that is to say, the present great possibility of prices advancing all around, those engaged in contract work will have to give careful thought when figuring costs. Either an allowance for the possibility of prices advancing must be made or else the privilege of refiguring, in such an event, must be retained.

As far as the scarcity in some lines is concerned it is interesting to note the state of affairs which exists in the sheet metal department. Factories in the States are booked up for six months ahead and are now taking orders for delivery in the third quarter of 1913. In most cases large users of sheets have

stocked up heavily and will not be inconvenienced; it must, however, be apparent that with things, the way they are, no change will take place in price unless it is in an upward direction.

For the past week although for the season, business has been above the average, matters have, as is only natural been more or less quiet in comparison with the previous weeks. Manufacturers and wholesalers are busy stock-taking, and this is the one week in the year when travelers for the most part quit the road. Prices have remained unchanged all round in fact the markets have not changed to any extent for two weeks past.

TORONTO.

Toronto, Jan. 2.—The demand for metals during the past year has been very heavy. Jobbers have had great difficulty in getting supplies and mills have been taxed to their utmost capacity. There is still a shortage in many lines and this is expected to continue well into the new year.

Prices during the past year have reached a high figure in many lines and have affected the price on a large number of manufactured lines. It is claimed that the shortage will affect the manufacturing departments in a number of large factories during this winter and will delay them in making their spring deliveries. Prices are firm and are expected to remain so.

A large number of the jobbers are busy stock-taking and do not look for many orders this week. Prospects are bright for 1913 and a busy year is expected. Many of the mills have booked orders that will take months to fill. There has been a wonderful increase in the consumption of metals and very little work of any kind is done without the use of a large percentage of metal.

Iron and Steel.—Prices are firm and there is still a shortage on many lines. Mills are far behind in their orders and the pressure is as great as ever. Jobbers have had great difficulty in getting supplies and have had many complaints from consumers.

Copper.—There is little doing in the market at present and prices are unchanged.

Plates and Sheets.—There is still a good demand and prices are firm.

Prices Withdrawn.

Babbit Metal.—Prices have been withdrawn on many lines and indications are that higher prices will prevail.

WINNIPEG.

Winnipeg, Jan. 1.—The sheet metal worker is to-day confronted with the problem which until recently was no source of anxiety to him, that is where can he get his supplies and have them delivered to him promptly. Reports generally indicate that stocks are low and that raw materials and labor questions are pointing to further advances.

The year 1912 has been a good one for western metal workers. They have all had all the business and more than they could take care of. 1913 promises well, metal is entering more and more into the construction of all buildings, and the new year is slated as to be the greatest ever in the way of building. But to do business supply must be had and those who take time by the forelock and order early for the summer campaign are likely to win in the race.

MINING IN ALASKA.

The annual report on the mineral resources and production in Alaska for 1912 is now in preparation under the direction of Alfred H. Brooks, of the United States Geological Survey. Some of the important features of this report relating to mining development during the year are abstracted in the following statement. Complete statistics of the mineral production of Alaska can not be collected within less than four or five months after the close of the year, but meanwhile it appears advisable to give prompt publication to preliminary estimates, which are believed to be not over 5 per cent. in error.

It is estimated that the total value of the mineral output of Alaska in 1912 is \$21,850,000, compared with \$20,650,000 for 1911. The value of the gold output of 1912 is estimated at \$16,650,000; that of 1911 was \$16,853,256. It is estimated that the Alaska mines produced 28,940,000 pounds of copper in 1912, valued at about \$4,630,000. In 1911 the output was 27,267,871 pounds valued at \$3,364,584. The silver production in 1912 is estimated to have a value of \$300,000, as compared with \$243,923 for 1911. The value of all other mineral products in 1912, including tin, marble, gypsum, coal, petroleum, etc., was about \$260,000, compared with \$176,942 in 1911. The total value of Alaska's mineral production since 1880, when mining first began is, in round numbers, \$289,000,000, of which \$202,000,000 is represented by the value of the gold output. The total output of copper in Alaska since 1901 is about 90,000,000 pounds, valued at about \$13,145,000.

Weekly Market Report --- Hardware

ROPE ADVANCES.

The chief feature of the hardware market has been an advance in the price of rope. It is predicted that still further advances will be seen, owing to conditions in the trade.

It is also quite possible that some advances may be made in builders' hardware quotations in the future.

As might be expected, business is dull at the present time.

MONTREAL.

Montreal, Jan. 2.—The past week is the one week in the year when a comparative cessation in business takes place, and not very much is done in the hardware line. Travelers for the most part have not been out on the road but have been busy holding conventions, making plans for the new year, and spending the holidays with their families. As can only be expected therefore, very little business has been done by the wholesale houses.

The retailers in some districts, however, have been fairly busy, especially those catering to the French-Canadian trade among whom it is customary to exchange gifts at New Year's instead of at Christmas as is the fashion with the English. The mild weather has helped a good deal in the sale of goods pertaining to the building trade while at the same time it has not been soft enough to interfere with the sale of skates, and winter lines of a similar nature, the business in which retailers report to be far in excess of former years. Generally speaking, trade has been more or less quiet. Prices are unchanged in every department, with one exception, but the jobbers are talking of advancing some lines of builders' hardware and it is thought that this change will take place within a few days. The exception is in rope which has again advanced as was expected, conditions being such that the manufacturers were forced to put the prices up again. Manila has advanced one cent and so has British Manila. Sisal and Lath yarn have both advanced $\frac{3}{4}$ of a cent. The new prices are now as follows: Manila, 17c; British Manila, 13c; Sisal, 12c; Lath yarn, 11 $\frac{1}{4}$ c.

Next week business will start again in earnest. Travelers will start out again immediately after the first of the year and booking for spring will commence. Judging from the enthusiasm which has been shown and the opinions expressed

at the different travelers conventions which have recently been held, 1913 will put 1912 into the shade and will be another banner year.

TORONTO.

Toronto, Jan. 2.—Jobbers and retailers are busily engaged in taking the annual inventory and orders are not expected in large numbers for a week or ten days. Travellers are all in and in many cases are assisting in stock-taking.

The past year has been a very busy one for the jobbers, despite the fact that prices on many lines have been high. There have been many advances during the year just closed, and higher prices are predicted on many lines for 1913. Jobbers and manufacturers are looking forward to a very busy and prosperous year. There has been a very large increase in booking, and jobbers have had a much easier task than usual in getting retailers to book, on account of the expected advances.

The price of rope is very high and an advance of one cent per lb. has taken place this week. It is claimed that there is a shortage of raw material, which has been caused by typhoons that have visited the chief source of supply and caused a large amount of damage. The majority of dealers expect that prices on Manila and sisal rope will go higher still, in a very short time.

Rope Has Advanced.

Rope.—The expected advance on Manila and sisal rope has taken place, and prices are soaring very high. The price on pure Manila is now 17c with British Manila at 13c and sisal quoted at 12c, despite the very high prices, the advances have not been as heavy on the finished product as on the raw material and further advances are looked for. Jobbers will not accept booked orders for more than 60 days ahead. A large number of dealers have taken their stocks in early on account of the advances predicted some time ago.

Cutlery.—There has been a falling off in the cutlery lines on account of the Christmas rush being over. Skates and sleighs have been sold in large numbers, but the mild weather is having a bad effect on re-orders.

Winter Goods.—The absence of snow has put a damper on many lines of winter goods and there has been a falling off in these lines during the last week.

Builders' Hardware.—Sales of builders' hardware have been very good. The open winter has been the cause of a large

amount of building being started late in the season, factories are very busy.

WINNIPEG.

Winnipeg, Jan. 1.—Stock-taking and general reorganization will occupy the hardware trade now the rush is over. There has been little doing in wholesale circles recently as is usual at this time of the year. Retailers have had a busy time, the holiday trade having reached proportions unprecedented in the history of the West.

The business of 1912 has been most satisfactory and it may be recorded as having been a year of great progress and general prosperity. Hopes are high that 1913 will, however, leave it far behind. Certain is it, the outlook is everywhere considered most encouraging. The building programme for 1913 is already assuming definite plan and the number of residences put up in Winnipeg and in Western towns will undoubtedly be very large. The residential building is of course much the more profitable to the hardware trade.

Traveling men are now for the most part off the road, but will be all out in force prior to the February bonspiel, always important in business circles, as it means the advent of some 20,000 people to the city, many of them connected with the biggest business interests in the West.

TO EXTEND INTO CANADA.

The U.S. Steel Corporation is contemplating the extension of its business into the Dominion of Canada.

In a brief statement to-day Chairman Gaby said: We have decided to establish a manufacturing plant on the site we secured some years ago at Sandwich, Ont. In the comparatively near future we shall probably build wire mill, rail mill, structural mill, bar mill and perhaps some other mills. I suppose the first cost will be in the neighborhood of \$20,000,000. It is understood that the plans are well under way.

Pieton, Ont.—Milton Adams, of Adams & Vandusen, tinsmiths, has been elected mayor of Pieton without a contest. Two nominations were made for the office but the other nominee has decided not to run.

A. McMillan & Co. recently opened a new hardware store at 161 Withrow Avenue, Toronto, and are also carrying on a plumbing and steamfitting business in connection.

Stoves, Furnaces and Accessories

Drawing Lessons From the Past Year

Stove Dealers Should Specify Early Shipments During the Coming Year to Avoid Delay and Congestion in the Fall—The Handling of Gas, Oil and Electric Stoves—Individual Lessons from Year's Experiences.

The past year was one of extreme activity for the stove dealer. Business was very brisk and more stoves and furnaces were sold than ever before. Many lessons can be learned from a review of the conditions which existed during 1912.

One of the foremost is that it pays the retailer to not only order early but to specify early shipment. While no serious shortage developed this fall, the manufacturers were hard pushed with orders and long delays in shipment were inevitable. Dealers suffered from this cause, deliveries not coming to hand promptly. The result was that, in many cases, they did not always have the stock to meet the demand of the consumer.

Nor was this condition traceable entirely to the rush at manufacturing headquarters. The railways were largely to blame. Shipments, which left the factory promptly, were delayed in transit, owing to the serious freight congestion which has existed at all stages of the year and particularly in spring and fall. The dealer who sent orders in **haste** often had to repent at leisure. Nothing could hurry the transportation companies.

There is one sure remedy for this undesirable condition. Dealers should see to it that a large proportion of their fall requirements is shipped before the rush season starts. If the retailer would accept shipments in August, he would not have to wait in October. As it is, so many dealers defer shipments until the fall demand actually sets in that congestion is bound to result.

There is no objection to early shipments from the financial standpoint. The goods can be dated ahead, so that the dealer will not need to pay until retail sales have placed him in a position to do so. The only real objection then is one of space. It is claimed that stores are so crowded that it would be impossible to house a stock of stoves so far in advance. Undoubtedly this is a tangible reason which cannot be lightly brushed aside. The average hardware store is never long on extra space and the problem of housing goods is al-

ways a difficult one. To carry a heavy stock of stoves over a period when no sales were being made would not prove the most easy of tasks.

It should be considered, however, that there are many lines which are not selling during late summer and early fall which could be safely stored away to make room for the incoming stove stock. In any case, a full store in August is better than an empty one in November.

Handling Special Lines.

The past year has demonstrated that there is a growing demand for gas ranges, oil stoves, gasoline and electric stoves. In fact, the increase in demand has been enormous. This is particularly true in regard to gas stoves where there has been a wonderful development. One stove manufacturer states that his output of gas stoves has been doubled many times over during the past few years; and it is probably true that all other manufacturers have had the same experience. That the same rate of increase will continue seems a reasonable assumption. Thus the retailer can count upon a bigger demand than ever.

The retailer should feature the gas stove end of his business prominently in view of the importance to which this department of the business has attained. He can do so safely, because the sale of gas stoves does not cut into the range trade. People are finding they need both and are using both. The retailer can handle both lines and work up a big business without hurting either.

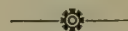
The demand during the past year for oil, gasoline and electric stoves and fireless cookers has demonstrated most effectively the possibilities of trade in these lines. Heating and cooking apparatus of the order named is used largely during the warm weather or for the heating of rooms or small offices. No matter how large the demand for ranges and heaters, the growing desire of the public to attain fullest comfort will create a big demand for such stoves. Dealers who do not now stock such lines are voluntarily "passing up" the opportunity to effect sales which carry a most satisfactory margin of profit.

The handling of oil, gasoline and electric stoves does not entail any extra labor worth mentioning and the demand on the store space is small. Of course, to ensure results, the lines should be handled progressively. They should be displayed prominently and should be given a certain amount of advertising space.

Other lessons might be drawn from the experiences of the past year, differing in individual cases. One hardwareman says: "I have found this year that attending to repairs on a system is the best aid to business that could be adopted. In past years, I never paid much attention to repairs, except that when a customer wanted some part, we endeavored to get it. Delays almost always cropped up. Sometimes we did not know the make or number of the stove. Customers never think of finding this cut before coming in to see you. The result was that we lost a few customers.

"However, we now have a regular system. We keep records of all stoves sold so that when a customer comes back for repairs, we can turn up our books and get the necessary information every time. We also keep a record of repairs made. Already we have found the results highly beneficial."

This is one case where a dealer remedied a defect in his own business. Every dealer, more or less, can find some defect in his methods or store, which might well be corrected during the coming year.



PARCELS POST INAUGURATED.

Washington, Jan. 1.—Americans today were using for the first time their newest institution—the parcels post.

Reports to headquarters from post-offices large and small throughout the country indicated that the service was being ushered into its usefulness with a heavy day, and that the facilities provided for handling the new business would be taxed to capacity as the public knowledge of it became more general.

From all points came reports of "freak" shipments in the new post.

They consisted of everything from pitchforks and prunes to paving blocks and poultry. Under the regulations practically every class of merchandise is mailable by parcels post. All mail matter formerly fourth class now goes in the new service.

Weekly Market Reports--Stoves

NORMAL DULLNESS FELT.

Business is quite dull at the present time but there is every evidence of an early revival. As far as is possible at this early date, manufacturers and dealers are predicting a bigger year than ever.

Trade is beginning to pick up very noticeably in gas stoves.

MONTREAL.

Montreal, Jan. 2.—The old year has passed and plans are made for the new year. 1912 was a banner year and it is thought that 1913 will be another. Travelers are now starting out again with utmost confidence in what the new year holds in store and it is the general opinion that all records will be broken. At all events that is the object in view, and as conditions could not be more favorable than they are at the present time, the outlook is certainly very bright.

For the last two weeks things have been more or less quiet, which is normal for the time of year, but a fair amount of business has been done. In fact some very nice orders have been received by manufacturers considering that this has been the holiday season. One dealer sent in an order for \$500 worth of stoves, delivery to be immediate, which is something out of the ordinary, considering that the bulk of the stove business is supposed to be done for this season. This only goes to show that to the man who pushes his line and puts energy into his business, sales of stoves as well as almost everything else are possible all the year round.

From now on the majority of sales will be of the cheaper lines of stoves and in heaters there is still some good business to be done. Gas stoves will now commence to be asked for, and the increase in the sale of oil heaters and stoves, the former for spring and fall use and the latter for warm weather use, will be enormous. These lines have come into great popularity during recent years owing to the fact that they are perfectly safe to use and the public now have confidence in this fact.

As far as style is concerned, not much change will be seen over last year's models. Some improvements will be made, and manufacturers are busy on new patterns, but the majority of the good quality lines have now reached a state over which it is not possible to make very many improvements.

If prices change, the turn will undoubtedly be in an upward direction,

and it is not thought that such an event is at all improbable. Raw materials have advanced, and in some cases are sure to advance further. Cartage charges are higher and the cost of manufacture all round is greater. This, however, is mere conjecture and as yet no move as regards an advance in prices has been heard of.

TORONTO.

Toronto, Dec. 31.—The past week has been quiet with the stove manufacturers. Travelers have been in for the Christmas holiday week and few orders are expected during the festive season. Mail orders are light.

The past year has been a banner year with the stove manufacturers and a larger business is expected during 1913. Difficulty has been experienced in filling orders on account of many plants being overtaxed and several firms are arranging for a larger output during the coming year.

The past year has seen many advances in price on account of increased cost of raw material and labor.

There has been a big demand for high-grade stoves and dealers throughout the country state that the public are demanding higher grade goods in all lines connected with the stove business.

The gas range has been a big factor during the past year and in this line the high quality goods are also in demand. There has been a big demand for small heaters but this has fallen off to a great extent, no doubt on account of the very mild weather. Great difficulty was experienced during the latter part of the season in filling orders for furnaces and in a few cases the orders are still unfilled. The mild weather has been the cause of a large amount of building being started late in the season and has caused a heavy demand for furnaces. Travelers will be starting out the beginning of next week and entering into what is expected to be the biggest year in the stove business in Canada.

WINNIPEG.

Winnipeg, Jan. 1.—The proposition of the Winnipeg Steam Heating Co. has again been under discussion with the civic authorities. The City Council as a whole approved of the proposition and decided that a clause be drawn up protecting the city at the end of the twenty-five years. The company to pay the city 2½ per cent. of the gross earnings for twenty-five years and 3½ per cent. of the gross earnings for the next five years. At the end of thirty years,

should the company decide to continue operation, it will be necessary for them to appear before the city and apply for a renewal of their franchise. This question will come up for vote on Monday.

As to the effect this company's activities may have on the stove dealers' business in the city time will tell. It may be said, however, that no very injurious effects are anticipated.

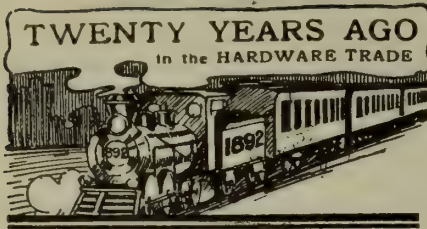
Extraordinarily mild weather still prevails and stove trade business is consequently dull. Any cold snap of real intensity would put life into trade temporarily as there is some winter yet ahead but those who have not bought up to date will now hang off until necessity compels them to purchase.

With the advent of spring will come the usual demand for gas ranges. It would be well to be prepared against a repetition of last year's shortage when the city stocks of gas ranges were sold out in a week.



GROWTH OF CANADIAN FLAX CROP.

No longer is there any reason to doubt that Canada has raised a tremendous crop of seed. When the estimate of the Canadian government placed the yield in Canada this year at a little more than 21,000,000 bushels, the general trade was inclined to scoff, as it had done in the case of our own government. It was argued that such a crop was impossible from a country which a few years ago had not even been on the flaxseed map of the world. But many seemed to fail to grasp the fact that Canada is a country of vast agricultural possibilities and that it could produce almost unlimited supplies of seed, if only the farmers would take the trouble to sow it. To the average person it is impossible to conceive of all the broad acres of virgin soil, lying "out of doors" that spread out in western Canada. This soil was just right for flaxseed. Prices for the seed had been high; the farmers of Canada had secured a remunerative price the previous year and there was no reason why they should not take kindly to the cultivation of the seed another year. They did, with the result that Canada this year has produced a bumper crop, and has taken a position as a flaxseed country which it never had before. It is entirely probable that within a few years, it will be the banner flaxseed country of the entire world, even surpassing Argentina.—From "Drugs, Oils and Paints."



"In the Dominion of Canada, including Newfoundland, the total number of failures reported for 1892 is 1,682, a decrease of 9 per cent. compared with the preceding year. The decline in volume of liabilities is much heavier, however, from \$14,884,000 to \$11,603,000, or 22 per cent.

Editor's Note.—The number of failures was heavy nevertheless, compared with the losses from this source at the present time.

An interesting article is printed on the nickel industry in New Ontario. It is interesting to note that this industry has been developed to a marked extent since Canada is now the chief source of supply for the world's nickel.

"Aikenhead & Crombie, hardware merchants, Toronto, have sold out their stock to the Aikenhead Hardware Co."

Editor's Note.—The business is still conducted under the firm name of Aikenhead Hardware Limited. It has developed rapidly of late years.

"Hardware and Metal opens its fifth volume with this issue."

Editor's Note.—The twenty years which have passed since this issue was put out have wrought wonderful changes in Hardware and Metal. The paper has grown from 24 pages to an average of nearly one hundred for regular issues. Although it was rightly judged to be eminently creditable at that time, it has been improved in every respect, a marked betterment being seen in the quality of the advertisements. The advance in advertising methods has been very marked in the last two decades.

REFUSED CLAIMS OF PARTY MAN

They are telling a story in Ottawa very much to the credit of Hon. Frank Cochrane, Dominion Minister of Railways and Canals.

Mr. Cochrane, many of our readers will remember is a hardware merchant and was one of the early subscribers to Hardware and Metal.

A Tory contractor, who had contributed liberally to the campaign funds, made a large claim for extras on a government contract. He could not get the govern-

ment engineers to sustain or pass his claims, and having very powerful friends in the Tory party he assembled them and waited on Mr. Cochrane.

They made a very strong representation on the ground of what the contractor had done for the party, what influence he had and what influence they all had and demanded that the amount be paid by the government.

Instead of complying with their request Mr. Cochrane brought his fist down on his desk and in language which he does not use when the Governor-General is present, or on other state occasions, told them he would not be a party to any such claims and particularly he did not propose to override the very positive reports of the official engineers.

A member of the deputation who informed Hardware and Metal stated that Mr. Cochrane's action has created a very favorable impression among the members of the deputation who were not interested in the matter and several of them a few days later personally thanked and congratulated the minister on the stand he took.

TRAVELERS' OFFICERS.

Toronto, Jan. 2.—The Commercial Travelers' Association of Canada, held its annual meeting here last week. The treasurer's statement showed that the business of 1912 had enabled them to carry \$56,258.34 to the permanent reserve and \$29,383.60 to surplus allotment.

It was announced that a mail vote had resulted in the election of the following members to the Board of Management for Toronto, 1913: President, S. M. Sterling; First Vice-President, James G. Cane; Second Vice-President, George W. More; Treasurer, E. Fielding; and nine directors, viz., Alex. Cook, Charles Duncan, John Everett, R. G. Hector, Walter Moore, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill.

BANQUET AT MONTREAL.

Montreal, Jan. 2.—(Special).—The Dominion Commercial Travelers Association banquet, the 38th in its history, was held on Dec. 23rd, at Windsor Hotel, Montreal. The new president, J. M. Fortier, presided. Others at the guest table being: Hon. C. J. Doherty, Minister of Justice; Hon. J. D. Hazen, Minister of Marine and Fisheries; Hon. Louis Coderre, Secretary of State; Sir Wilfrid Laurier, Hon. G. P. Graham, C. C. Ballantyne, R. C. Wilkins, J. B. Giles, J. A. Laporte, F. S. Cote, D. M. Lefebvre, W. C. Murray, Wm. J. Irving, J.F.L. Dubreuil, Chas. Gurd, J. S. N. Dougall, H. M. Lavine, first vice-president of the association; H. B. Ames, M.P.; Capt.

Demers, Col. A. E. Labelle, F. Bouillon, C. B. Gordon, C. E. Clarke, John Patterson, Lt.-Col. Massey.

Among the speakers were Hon. C. J. Doherty, Sir Wilfrid Laurier, Hon. Geo. P. Graham, Hon. J. D. Hazen, H. B. Ames, M.P., Hon. Louis Coderre, C. C. Ballantyne, C. B. Gordon, and Col. A. E. Labelle.

TORONTO BANQUET.

Toronto, Jan. 2.—(Special).—The good fellowship existing among the members of the Drummers' Snack Club, was again ventilated at the annual banquet at the St. Charles on the evening of Dec. 27. Table was set for some 40 and every chair was occupied. Speech, song and story gave the evening a thoroughly knight-of-the-grip character, and from the time President Wm. Meen first sounded his baton till the gathering dispersed, "all went merry as a marriage bell."

RETAIL EXECUTIVE HOLD MEETING.

Toronto, Ont.—A meeting of the Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association was held in the Queen's Hotel on Dec. 30. Committees on reception, membership, question box, resolution, were appointed to look after the various phases of the convention to be held in Hamilton.

The legislative committee presented a report on the campaign regarding the proposed weights and measures legislation and were instructed to continue the campaign and report further at the convention.

The manufacturers at the request of the association have decided to offer prizes of goods they manufacture instead of souvenirs and a committee was appointed to consider the best methods to be used in conducting the drawing contest. The drawing will be confined to retailers only.

President Abbott, of Marshalltown, Iowa, of the National Retail Hardware Association, has been invited and will deliver an address on the working of the parcel post law, and the alleged menace to the retail trade of the mail order houses assisted by government legislation.

The following were present at the meeting: President, M. S. Madole, Napanee; Messrs. H. Occomore, Guelph; W. F. Macpherson, second vice-president, Prescott; D. A. McNab, Orillia; C. W. Conn, Tilsonburg; F. Otton, Barrie, W. W. Bennett, Gananoque; W. Macgladery, New Liskeard; E. Wanless, Chatham; John Caslor, Toronto, and Weston Wrigley, secretary, Toronto.

New Hardware Goods

WATER WEIGHT ROLLER.

The Durham Co., Berea, Ohio, are offering the Canadian trade a roller bearing water-weight roller, an illustration of which appears on this page. The axles revolve in roller bearings and have but two inches of friction surface. The rollers can be filled with water to the desired



weight, and the drums are made in one or two sections as desired. Rollers can be furnished with or without handle weights to hold handle upright when not in use. Robt. E. Brown, of Regina, Sask., has been appointed Western Sales Agent.

CABINET OR FLOOR SCRAPER.

The E. C. Stearns Co., of Syracuse, N.Y., have recently patented a new cabinet or floor scraper which is meeting with great favor, on account of the ball



and socket arrangement which enables the handle to be adjusted to any desired angle without interfering with the rest of the tool in any way. The scraper is

made with a ball and socket joint so that the handle may be adjusted to any angle and rigidly clamped by giving it a slight turn to the right. The blade is of special scraper steel properly hardened and is firmly held between the jaws by the clamp screw on the front. This screw is entirely independent from the ball and socket so that the blade is not loosened in adjusting the handle.

ELECTRIC WELDED MILK BASKET.

The Detroit Mfg. Co., of Detroit, Mich., are placing a new electric welded milk basket on the market. The basket is light, strong and indestructible. No rivets are used in the manufacture of this basket, and it is held together by electrically spot welding, and is galvanized after welding in order



to prevent rust. The basket, while very strong, is light in weight and made in two sizes, one for carrying six bottles and one for carrying eight bottles. The handle is made of wood, is strong, black and of great convenience to handle in extremely cold weather.

FUEL SAVING DEVICE.

The Oxygen Fuel Co., of 46 Adelaide street, west, Toronto, Ont., are offering to the trade a new fuel saving device for use on kitchen ranges, house furnaces



and steam boilers. The fuel saving device illustrated is a patented, perforated triple disc, containing various chambers all connected, the disc being made to fit the opening in front of the stove pipe, in



place of the usual lid, by using this device it is claimed that coal bills can be reduced one-half by scientifically feeding fires with hot oxygen. It is also claimed that a furnace equipped with this device will heat the home most of the time on a banked fire because the device burns the gases, which are usually wasted up the chimney. It is said that tests on high-pressure steam boilers show a saving in coal of at least 30 per cent., and complete abatement of smoke nuisance in connection with soft coal.

LAVDON WORKS RESTARTED.

Fort Erie.—The Lavdon Works, Ltd., which has been shut down for some time past has started operations again, and it is expected in a very short time will be running full force again. Mr. Lavdon has taken a partner, Geo. Russell, of Niagara-on-the-Lake. The company will be re-organized and capitalized at \$100,000. The works at Fort Erie will make a specialty of the manufacture of the patented self-lighting lantern, of which Mr. Lavdon is the inventor

Methods of Retailing Paints and Varnishes

Starting Year Right in Paint Department

**Some Resolutions Which Should be Adopted by Hardwaremen
—Conducting the Paint Department Along Progressive Lines—
Getting the Best Possible Position for Stock—Some Hard and
Fast Rules.**

There is a whole lot in starting the new year right. This does not necessarily mean starting out with a grist of new year's resolutions which will be forgotten in a few days or at most a few weeks. It means, rather, that the man who starts out by conducting himself and his affairs along lines suggested by the experience of the past year—profiting by past successes, avoiding past mistakes—will find that things run more smoothly and that results are more sure.

Bringing matters closer home, the merchant who guides his business along improved lines, dating the change from the first of the year, will find that the results will amply repay him. Bringing it still closer, apply this truth to the management of the paint department. Start the new year right in the paint department.

The first step will be to see that stock is taken thoroughly. When the inventory has been completed, the dealer will know exactly what he has on hand. He will be able to base his operations for the year ahead on what he learns through the inventory—which lines have been best sellers, the colors and tones which have been most popular and so on. Careful note should be made of all these points. This information will be found handy later on in the season. All guides to buying should be carefully preserved.

A Suitable Location.

Next in order will be to make sure that the location of the department in the store is the best obtainable. It is not our intention to assert that the paint stock should be made the very first consideration and given the best position in the store. Some dealers give over the front of the store to paint and, in every case, have found that results have followed. Still, it would not be wise to urge that such should be done in every case. The hardwareman carries a wide variety of goods and paint, after all, is but one line. In some localities, there are other lines which require heavy featuring. One assertion can be made, however—and most emphatically at that: Under no circumstances should the paint department be relegated to the very rear of the store. At one time the

dingy background was the place where paint was kept in nearly every store and the result was seen in sales. Since methods have been improved in the majority of stores, the sale of paint has gone up by leaps and bounds. While it is not possible to assert with any degree of surety that the one has been due entirely to the other, it is clearly apparent that some connection can be traced between the two.

No hardware dealer is so placed that everything else carried in stock is of more importance than the paint stock.

NEW YEAR'S RESOLUTIONS.

*Take stock thoroughly.
Give paint department prominent position.
Push sales at all seasons. Do not slacken efforts at any stage.
Give proper publicity.
Acquire practical knowledge.*

No dealer is warranted, therefore, in placing the paint in the rear of the store or in the least valuable part of the establishment. It is always possible to find lines, which sell less rapidly, for the "cellar" position in the store.

This is a problem which all dealers might study at the present time. Is the paint department in the best possible position? Could any rearrangement be made which would effect an improvement?

Stock Up Early.

Another important consideration is that of stocking up early. The spring demand for prepared paint begins just as soon as the first signs are seen of milder weather; and spring has a disconcerting way of bobbing up at the most unexpected times. Many times dealers have been caught by the early advent of spring quite unprepared for the demand in many lines which spring brings.

By deciding on the season's requirements early and placing the order in good time, hardwaremen can insure themselves against all possibility of being caught napping this year. Order early is a first-class business slogan.

Keeping Up Demand.

Starting the year right involves the step of paying attention to present sales. Hardwaremen are not lacking who will assert that "present sales" in paint are nil during January, February and March. Nevertheless, it is neither impossible nor difficult to keep demand up to a fairly active level right through the months named. This subject has been threshed out so often and at such length that it is not necessary to enter into a detailed argument here. It is sufficient to state that, by pushing flat wall colors, floor paints, interior varnishes and stains, furniture polishes and lines of a similar nature, which are really more in demand during the winter months than at other seasons of the year, it is possible to keep up a steady demand right through the winter. Practical experience has demonstrated this most conclusively.

A Brisk Sales Campaign.

Starting the year right will involve also the inauguration of a brisk sales campaign. Decide now what steps are to be taken to bring paint into more prominence. It will not be possible to get the work started at this season but the necessary plans can be laid and the arrangements made.

While hard and fast rules are difficult and generally inadvisable, a number can be laid out in this connection.

Paint should be advertised liberally, even extensively, in the spring.

Make use of the selling helps supplied by manufacturers—ALL the selling helps.

Have a paint display in the store window at least once a month.

The above are rules which should be followed out closely. Other rules can be applied successfully to certain stores but those quoted can be applied, should be applied, in all stores.

It is also advisable to start the year with the decision to brush up on practical knowledge of paint and paint products. Nothing is so conducive to improved salesmanship as a thorough knowledge of the goods one has to sell. This is particularly true in the paint department where sales can be made through knowing goods and by instructing customers who lack knowledge of the varied uses of the stock.

This is perhaps about the most important of all New Year's injunctions. Start the year with the firm intention of acquiring a more complete knowledge of the paint stock.

Decorative Aid

We have a department to help you develop paint business. We show your customer the best decorative schemes. You sell the right M-L materials. Your local painter applies them. We sell stencils, etc., and give every help to make sales for you. Write us for information and booklet, addressing our "Decorative Aid Dept.," 6-12 Morse St.

**This Helps
You Make Sales**

Winter Painting

Keep up your winter paint sales by encouraging interior finishing. People will gladly brighten up and refinish their homes. Help painter and consumer with

Floglaze

Made in 29 Shades, some stain-like and some enamel-like, ready-to-apply

Floglaze runs smoothly under the brush, and gives a high elastic finish that will stand wear and tear. Use it for floors, woodwork, staining, enameling.

Are you stocked up for winter? There is a big demand

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

"Pull Out the Cotton"

Don't go through the world with your ears full of it. It's a needless expense and contrary to nature.

You might as well permit your hands to be tied, your tongue bridled, or your eyes bandaged. While on occasion either might be commendable, on the whole these organs are given you for a purpose, with a think pan to sift impressions. If you're on the jury, don't be afraid to hear the evidence—you're not forced to believe it.

Many an innocent man would be executed and many a rogue go free if only one side were heard.

On the paint question you are not fully enlightened until you have investigated and compared the relative value of the various lines.

Wait for Lowe Brothers and then "pull out the cotton" and listen to the High Standard side of the story.

It may be just what you have been wanting for years. Who knows? Not you till you have heard. Anyway investigate—and then you will know. Our traveller's unique paint demonstration will at least shine up your think-tank with some additional paint knowledge.

"Pull out the Cotton and Investigate."

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

CALM BEFORE THE STORM.

Business has been far from brisk during the past week. This is due to the fact that travelers are off the road and dealers are starting stock-taking. However, it is but the calm before the storm. The early spring demand will break all records.

No price changes of any note have been made since last writing.

MONTREAL

Montreal, Jan. 2.—As is the case in almost every other line, this has been the quietest week of the year, in paints and oils. Travelers are off the road, making preparations for the spring campaign and manufacturers are busy stock-taking, and getting ready for the big rush of the next few months. It may safely be said that during the past week, not a great deal of paint has been sold. But this is only natural for the time of year and is a state of affairs which will always exist around the holidays. As a matter of fact, this may be described as the "calm preceding the storm," for starting with next week, orders for spring trade will come in in a steady volume and deliveries will commence in earnest. Judging from the general opinion as to what 1913 has in store for the paint business, manufacturers are going to have their hands full in filling the demand. Factories are all working to capacity and there is no doubt that it will be necessary, as was the case last year, to keep the work going day and night in order to keep pace and make deliveries on time during the latter part of the spring season.

Linseed Oil.—The crushers report that the demand for linseed oil has been fairly strong, and more activity has been noticed than recently. It seems that it is more steady at the present figures than has been the case for some time past. Whether the lowest price has been reached or not, cannot be said, although some can be found who are of this opinion. It is true, however, that large users have contracted for very great quantities at present prices; in fact when prices were higher than they are to-day, a good deal of oil was taken, and who can say that in a few months, others would be only too glad to buy at the same figure? This, however, is purely conjecture as is almost any forecast for the market at the present time.

Turpentine.—The demand for turpentine remains about the same and the price is unchanged and steady at 58c.

Glass.—Conditions here are about normal. The continued mild weather has caused buying to be done quite freely. There has been talk of a further advance in prices for some time but no action has been taken in this connection so far and prices remain unchanged.

Paints.—This is the line which will start in earnest next week. For the past week not so much has been done although some orders have been received and some shipments made.

TORONTO.

Toronto, Dec. 30.—There are no new developments in the paint markets. A quiet spell is usually expected between Christmas and New Year's and travelers are in off the road. Mail orders are light and prices are unchanged.

The past year has been a banner one with paint manufacturers and dealers and a large volume of business is expected during 1913. The outlook is very bright and the sale of prepared paints during the coming year will no doubt reach a high water mark. The majority of the travelers will start out on Monday, a large number of paint orders have been booked, but the majority will be booked immediately after stock-taking.

Prices on ready mixed paints are expected to remain the same. The low price on oil will not help to reduce the price of paint as almost all other lines used in the making of paint have been very high. Labor, cans, etc., have also been at a very high figure. The high price of paint has not affected the sale in the retail stores to any extent and a large increase in business is looked for next year.

Linseed Oil. — There has been no change in the price of oil during the past week. It is felt in some quarters that the lowest price was reached some time ago and that higher prices will prevail in the spring. However, the market is quiet at present and no immediate change is expected.

Turpentine.—The price for pure turpentine is still quoted from 57 to 59c. in single barrels. The market has been quiet during the past week.

White Lead.—Quotations are unchanged but firm. The sales during the past year have been very heavy despite the very high prices.

Paints and Varnishes.—The past week has been very quiet and travelers are in until Monday. A number of dealers

have booked for spring but a large number are waiting until after stock-taking. A big year is expected during 1913, and prospects are very bright.

Glass.—Prices are firm. The demand has fallen off to a great extent, but there is still a scarcity of some sizes.

WINNIPEG.

Winnipeg, Jan. 1.—Linseed oils have again dropped 5 cents per gallon and are now quoted at 65 cents per gal. for raw and 68 for boiled. It was thought that the ten cent. reduction last announced would bring oil down to bottom figures but with the ever declining prices of flax even further reductions may occur. Glass is now steady and turpentine firm at the price quoted some time ago, 65 cents per gal.

Stock-taking and preparation for an active campaign in the spring and for a busy year are now occupying painters. There is a large amount of outside work left over from the last building season and there will be the busiest of times in paint circles as soon as the weather is warm enough to get to work.

BRIGHT PROSPECTS FOR YEAR.

New York, Dec. 31.—The Iron Age will say to-morrow: No year has ever opened for the American iron trade with any approach to the high pressure conditions existing to-day. Confidence is strong that 1913 will exceed 1912 in consumption of iron and steel, and if it so turns out it need not be said that the return will be far more satisfactory than for the year just ended.

The astonishing fact in the steel industry to-day is that manufacturers are hurrying work on more than 3,000,000 tons a year of new open-hearth capacity, whereas when 1912 opened the belief was widespread that the country's steel-making capacity was more than 6,000,000 tons in excess of any probable requirements of the year.

This new plant that is coming forward is one of the two factors within the trade that signify most as to the year's market; the other is the high level to which iron and steel costs have been built up, and its effect upon consumption. So far as political influences are concerned, the trade is still asserting, rightly or wrongly, that they will prove no more harmful this year than in 1912.

In the past week as in the previous one, the precedents of holiday quiet have been broken.

YOUR customer still gets another surprise. Even after years of stubborn resistance to wear and weather, Brandram-Henderson "ENGLISH" Paint quality leaves its mark. It gives him substantial foundation for new painting. No burning. No scraping. How is that? You may well ask.

Must It Be

Burned and Scraped?

* * *

Brandram's B. B. Genuine White Lead is the chief explanation. Its hundred year old fineness, smoothness, purity, is still the world's standard. Never has it been successfully duplicated. Blending so perfectly with Linseed Oil, it sinks right into the wood pores. Though its surface must wear, it actually becomes part of the wood itself *underneath*.

* * *

Besides, look at the proportion of this White Lead in Brandram-Henderson "ENGLISH" Paint. 70 p.c. The guaranteed formula of its base is 70 p.c. pure White Lead, 30 p.c. pure White Zinc. The reason? Simply this: We are the only paint makers in Canada who corrode and grind White Lead. The better service value which Brandram-Henderson "ENGLISH" Paint gives your customer is readily understandable when you face the facts. Yet costs are right—to him and to you.

*Better Value—Better Business.
You know it is true. Write
to-day. It will pay.*

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL

Canada Metal Company - Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, per lb.

Tallman Brass & Metal Co.-Arctic Metal.-XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.-Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto

Plates, 1/4 to 1/2 inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch, 2 70 2 80
Tubes, per 100 ft., 1 1/4 in., 9 95 10 00
" " 1 1/2 in., 8 65 8 70
" " 2 in., 11 00 11 00
" " 3 in., 12 60 12 70
" " 4 in., 15 75 15 85
" " 6 in., 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge, 0 27
Rods base 1/2 to 1 inch, round, 0 23
Tubing, seamless base, per lb., 0 26
Tubing, iron pipe size, 1 inch base, 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 p.c.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves.-Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 19 25
Cut lengths, round bars, 1/2 to 2 in., 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches, 29 00
Copper sheet, tinned, 14 x 60, 14 oz., 30 00
Copper sheet, planished, 14 x 60, base, 37 00
Brazier, insheets, 6 x 4, 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal, Toronto

Canadian foundry, No. 1, 19 50
Canadian foundry, No. 2, 19 00
Middlesboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 24 00
Carron, special, 23 50
Carron, soft, 23 00
Cleveland, No. 1, 22 00
Clarence, No. 3, 22 50
Jarrow, 25 50
Glenarnock, 26 00
Radnor, charcoal iron, 33 75
Ayreson, No. 3, 34 50
Ferro Nickel pig iron (Soo), 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh, 27 50
Angles, 6 in., base 2 50
Common bar, per 100 lbs., 2 10
Forged iron, per 100 lbs., 2 25
Refined iron, per 100 lbs., 2 35
Horseshoe iron, per 100 lb., 2 35
Mild steel, 2 20
Sleigh shoe steel, 2 15
Iron finish machinery steel (domestic), 2 15
Iron finish steel (foreign), 2 20
Reeled machinery steel, 2 60
Tire steel, 2 25
Sheet cast steel, 0 15
Toe cask steel, 3 05
Mining cast steel, 0 07 1/2
High speed, 0 65
Capital tool steel, 0 50
Camell Laird, 0 15
Black Diamond tool steel, 0 08
Corona tool steel, 0 06 1/2
Silver tool steel, 0 12 1/2
Cold Rolled Shafting, 0 06
9-16 to 1-16 inch, 0 06
1/2 to 1-7-16 inch, 0 05 1/2
1-7-16 to 3 inch, 0 65
Montreal, 5 and 5, Toronto, 30.

BLACK SHEETS.

Montreal, Toronto
10 gauge, 2 80 2 70
12 gauge, 2 70 2 75
14 gauge, 2 60 2 55
17 gauge, 2 60 2 65
20 gauge, 2 60 2 65
22 gauge, 2 65 2 75
24 gauge, 2 65 2 75
26 gauge, 2 75 2 85
28 gauge, 2 80 3 00

CANADA PLATES.

Ordinary, 52 sheets, 2 90 3 00
All bright, 52 sheets, 3 70 4 15
Galvanized-Apollo D. Crown Ordinary
18x24x2, 4 45 4 35
60, 4 70 4 70
20x28x80, 8 90 8 90
20x28x80, 9 40 9 40

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square, 6 75
24 gauge, per square, 5 50
26 gauge, per square, 4 25
28 gauge, per square, 4 00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-lis, Gordon's Best
16-24, 3 70 3 35 3 60 3 70
22-24, 3 75 3 40 3 65 3 75
26, 4 20 3 80 4 05 4 15
28, 4 45 4 15 4 25 4 35
Colborne Crown-3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets-

22, 3 65
24, 3 70
26, 3 75
28, 4 00

IRON PIPE.

Black, Galv.
1/4, 2 94 2 86
1/2, 3 57 3 47
3/4, 4 16 4 31
1, 4 54 4 69
1 1/4, 6 19 6 44
1 1/2, 7 48 7 84
2, 9 90 10 30

IRON PIPE FITTINGS.

Canadian malleable, 30 and 10; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c.; 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers-45 and 15 p.c.
Hot Water Radiators-42 and 15 p.c.
Steam Radiators-44 and 15 p.c.
Wall radiators-37 and 15 p.c.
Specials-25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

Heavy copper and wire, 0 11 0 11 1/2
Light copper bottoms, 0 09 0 09 1/2
Heavy red brass, 0 10 0 10 1/2
Heavy yellow brass, 0 08 0 08 1/2
Light brass, 0 06 0 06 1/2
Tea lead, 0 02 1/2 0 02 1/2
Heavy lead, 0 02 1/2 0 02 1/2
Scrap zinc, 0 03 0 04
No. 1 wrought iron, 2 00 10 00
Machinery cast scrap, 16 00 14 50
Stove plate, 12 50 13 00
Malleable, 9 00 9 00
Miscellaneous steel, 5 00 6 00
Old rubbers, 0 09 0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs., 5 50
Imported pig, per 100 lbs., 5 50
Bar pig, per 100 lbs., 7 00
Sheets, 2 1/2 lb. sq. ft., by roll, 8 00
Sheets, 3 to 6 lb., ft., 7 50
Cut sheets 1/2 lb. extra.
Cut sheets to size, 1/4 lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 c, 10 per cent. off.
Lead waste pipe, 9 c, 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Per lb. Montreal, Toronto

Bar, half-and-half, guaranteed 30 1/2 30 30
Wiping, 0 28 1/2 0 28 1/2

SHEET ZINC.

5-cwt. casks, 8 25 8 00
Part casks, 8 50 8 50

SPELTER.

Foreign, per 100 lb., 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits-56 & 28-lb. ingots, 100 lbs., \$55 00 \$53 00
Reddipped Charcoal Plates-Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base, 7 00
I X, 14x20 base, 8 25
I X X, 14x20 base, 9 50
Raven and Murex Grades-
I C, 14x20 base, 5 00
I X, 14x20 base, 6 00
I X X, 14x20 base, 7 00
I X X X, 14x20 base, 8 00
"Dominion Crown Best"-Double.
Coated, Tissued.
I C, 14x20 base, 7 00 7 00
I X, 14x20 base, 8 25 8 25
I X X, 14x20 base, 9 50 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base, 4 55
I X, 14x20 base, 5 65
I X X, 14x20 base, 6 65

Bright Cokes.

Bessemer Steel-
I C, 14x20 base, 4 50
20x28, double box, 9 00

Charcoal Plates-Terne.

Dean or J. G. Grade-
I C, 20x28, 112 sheets, 8 25
I X, Terne Tin, 9 75

Charcoal Tin Boiler Plates.

Cookley Grade-
XX, 14x56, 50 sheet bxs., 7 50
XX, 14x60, 50 sheet bxs., 7 50
XX, 14x65, 50 sheet bxs., 7 50

Tinned Sheets.

72x30 up to 24 gauge, case, 8 00 8 00
lots
72x30 up to 26 gauge, case, 8 50 8 50
lots

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.30 in cars. Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, No. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal-100 lbs. -Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

2-in. mesh, 19 w.g., 60 p.c. off.

Other sizes 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra wire per 100 lb.-Oiled wire 10c.

Spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and paperings 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb, 2 55
Galvanized, plain twist, 2 90
Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c. F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized, 2 85
Plain, 2 65

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 90

In barrels, 5-gal. tins 0 80 0 90

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 97
Litharge, ground, 0 07
" flaked, 0 07 1/2
Green copperas (green vitrol) 0 01
Sugar of Lead, 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure, 0 12
Chrome yellow, pure, 0 18
Golden ochre, pure, 0 13
French ochre, pure, 0 12
Chrome green, pure, 0 15
French permanent green, pure, 0 15
Signwriters' black, pure, 0 19
Marine black, 25 lb. irons, 0 06 1/2

Enamels.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.), 1 80
Cee Pee Co. enamel, 4 50
Sterling Enamels, 5 90
Anchor Floorlustr, 1 80

Glue.

Per lb.
French medal, 0 10
German common sheet, 0 10
German prima, 0 15
White pigfoot, 0 15
Brantford medal, 0 20
" golden medal, 0 11
" brown sheet, 0 10
" Golden sheet, 0 13
" Gelatine, 0 22
" white gelatine, 0 20
" white glue, 0 13
" 100 flake, 0 10
Perfection amber ground, No. 1230, 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. pack-ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL, 0 13
XL, 0 11 1/2
CL, 0 12
C, 0 11

Paris Green.

Drums, 50 and 100 lbs., 0 18 1/2 0 18 1/2
Packets, 1-lb., 100 in case, 0 20 1/2 0 20 1/2
" 1/2-lb., " " 0 22 1/2 0 22 1/2
Tins, 1-lb., 100 in case, 0 21 1/2 0 21 1/2

Paris White.

In bbls., 0 90

Pigments.

Orange Mineral, casks, 0 08 1/2
" 100-lb. kegs, 0 08 1/2

Prepared Paints.

Per gallon in qt. tins
Sherwin-Williams paints, base, 2 00
Canada Paint Co.'s pure, 1 75
Globe house paint (Windsor), 1 60
"New Era" house paint (Wind-sor), 1 85

Benj. Moore Co.'s "Egyptian".

Brand, 1 50
Moore's pure linseed oil H.C., 1 65
Brandram-Henderson's "English", 2 00
Ramsay's paints, pure, 1 70
Ramsay's paints, Thistle, 1 40
Martin-Senour, 100 p.c. pure, 2 00
Senour's floor paints, 1 60
Sterling Pure, 1 60

Maple Leaf Paint (Imp. V. & C. Co.)

Jameson's Crown and Anchor brand, 1 60
High Standard, 2 00

Plaster of Paris.

Per barrel, 2 10
Pine Tar.
Half-pint tins, per dozen, 0 30

Putty.

Standard
Bulk, in casks, 2 45
100-lb. drums, 2 70
Bladders, in bbls., 2 90

Red Dry.

Genuine, 560 lb. casks, per cwt 6 25 6 25
Genuine, 100 lb. kegs, per cwt 6 50 6 50
No. 1 casks, per 100 lbs., 5 75 5 75
No. 1 kegs, per 100 lbs., 6 00 6 00

Shingle Stains.

In 5-gallon buckets, 0 75

Turpentine and Oil.

Montreal, Toronto

Can. Prime white petroleum, gal., 0 14 0 13 1/2
U.S. Water white, " 0 15 1/2 0 14 1/2
U.S. Pratt's astral, " 0 19 0 16 1/2
Castor oil, per lb., in bbls., 0 08 0 09
Motor gasoline, single bbls., 0 22 1/2
Benzene, per gal. single bbls., 0 21 1/2
Pure turpentine, single bbls 0 58 0 58
Wood turpentine, 0 60
Turpentine, second run, 0 60
Linseed Oil, Raw, 0 56 0 56
" boiled, 0 59 0 59

Rosin, "G" grade, bbl. lots,

100 lbs., 3 25

Varnishes.

Per gal. cans.
Carriage, No. 1, 1 50
Pale durable body, 3 50
" hard rubbing, 3 00
Finest elastic gearing, 3 00
Elastic Oak, 1 50
Furniture, polishing, 2 00
Furniture, extra, 1 20
" No. 1, 0 90
" Union, 0 90

Light oil finish.

Gold size Japan, 2 00
Turps, brown Japan, 1 60
No. 1 brown Japan, 1 10
Backing black Japan, 1 35
No. 1 black Japan, 0 95
Benzene black Japan, 0 75



A POWERFUL MAGNET

Are you catering to the women folk's trade?
You must realize it is well worth while.



for renovating old, dingy woodwork, furniture, etc., has a hundred uses in every home and sells on sight.

Let "LACQUERET" act as the magnet to draw the profitable family trade your way.

It is made in a variety of shades, also clear.

Write for details of the full line of International Specialties. They are real trade winners for every aggressive dealer.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works. New York, Chicago, London, Berlin, Brussels, Melbourne.

Largest in the world and first to establish definite standards of quality.

(Q-7)

Do you think that this means anything to your varnish trade?

The Varnish That Lasts Longest

DOUGALL VARNISH

is made to wear and made to last. It is quick drying but very elastic, and will not crack or peel. A gallon of Dougall Varnish goes as far as a gallon and a half of any other brand. These are Facts, not fiction. It pays to sell Dougall Varnish. It always gives satisfaction.

The Dougall Varnish Company, Ltd.

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.



HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 00
Lighting dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
R.H. Ltd. "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 65
Everlastic floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Star	Double
Inches.	Diamond	Diamond
Under 25	\$4 25	\$5 25
25 to 40	4 55	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 65	9 50
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 100	7 50	15 00
Toronto, 15 p.c.		20 50

Size United	Star	Double
Inches.	Diamond	Diamond
Under 25	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
Toronto, 15 p.c.		11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25
Brandram's B.B. Genuine	9 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators'	
pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 50
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 05
Sterling Pure	8 40
Tiger Pure	8 25

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb. kegs 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911

White Zinc (Dry)	
Extra Red Seal, V.M.	0 07 1/2
White Zinc in Oil	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 06 1/2

Whiting

Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE

Carpenters', per doz.	12 50	14 00
Plain ship	18 00	22 00
Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	1 00
Barrell hatchets	5 50	6 85

Ammunition

Buckworth, per lb.	0 10 1/4
--------------------	----------

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, 1/20 per 100 lbs.; bags less than 25 lbs., 1/40 per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.

Irwin's auger bits 30 and 10

Gilmour's auger 47 1/2

Rockford auger	50	and 10
Gilmour's car	47 1/2	
Clark's expansive	40	
Jennings' Gen auger, net list		
Tobin High Speed Bits, 50 and 5.		
Tobin Never Choke, 60 and 5.		
Barn Door Hangers, doz. pairs.		
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen		6 50
sets		
Standard jointed hangers,		6 45
dozen sets		
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25
Chicago Friction, Oscillating and Big		
Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	

Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	

Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 3/4 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 65	
Carriage Bolts, Norway Iron (\$1 list)	55 & 15
Machine Bolts, 3/4 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, 3/4 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and up	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slates' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 54	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.

Plated, bowe barrf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	

Crescent brands, 70 p.c.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.		3 40
Fire brick, Scotch, per 1,000 23 00		28 00
"English	17 00	21 00
"American, low	23 00	25 00
"high	27 50	35 00
Fire clay (Scotch), net ton.		5 50
Chalk and Pencils		
Carpenters Colored, per gross 0 65		0 80
lead pencils, p. gr. 2 40		6 75
Chisels.		
Cold chisels, 5 x 6 in., doz.	2 20	
Berel edge, 1 inch, doz.	2 50	
Chain.		
Proof coil, per 100 lb., 3/4 in., \$6.00;		
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in.,		
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/4 in.,		

\$3.65; 3/4 in., \$3.60; 1/2 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

Churns.

No. 0, 49; No. 1, 59; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 33
5 " "	7 60
6 " "	9 25

Cotter Pins.

Cotter pins, 90 p.c. Montreal.	
--------------------------------	--

Copper and Nickel Ware.

Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	

Door Knobs.

Porcelain, mineral and jet knobs, net list.	
---	--

Door Sets.

Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

Door Hangers (Parlor).

Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67
----------------------------------	------

Escutcheon Pins.

Steel, discount 50 per cent.	
Brass, 50 per cent.	

Eavestroughs.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 58
15 " "	5 63

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	

Hand delivery and creamery cans, 35 p.c.

Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	

Farrier Knives.

Buckworth, 50 p.c. Rasps.	
Files and Rasps.	

Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66 1/2
Delta Files	66 1/2
Nicholson	66 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable 135 lbs.	9 85
-------------------------------	------

Galvanized Ware.

Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

Halters (Snap and Ring).

Jute Rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

3/4-in., \$9.00; 7-16-in., \$10.20; 1 1/4-in., \$11.40; 9-16-in., \$13.90; 1 1/2-in., \$15.00.	
--	--

Hides.

Trimmed hides, green	0 12 1/2	0 13 1/2
Trimmed, green and partly cured	0 13	0 14

Usual 2 lbs. tare.

Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Tinnes.

Rind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25

Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 5-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

EVERY DEALER
SHOULD SELL

Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The Highest Quality Prevails in

HEINISCH RING HANDLE Tinner Snips

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



ROBERTSON SOCKET HEAD WOOD SCREWS

Are Certain to Appeal to Woodworkers

By having a square hole, in the centre of which a specially designed screw driver fits simply, it does away with all possibility of slipping, which often proves disastrous to the screw and wastes a considerable amount of the user's time.

We also manufacture high grade Hand Driver, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street

F. J. SCHUCH, Agent

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axe handles, dozen, from	6 50
Cross cut saws, per foot	0 80
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets	4 25
Tinmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 in. per lb.	
Drilling hammers, 5 cents per lb.	
Crowbars, 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Single" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Stanley plane, \$2.80 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 11 00
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 1/4 in. diam.	
and over, 17; under 1/4 in., 18.	
Jute, 7-16 and upwards, 10 1/2 c.	
Lath yarn, single	0 10 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 25
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2 c per lb.	
Coppered Rivets, 2 1/2 c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 50, nickel-plated, per set	0 95
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.			
Sand and emery paper, 40 per cent.			
Sash Weights.			
Sectional, 1 lb. each, per 100 lbs.	2 25		
Sectional, 1/2 lb. each, per 100 lbs	2 50		
Solid, 3 to 30 lbs.	1 65		
Sash Cord.			
No. 8, per lb.	0 33		
Atkins Hand and Crosscut, 25 p.c.			
Diston's Hand, 15 per cent.			
Simonds Hand, 15 per cent.			
Shurley & Dietrich, 40 and 35 p.c.			
Spears & Jackson, 40 per cent.			
Saw Sets.			
Canadian discount, 40 per cent.			
Screen Doors and Windows.			
Common doors, 2 or 3 panel, walnut stained, 4-in. style	Doz. 7 80		
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10		
Beaver window screens, 14x18, open 2 1/2 inches	1 00		
Perfection window screens, 14x15, open 2 1/2 inches	1 80		
Model window screens, 14x22, open 3 1/2 inches	2 25		
Scales.			
Gurney Standard, 35; Champion, 50 per cent.			
Burrow, Stewart & Milne — Imperial Standard, 35; Champion, Scales, 50 p.c.			
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.			
Scythe Snaths.			
Canadian, 40 per cent.			
Screws.			
Wood F.H., bright and steel.....	85 10 7 1/2		
“ R.H., bright	80 10 7 1/2		
“ F.H., brass	75 10 7 1/2		
“ R.H., brass	70 10 7 1/2		
“ F.H., bronze	70 10 12 1/2		
“ R.H., bronze	65 10 12 1/2		
Drive screws	85 10 12 1/2		
Set, case hardened	60		
Square cap	50 and 55		
Hexagon cap	45		
Bench, wood, per doz.	\$5 00		
“ iron, per doz.	4 25		
Screws (Machine).			
Flat head, iron and brass, 35 per cent.			
Fillister head, iron, 30; brass, 25 p.c.			
Screw Drivers.			
Sargent's, per dozen	0 65 1 00		
North Bros., No. 30, per doz.	16 80		
Scissors and Shears.			
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.			
Seymour's, 50 and 10 per cent.			
Acme Shear Co., nickel-plated and Japanned, 40 per cent.			
Shelf Brackets.			
No. 140, 65 and 10 per cent.			
Skates and Hockey Sticks.			
Starr skates, 37 1/2 per cent.			
Boker, hockey, 30c upwards; spring.			
Empire hockey sticks, \$3.00, \$3.50.			
Micmac and Rex sticks, \$4.25, \$6.25.			
Pucks, net, \$1.50.			
Shovels and Spades.			
1st	2nd	4th	
grade	grade	grade	
Shovels	60	55 and 2 1/2	45
Draining tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only.			
Full Polished Goods, 50c per Doz. net extra.			
Half Polished Goods, 25c per Doz. net extra.			
Squares.			
Diston's, 60 and 10 per cent.			
Stanley Try Squares, size 7 1/2, doz. net			\$2 85
Snaps.			
Harness, 25 per cent.			
Soldering Irons.			
Base, per lb., 28 cents.			
Stamped Ware.			
Plain, 7 1/2 and 15.			
Retinned, 7 1/2 and 5.			
Tinners' trimmings, 7 1/2 and 5.			
Sap Spouts.			
Bronzed iron with hooks, per 1,000	7 50		
Eureka tinned steel, hooks, per 1,000	8 00		
Staples.			
Poultry netting, 100 lbs.	6 70		
Bed, 100 lbs., No. 14	6 75		
Blind, per lb.	0 12		
Coopers' staples, 45 per cent.			
Bright spear point, 75 per cent.			
Stable Fittings.			
Dennis Wire & Iron Co., 33 1-3 p.c.			
Stove Boards.			
Lithographed, 60 and 10.			
Stovepipes.			
5 and 6 inch, per 100 lengths....	7 62		
7 inch, per 100 lengths	8 18		
Nestable, 40 per cent.			
Stovepipe Elbows.			
5 and 6-inch common, per doz....	1 22		
7-inch, per doz.	1 35		
Polished, 15c per dozen extra.			
Thimbles, Empire, 70 per cent.			
Stocks and Dies.			
No. 20 Beaver Die Stock.	18 75		
Stones—Oil and Scythe.			
Washite	per lb. 0 25 0 37		
Hindustan	“ 0 06 0 10		
“ slip	“ 0 18 0 20		
“ Axe	“ 0 16		
Deer Creek	“ 0 10		
Derlick	“ 0 15		
“ Axe	“ 0 42		
Lily white	“ 0 15		
Arkansas	“ 1 50		
Water-of-Ayr	“ 0 10		

Scythe	
per gross	3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozen only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 and 10; Swedes gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metalite, No. 1821, 66 ft. each	1 95
Steel, No. 1840, 50 ft.	
Trowels.	
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 5 p. e.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Howley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out, O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw	4 50 5 00
Blacksmiths', 30 parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, Improved	82 00
Ottawa	85 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Orjan, 12 inch	100 00
Challenge, 8 year, 11 inch	53 25
Favorite, 5 year, 11 inch	58 25
20 per cent.	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffetrees.	
Tubular steel whiffetrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 30 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffetrees, 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Vrenches.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 45 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 3/4, 50 1/2 c; 7-16 and up, 40 1/2 c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$2.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 40 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c. Crowbars—4 1/2 c per lb.

Corrugated Iron—28 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2 c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 16 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent. Grindstones—Per 100 lb., \$1.65. Horseshoes—"M.R.M." and "Bell" Horse, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c. Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/4 inch, \$5.75; 1 1/2 in., \$7.80; 1 3/4 in., \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$53.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.25; 1 1/4 inch, \$10.25; 1 1/2 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$8.00; 5-16 in., \$6.50; 3/4 in., \$5.75.

Lanterns—Coal blast, per dozen, \$7; kerosene, 49 c, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burra—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

Rope—Sisal, 12 1/2 per Fam. Manila, 16 1/2c; Bush Manila, 12 1/2c; lath yarn, 1c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2 1/4 per cent.; No. 3, No. 4, 60 and 2 1/4 per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 46 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$3.00 per cwt. Bright wire, round head, 80 and 100 p.c.; flat head, 85 and 100 p.c.; round head, brass, 70 and 100 per cent.; flat head, brass, 75 and 100 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal, 65c; boiled, per gal, 68c.

Turpentine—Per gal, barrel, 65c.

Dry Colors—White lead in ton lots, decorator's pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, \$3 1/2c; \$3 1/2c; iron oxide, in casks, 3 1/2c; in quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

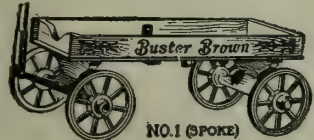
Paris Green—2 1/2 cents per 112-lb.

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO.3 (SPOKE)

Are you handling the Buster Brown Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, O. t.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING—A Waterproof Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Be Our Paint Agent And Reap a Fair Profit

When you sell **STEPHENS PAINTS** you give your customers full Imperial measure for their money, and you benefit by their enthusiasm over the results.

Many dealers in the West have taken up our proposition and are highly pleased with the results. Why not investigate it?



Copyright



A long-retained reputation for durability and lasting qualities, and our written guarantee back every can of paint that we ship.

Remember, good profits and complete satisfaction await you. Write us at once.

COLOR CARDS AND PRICES
ON REQUEST

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.



TENDERS FOR DREDGING

SEALED TENDERS, addressed to the undersigned, and endorsed, "Tender for Dredging, False Creek, Vancouver," will be received until 4.00 P.M., on Friday, January 31, 1913, for dredging required at False Creek, Vancouver, B.C.

Tenders will not be considered unless made on the forms supplied, and signed with the actual signatures of tenderers.

Combined specification and form of tender can be obtained on application to the Secretary, Department of Public Works, Ottawa, and to C. C. Worsfold, Esq., District Engineer, New Westminster, B.C. Tenders must include the towing of the plant to and from the work. Dredges and tugs not owned and registered in Canada shall not be employed in the performance of the work contracted for. Contractors must be ready to begin work within thirty days after the date they have been notified of the acceptance of their tender.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for five per cent. (5 p.c.) of the contract price, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,
Ottawa, December 27, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—33298.



SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Locks and Dam, Quebec Harbor, P.Q." will be received at this office until 4 P.M., on Monday, February 10, 1913, for the construction of two Locks and Dam in Quebec Harbor, Que.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. L. Michaud, Esq., District Engineer, Merchants Bank Building, St. James St., Montreal; A. R. Decary, Esq., District Engineer, Post Office, Quebec; C. E. W. Dodwell, Esq., District Engineer, Halifax, N.S.; F. G. Goodspeed, Esq., District Engineer, St. John, N.B., and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for five per cent. (5 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,
Ottawa, December 26, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—33398.

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — BY A WELL ESTABLISHED manufacturing firm, a traveller thoroughly acquainted with the Western Canada hardware trade, and who would be willing to invest one or two thousand dollars in stock. Give all particulars, re references, etc., in first application. Apply to Box 721, Hardware and Metal, Toronto. (1)

WANTED—AT ONCE—TINSMITH AS FOREMAN. Must be first-class workman and able to figure on furnace work satisfactorily. Must be temperate. Give references, experience and wages expected, to Geo. L. Foerster, Neepawa, Man. (6)

WANTED — LIVE, ENERGETIC HARDWAREMAN to take over interest in growing hardware firm in Alberta. Good prospects for future. Man with small capital would be considered, providing recommendation and experience satisfactory. Box 718, Hardware & Metal, Toronto. (3)

PARTNER WANTED

ENGLISHMAN WITH SOUND SELLING agencies for all Canada desires to meet with partner who would travel Eastern Canada while advertiser travels West. Box 722, Hardware and Metal, Toronto. (1)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

BUSINESS CHANCES

GOOD HARDWARE AND TINSMITH BUSINESS for sale, one of the best in western Ontario. Must sell quick, and good reasons. Geo. Rudolph & Son, Elmwood, Ont. (2)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

OLD ESTABLISHED HARDWARE BUSINESS in Victoria, British Columbia, situated on one of the best business corners. Can be bought at a reasonable figure. Absentee heirs of founder desire to sell at once. Further particulars may be had by applying to Messrs. Day & Boggs, Victoria, British Columbia. (2)

AGENCIES WANTED

MANUFACTURER'S AGENTS WITH ESTABLISHED connection through the West, with Winnipeg offices, are looking for a few first class agencies. One of the partners will be in Toronto beginning of January. Write Box 723, Hardware and Metal, Toronto. (1)

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

Jamieson's



Pure Prepared Paints

will increase your paint business. The "how and why" is in every can bearing the label shown.

Postage is all you need spend to bring prices and agency particulars.

R. C. Jamieson & Co., Limited
Montreal

Established 54 years ago.

Owing and operating P. D. Dods & Co., Limited



14



PUMPS

All Kinds

Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT.

LIMITED

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.



Tie Up To Ramsay's Profit Making Paints

because this means a satisfied customer with every sale and a steadily increasing paint trade because of this satisfaction. We know this from an experience of over seventy years, but we want you to be an agent and prove it to your own satisfaction and profit.

There isn't an article a painter needs that we cannot supply. It pays to be identified with such a complete line

Write us about an agency

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

117



YOUR CUSTOMERS WILL APPRECIATE THE HIGH QUALITY OF

STERLING Prepared PAINTS

AND YOU WILL BE PLEASED WITH THE PROFIT

Stock an order of Sterling Prepared Paints at once and you lay a sound foundation for a more profitable paint year.

You don't have to take our word for the quality of these paints—let us connect you with some users and dealers. Ask them about it.

Sterling Prepared Paints have been giving splendid service for years.

Our money back guarantee protects the dealer and user.

Write for color cards and prices.

**Canadian Oil Companies, Limited
TORONTO**

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



During the winter months the busy housewife likes to brighten up the furniture and woodwork of her home.

Of course she wants a finish that is durable and easy to apply, as well as clean and bright. The most satisfactory finish for this purpose is



SUN VARNISH STAIN

Meet the demand with this finish and you will get the trade. It is just the thing for touching up old furniture, woodwork and floors, and it has the advantage of staining and varnishing at one operation.

Sun Varnish Stains are made from select pigments and durable varnish, and are very superior to the cheap stains on the market. There are seven attractive shades representative of popular hardwoods (also clear).

Put up in $\frac{1}{4}$ -pints, $\frac{1}{2}$ -pints, quarts, half gallons and gallons with attractive labels. Though Sun Varnish Stains sell at a moderate price, it allows a fair profit for the dealer.



OXIDIZED ART ENAMEL

The need for a reliable enamel for ornamental purposes led us to put this durable line on the market. This enamel does not chip or crack. It dries hard with a rich gloss and keeps its lustre. It is put up in all the most attractive shades, in small tins, pints, quarts, $\frac{1}{2}$ -gallons and gallons, and sells at a moderate price.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



There is Only One Place for Paint Oils

Paint oils should be either in your customer's can or in your storage container. Where is yours?

If you are using the original barrels for storage purposes, faucet tin containers or molasses gate equipped tanks, the greater share of your profits is on the floor or in gummed-up funnels, containers, etc. At any rate, this lost profit is not in your cash drawer where it belongs.

Do away with these real money losses by installing a

A Bowser Standard Safe Oil Storage System

Here your paint oils are as safe as your cash in bank. Every drop you buy is recorded as it is sold—No guesswork about this.

As Good as an Insurance Policy

A Bowser System cannot explode—Over a million satisfied users and not a fire or explosion traceable, directly or indirectly, to their use? Why? Because they are built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on safety.

Packed and Crated Ready for Your Immediate Use

All styles and sizes, single units to the largest battery formations made in standard equipment to meet your actual needs and to fit your purse. Installation is an easy matter—Any workman can put them in by following our clear, simple directions.

A Bank for Your Liquid Money

Isn't this a solution of this perplexing paint oil storage problem? A Bowser equipment is a tireless iron clerk, whose wages are paid only once in a lifetime. He works twenty-four hours out of the twenty-four for a generation or more.

Its work of recording all the oil you sell with what you buy determines your profit to the penny. It is as accurate as your bank statement and is obtainable at any moment in the day.

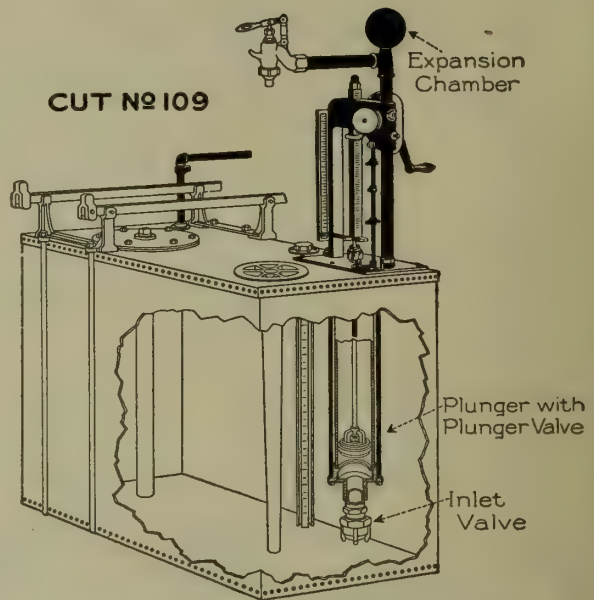
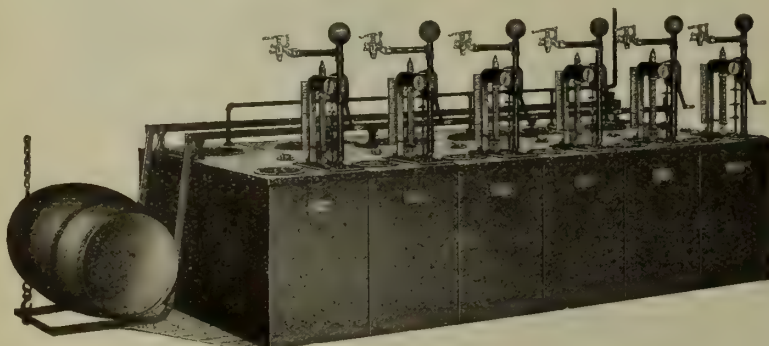


Illustration shows interior view of a Bowser paint oil unit. Note fill, return and gauge stick tubes are 1½ in. below suction. This hermetically seals these tubes in oil.



An installation of Bowser paint oil units Cuts 109 in battery formation. This permits the storing and distributing of a variety of oils, saving much handling and a large percentage of floor space.

Write for illustrated booklet, telling more about this interesting subject. It is mailed free upon request.

S. F. Bowser & Co.
INCORPORATED

70-71 Fraser Avenue

Toronto, Ontario, Canada

32 Victoria St., S.W.
LONDON

5 Rue Denis Poisson
PARIS

Johannesburg

Mexico City
Porto Rico

Buenos Ayres

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885.

Floor

One Paint Dealer Said:

"My floor paint sales are the foundation of my big paint business. Maybe it's because I like to sell floor paint — anyway, I've built up a wonderful trade on the good qualities of

SENOUR'S FLOOR PAINT

"I sell to Mrs. Smith; she is so delighted with results that she tells Mrs. Brown and Mrs. Green — and then I know Mrs. Brown and Mrs. Green are customers of mine and Mr. Brown and Mr. Green follow when they need paint, and so it goes—an endless chain of customers. No wonder I like to sell floor paint, and especially **Senour's Floor Paint** — it makes the rest of the work easy for the clerks and myself—because the customers come in convinced. If you want a lot of that kind of customers write today for the Martin-Senour Agency."

The Martin-Senour Co.
Limited
PIONEERS OF PURE PAINT
CHICAGO-MONTREAL LINCOLN-WINNIPEG

Paint



The Gun That Brings the Boys



A real gun—that's what the boys want.

Just show them this Hamilton No. 27, mention the low price, and the buying commences.

No other gun will take the place of the Hamilton on your shelves. It shoots as straight and true as the best of them, yet no hunting rifle made can be offered to your customers at such a low price.

HAMILTON 22 CALIBER RIFLES



New methods in rifle building, exclusive patents, and shop efficiency make possible the low price.

You need Hamilton Models 27 and O27 right away to make your line complete.

Order a supply from your jobber to-day. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of the Hamilton Rifle
Plymouth, Michigan

**Robert
Sheffield**



**Sorby's
Tools**

Made for Canadians



REPRESENTATIVE
Geo. H. Saywell,
Winnipeg

The Chatham Handy Bag Truck

**FINDS READY
BUYERS
ALL STEEL
VERY STRONG
LIGHT TO
HANDLE**

This truck is equally handy around store or farm. It is made to give the best of service. The convenience will make the price look small. Every farmer can afford it.

No. 1 to carry 300 lbs., \$36.00 per doz. list.

Write for Discounts.



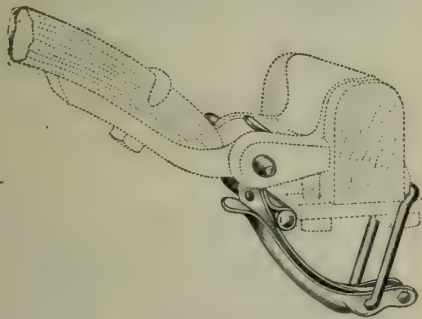
The Chatham Malleable & Steel Mfg., Co.
Chatham, Ont.

The Fernald Quick-Shift and Anti-Rattler

is always on the job, once it is used.

No driver can fail to appreciate its worth as a quick-acting, durable shaft coupler that clamps on shafts like a flash and releases them by the touch of a lever, or its importance as a silencer of shaft rattling, the most annoying rattle of all.

The successful dealer must be on the job, always filling the wants of his customers. There's a big demand for the Fernald Quick-Shift—a demand fostered by service, value and national advertising, that has reached over three million users of carriages.



The new individual boxes each containing a pair of Quick-Shifts and Anti-Rattlers are mighty convenient for you and your customers. Packed in dozen lots. They show up attractively on your shelves. The profits are snug.

Fernald Manufacturing Co.,
Inc.
North East, Pa.



There's a better way of buying varnish than any you have known before.

IF you are not enjoying the extra profit that comes through our new selling-plan, you don't know the best way of buying varnish.

There are just three things that interest you in the varnish business:

- (a) The profit you make.
- (b) The volume of business you get.
- (c) The satisfaction you give your trade.

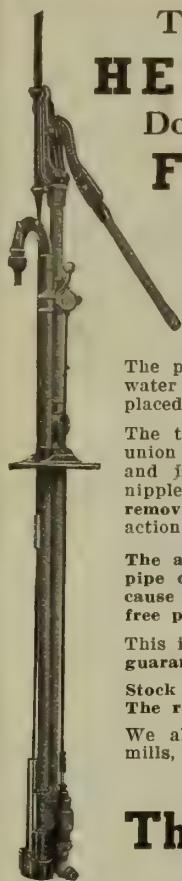
Our new selling-plan puts you in the way of realizing on all three of these to the largest possible extent.

Thousands of dealers are already doing so.

Eventually some one dealer in **every** business centre will be buying and selling Berry Brothers' Varnishes on this new basis.

Write us to-day about our new selling-plan. It is worth your most careful investigation if you really want to make all you can out of your varnish business.

BERRY BROTHERS
The World's Largest Varnish Makers
WALKERVILLE, ONTARIO



There's A Big Field For **HELLER - ALLER** Double Acting, Three Way **FORCE PUMP**

In Many Farm or Suburban
Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

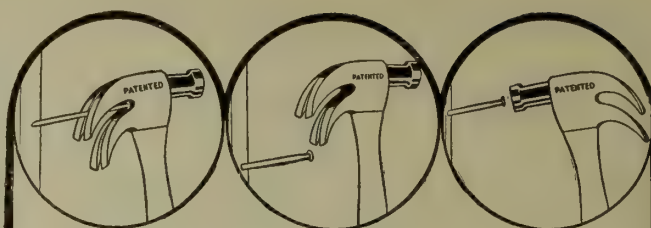
The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain.
Worth ten times more than
the Common Hammer, costs
three times more to make.
Spend a little more for the tool
and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the
nail out
straight
without
a block



A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD ONT.



MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

What One Dealer



HAS TO SAY
ABOUT OUR

Wire Cloth Display Rack

Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:—

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

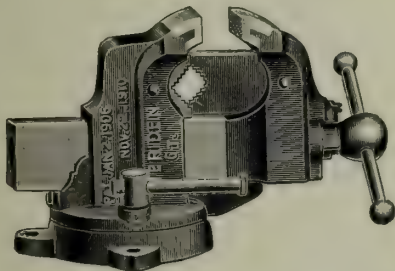
Write for descriptive circulars

R. M. Bowser & Son
RENFREW, PA.
Dep. A

The Convenience and Service-Giving
Qualities of

PARKER'S Combination Pipe Vise

Have Enabled It To Gain Favor
In Many Shops



Fitted with Solid Steel Bar, and has Removable Jaw Faces, which are made of the Best Tool Steel.

All parts are interchangeable.

Write at once for descriptive circulars and prices.

The Charles Parker Co.
MERIDEN, CONN., U. S. A.

DOMSTEEL WIRE PRODUCTS

"From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length**

WIRE NAILS

**All Standard
and Special Gauges**



We own and operate our own coal and ore mines. We make our own pig iron and steel; therefore we can produce the necessary grades of steel for any purpose.

OUR SHIPPING FACILITIES are the very best.

Stocks carried at both Montreal and Sydney.

DOMINION IRON & STEEL CO., Ltd.
HEAD OFFICE AND WORKS—SYDNEY, N.S.

SALES OFFICES:

Sydney, N.S., and 112 St. James Street, Montreal

Kyanize

A cut-out of
this painter, 43
inches high,
lithographed
in ten colors,
for every
Kyanize Agent.



BOSTON VARNISH CO.

EVERETT STATION

BOSTON, MASS.

AGENTS

Make More Money

Because of Our

One Dealer in a Town Plan

50,000,000 People Will Read
our Kyanize Ads in the 1913
magazines. This, together with
our

Direct By Mail Work

attractive window displays, hand-
some new store advertising and
local newspaper cuts will make
Kyanize

Go Some

We Want One Live Dealer in
each town to co-operate with us on

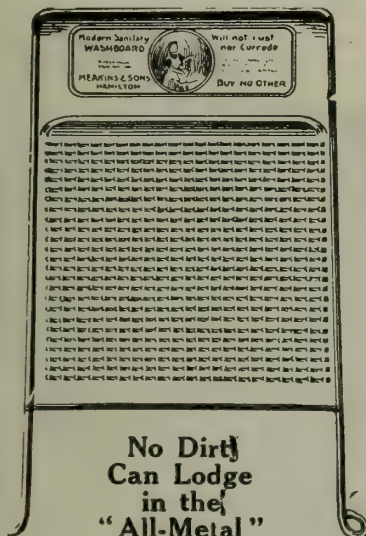
Our Exclusive Agency Plan

If there is no Kyanize Agency
in your town, write us for full
particulars before buying your
spring order.



The World Has Completed Its 1912 Journey And Has Started Its Round For 1913

As the years go on, so the business in the mercantile world continues. Each year adding or subtracting a little prosperity of the many thousands engaged in the whirl of business. During this closing year the majority of us fared well, and it is our wish that one and all will reap success in its fullest during the coming year.



Sell the Meakins' Sanitary Washboards during the next 12 months; you will please yourself and customers. Made entirely of metal, no wood to warp, no place to catch and hold dirt, and no zinc edges to scratch the hands. Let it be Meakins'.

Meakins & Sons
Hamilton, Ontario

The STELLA

Is The Best All Around
Metal Fount Oil Lamp
On The Market. . .

PRICE CONSIDERED

ANTIQUE
or
NICKLED
PLATED
FINISH



EQUIPPED
with
(D) REGAL
BURNER
and
EXTRA
LARGE
OIL CAP

DOUBLE SEAMED FOUNT

Make This Lamp
Your Leader
For
1913

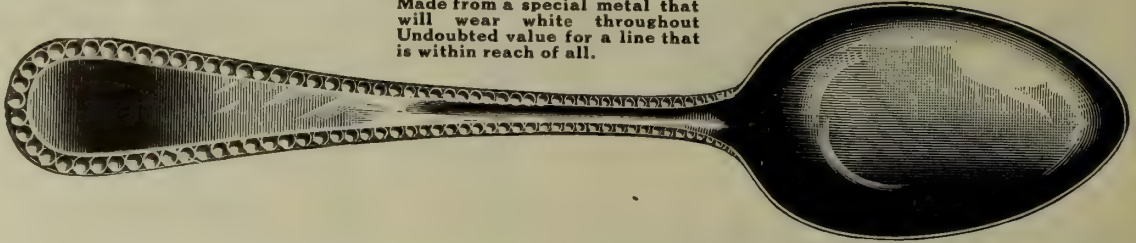
It's A Whale For Pulling Trade

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

NICKEL SILVER BEADED PATTERN



Made from a special metal that will wear white throughout Undoubted value for a line that is within reach of all.



McGLASHAN CLARKE CO., Ltd.,

Niagara Falls, Canada

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

“Kenrick” Cast Iron Holloware “Anglo” Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE.,

WINNIPEG, MAN.

Ensure Absolute Satisfaction
By Selling

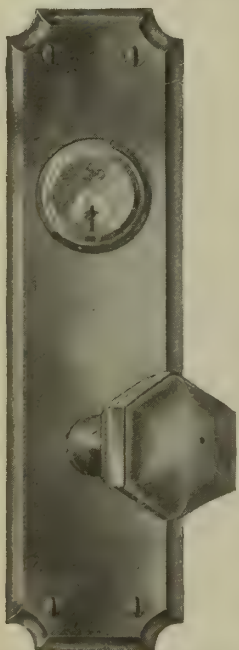
**Peterboro
Hardware**

An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.



THE CORONA ROASTER



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.

A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean. ABSOLUTELY GUARANTEED and backed by our long retained reputation of HIGH QUALITY.

Write us for catalogue and full particulars.

Jas. D. Fletcher, Canadian Representative
162 Bleeker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

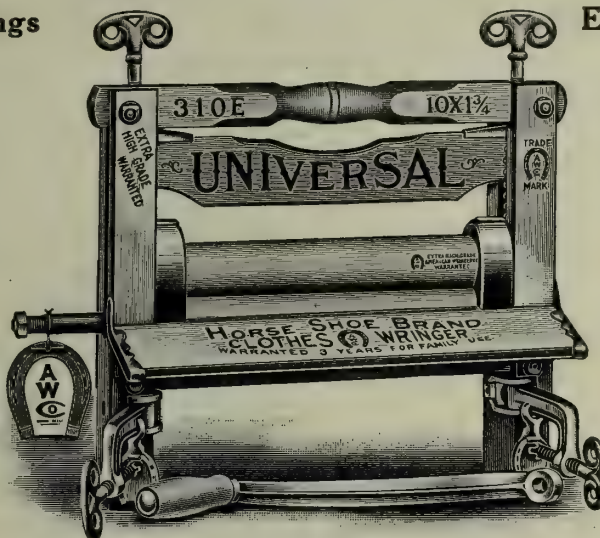
Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.



Packed 3 and 6 in
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



STABLE BROOMS

We are the original manufacturers of steel fastened stable Brooms.

Made in all sizes from 12 to 16 inches. Guaranteed to give satisfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

DUNHAM WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.

ROBERT E. BROWN, Western Sales Agent

102 and 103 Donahue Block, Regina, Saskatchewan

Dealers in Eastern Canada should address

The Dunham Company, Berea, Ohio, U.S.A.

To the Dealer:

It will pay you to get in touch with us, when you require **Anything in the Hardware Line.** We only carry goods which we know will bring the dealer and ourselves re-orders. We guarantee absolute satisfaction.

Our service is quick. Our prices are reasonable.

To the Manufacturer:

We are manufacturers' agents. If you have dependable goods which we are not handling, we would be pleased to hear from you.

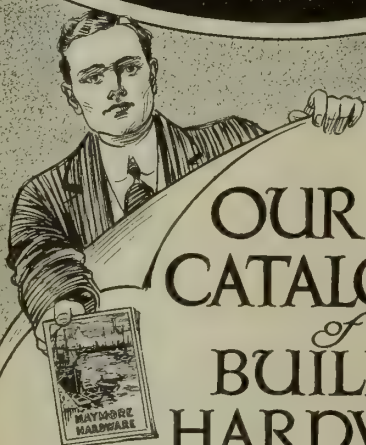
We will sell your goods quickly.

We have a reputation for square dealing and will maintain it at all costs.

Reynolds & Jackson - Calgary, Canada

The Goods That Have Made Good
Because They are Well Made

MAYMORE



**OUR NEW
CATALOGUE
of
BUILDERS'
HARDWARE**

IS JUST BEING ISSUED
APPLY NOW FOR A COPY

to

THOMAS W. KIRBY
48 YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS

HANDLES FOR AXES. PICKS.
HAMMERS. MINERS ETC



Exhibit at the Ontario Retail Hardware Association Convention

Large Stock on hand for immediate delivery
Order at once and avoid the rush

Factory and Head Office, - - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

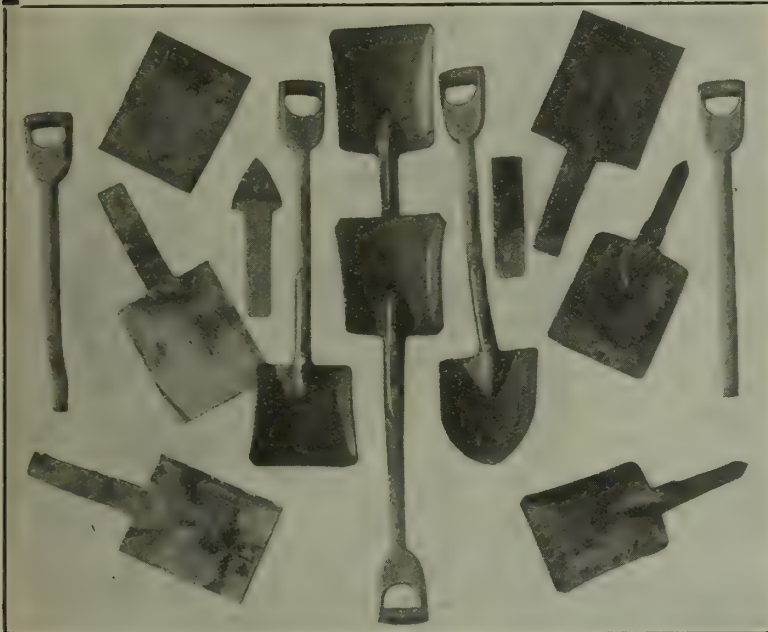
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with **TRADE MARK** like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



LONDON BAR : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.



Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

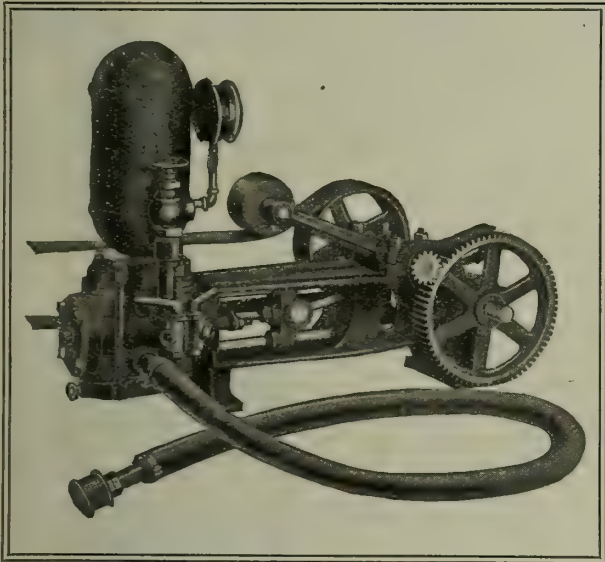
JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Deming Sprayers

For Operation by
Any Gasoline Engine



Write for 1913
Spray Pump Catalogue

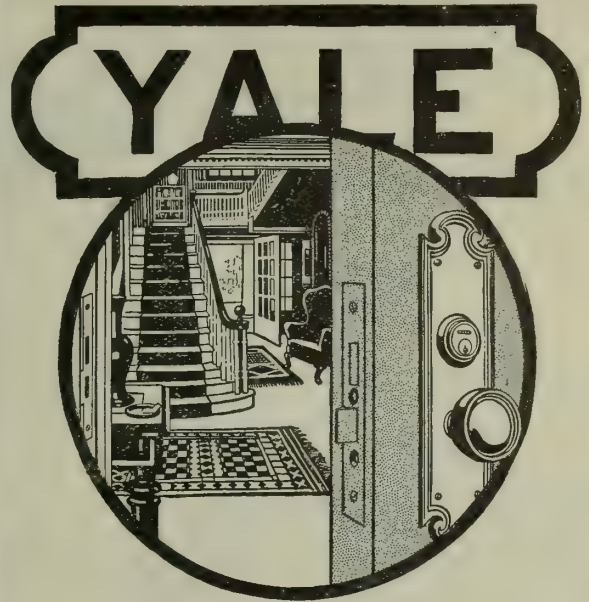
The Deming Company
Salem, Ohio

GENERAL AGENCIES:
HENION & HUBBELL
Chicago

HARRIS PUMP & SUPPLY CO.
Pittsburg

Other Agencies in All Principal Cities

The name "YALE" helps make the sale



BESIDE giving you a good immediate profit, the Yale Locks and Hardware that you sell keep reminding the buyer that you are a good man to do business with. As with all Yale Products, the quality behind the name creates the feeling called "good will."

We help you to sell Yale Products in many ways; here are three:

Window Displays

Everything required, including diagrams and illustrations, to set up the compelling new displays just as they are planned by our window salesmanship expert.

Newspaper Advertisements

You can have the entire advertisements in plate form, ready to print in your local papers, or the cuts only. These advertisements in various sizes will bring business into your store.

Printed Matter

Booklets and leaflets to distribute over the counter or by mail, telling your customers and prospects all about the advantages of Yale Products in the most attractive and interesting way.

Address Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

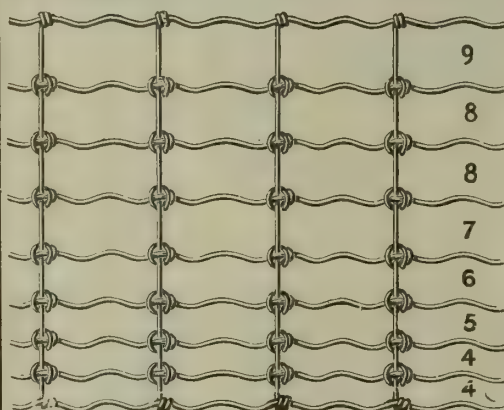
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Gate
requires no chimney, therefore anyone building a house can have a Mantel
complete for less than the actual cost of a chimney.

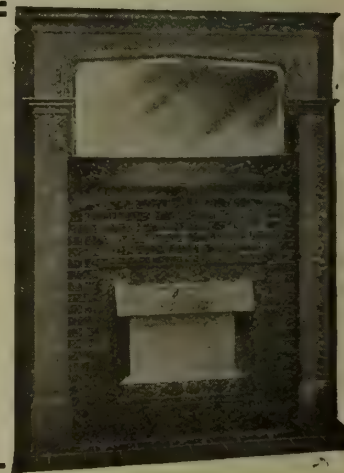
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "BLUE BELLE"

is a remarkably quick-selling, easy-working, reciprocating
washer. When the tub moves in one direction the rubber
board revolves the opposite way. This double action, which
is found only on Blue Belle machines, is a great time saver.
Double re-acting springs and ball-bearings assist in making
easy motion. Tub is oak grained and angle-steel frame is
finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



HOW TO SELL AMATITE

HERE is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary "rubber" roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and *needs no painting*. You just lay Amatite on your roof and leave it alone. It takes care of itself. "Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay; the nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future. "Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

These are the kind of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet sent on request to nearest office.

THE PATERSON MFG. CO., Limited

Montreal,

Toronto,

Winnipeg,

Vancouver,

St. John, N.B.

Halifax, N.S.

Amatite ROOFING

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



HOHLFELD

MANUFACTURING COMPANY



Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers,
Galvd. Hoop Iron or Steel, Galvd. Plates,
Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

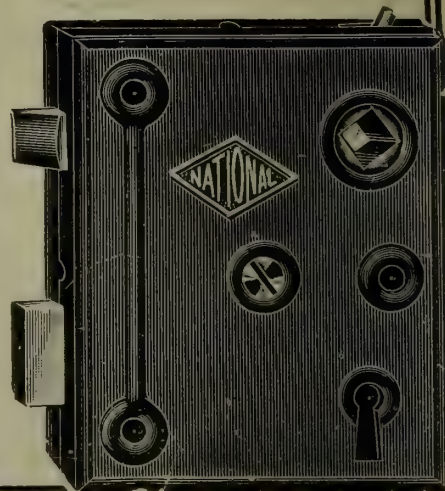
LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

NATIONAL Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

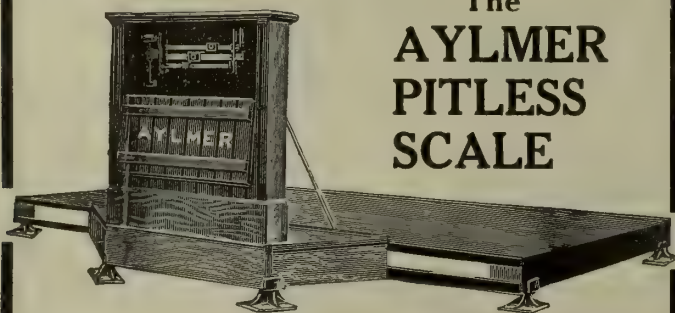
They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU. Order from your jobber.

National Hardware
Company L'd
Orillia, Ontario, Canada

The AYLMER PITLESS SCALE



Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

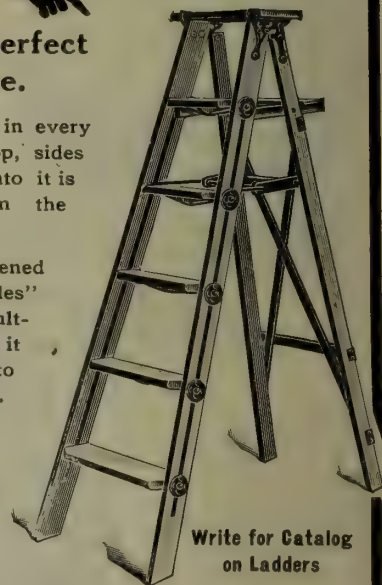
Aylmer - - - Ontario

The "HERCULES" Step Ladder Is a Splendid Year-Round Seller

It is the most perfect
Ladder made.

This ladder is made right in every particular. The wide top, sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.



Write for Catalog
on Ladders

The Stratford Mfg. Co., Limited
STRATFORD, CANADA

We will exhibit our full line at the Can. Hdw. & Stove Dealers' Assn. Exhibition, Hamilton. This will include several new lines, which will be of special interest to the trade.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, ONTARIO

PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

This Mark is the Ensurance of LAMPBLACK QUALITY

THE TREMENDOUS GROWTH

Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. **THERE IS ONLY ONE REASON — THAT IS QUALITY**

WRITE TO-DAY FOR SAMPLES AND PRICES. Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

Wilkes Martin Wilkes Company
NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO



Fisk Advertising Service FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cap Screws, Set Screws, Studs Special Milled Work Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

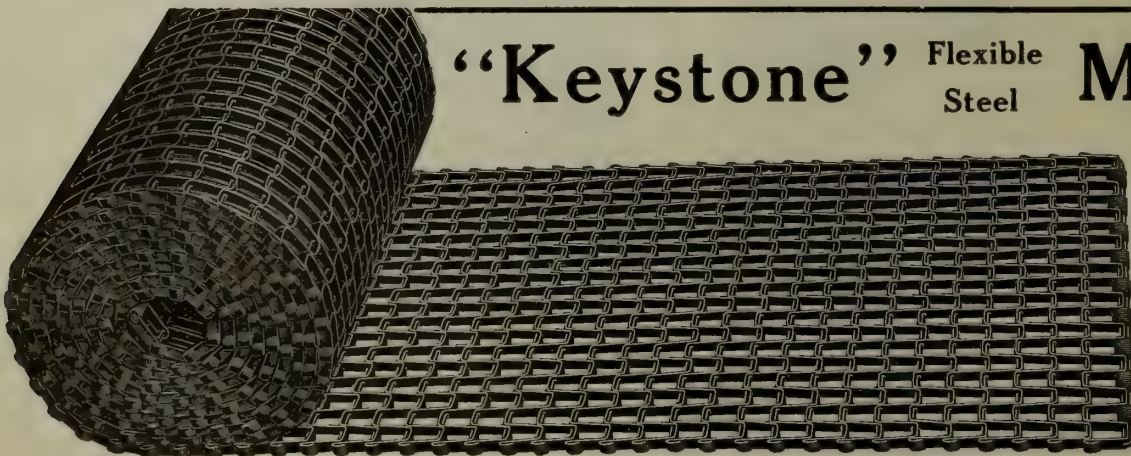
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



"Keystone" Flexible Steel Matting

The progressive hardwareman cannot afford to leave this matting out of his 1913 stock. It is the best matting for service ever built.

It is sanitary, reversible, self-cleaning, and non-rustable.

Write for full particulars NOW
Kuhne - Anderton
Mfg., Co.
PORT HOPE, ONT.

ED. BRAND Machinery for

Specialist in the Wire Trade
for 15 years

472 Moss Lane East
MANCHESTER, ENG.

Plants working in
all parts of the
world giving com-
plete satisfaction.

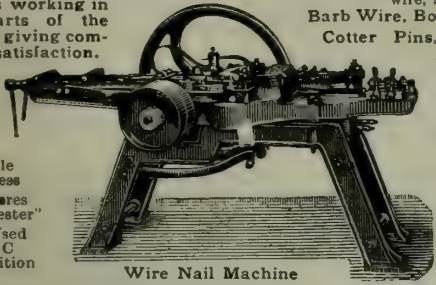
Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from
wire, such as:
Barb Wire, Bolts, Coach Screws,
Cotter Pins, Cut Nails and

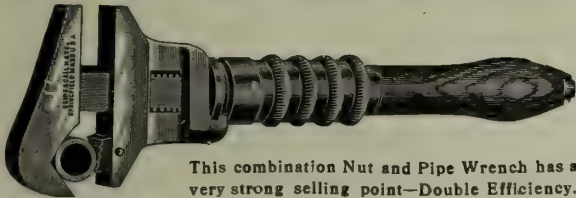
Tacks, Electric
Welded Chains,
Furniture Springs,
Hinges, Hooks,
Locks, Nails,
Rivets, Screws,
Staples, Wire
Nails, Etc., Etc.
Etc.

Cable
Address
Filieres
Manchester
Code Used
A.B.C
5th Edition



Wire Nail Machine

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

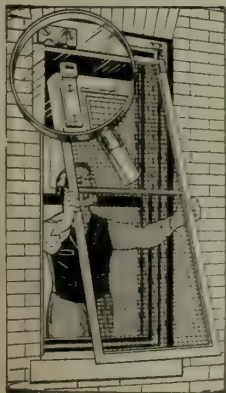
Natural Gas Goods

of every description

at

T. F. BENNINGHAM'S

20 John Street South
HAMILTON, ONT.



PHENIX HANGERS and FASTENERS

Provide the easiest, surest and
best manner of hanging storm sash.
It's as simple as picture hanging.
For ventilation or clean windows,
swing them out.

You can profit in small amounts
many times multiplied — constantly
multiplied by stocking Phenix Hang-
ers and Fasteners and pushing them.
Hangers retail at 10c, Hangers and
Fasteners at 15c and 25c.

A request for our catalogue, prices
and discounts is the first step. Write
for them to-day.

PHENIX MANUFACTURING CO.
030 Center Street, Milwaukee, Wis.



GERMANTOWN LAMPBLACK



**Quality is remembered long
after price is forgotten.**

We are the originators and manufacturers of
the World's Famous Old Standard, Eagle,
Pyramid, and Globe Germantown Lampblacks.
Look for the Red Seal on every package.
Why buy the "Near Brand" when the best is
procurable.

The L. Martin Co. Established 1849
New York, Philadelphia, Cincinnati, London, Eng.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

BLACK JACK

**QUICK
CLEAN
HANDY**

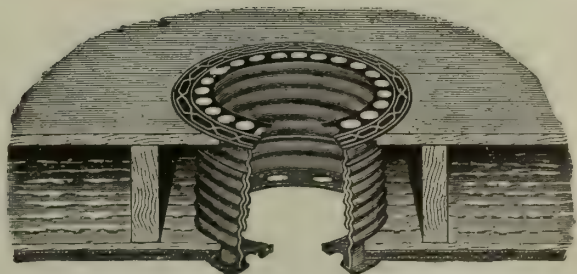
3/4-lb. tins —
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER**

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because
they have no springs. They are the only real good Stove Pipe Thimbles
in the market. For sale by leading jobbers, and manufactured exclu-
sively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON. - SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

HOOKS.



TOOLS.

Send For Our New Catalog

Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

CLIPPERS.



HOUSE NUMBERS.

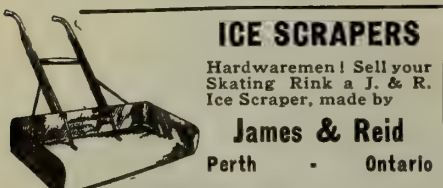
STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
1/2 Toronto Street, Toronto 52 Canada Life Bldg., Montreal

ICE SCRAPERS.



IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.



KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

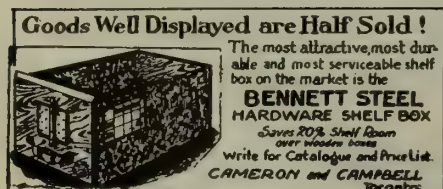
PORTABLE BAKE OVENS

35 Sizes, Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - Canada

Write for General Catalog

HARDWARE SHELF BOXES.



Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

When writing advertisers kindly mention having seen the advertisement in this paper



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO



Pat. Nov.
10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

The Bulldog MOP WRINGER
AND
BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS.
Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by **The Bushnell Novelty Co.,** Mansfield, Ohio, U.S.A.
Sold by Jobbers

WRITE US (we do no travelling) and we will be pleased to quote you prices.

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind.
These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

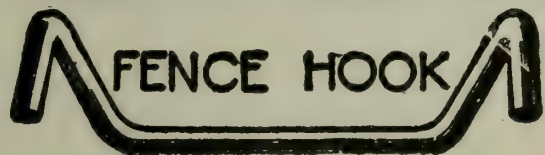
Made by

A. SHAW & SON, London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

PEASE

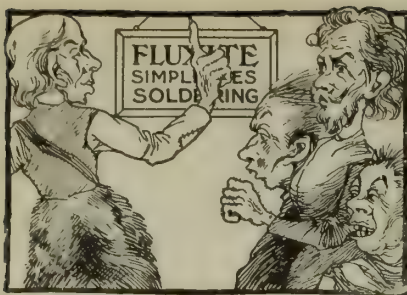
HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited
WINNIPEG

PEASE FOUNDRY COMPANY LIMITED
TORONTO

PEASE PACIFIC FOUNDRY, Limited
VANCOUVER



Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

Canadian Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Siding
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS

Made in Canada

They have distinct advantages that YOU
cannot afford to overlook.

"There's More Money in Them."

Have you our latest book? Are you familiar with
our selling plans? We'll be glad to put you next
if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



SMITH HARDWARE CO., Limited, 240 Lemoine St. MONTREAL

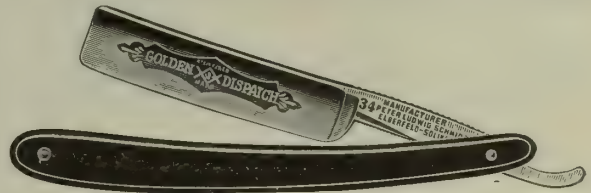
When you want goods of quality specify

UTICA  BRAND
TRADE MARK



Manufactured by The Utica Drop Forge and Tool Co.
UTICA, N.Y.

THE GOLDEN DISPATCH RAZOR



The best razor that can be obtained and the price is moderate.

SOLD BY ALL JOBBERS

Goodell-Pratt's

Ratchet Screw Drivers

The Ratchet Screw Drivers shown in this advertisement have made an enviable reputation with the trade, as well as with all users of Ratchet Screw Drivers, mainly on account of their strength and durability.

Isn't that a good sign that they will please you and your customers?

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

No.
66

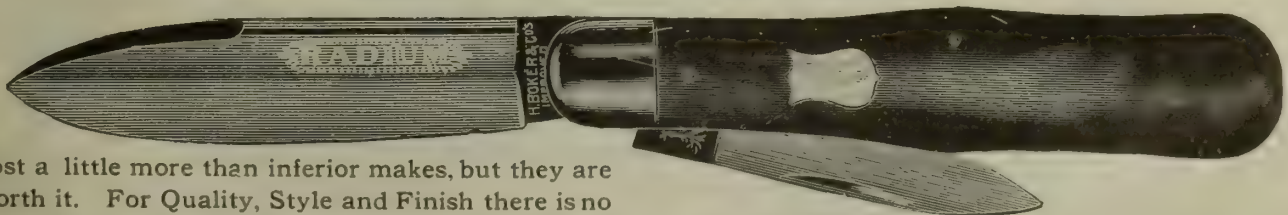
Style of 1½ in.,
2 in., 3 in.



Style of
4 in., 5 in., 6 in., 8 in., 10 in.

If It Is Anything In Cutlery, Boker Makes It

Mr. Hardware Merchant, If you want to work up a fine cutlery trade, then stock
Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kirtledge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price \$2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½¢ per hundred to \$10 a hundred. Leather bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; price \$1.00. Paper cover; price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKING.

By Paul N. Hasluck. A book of tools, materials and processes for the handyman. Every method of working metals with hand tools and simple machine tools is treated in a clear and practical manner. 760 pages; 6¼ x 8¼; 2,206 illustrations. Cloth bound. Price \$2.50.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue

-

-

-

TORONTO, ONT.

These Curling Stones Will Make Friends for You

When the boys get together on the ice, the talk naturally runs to the merits of the different stones. They will speak well of the stones you sell if they are



Mac's Special Red Hone Curling Stones

Every pair you sell will make a friend for you—a friend who will be continually boosting your business to the people you are most interested in reaching. It is a wise dealer who takes advantage of this most effective advertising. Pairs perfectly matched and balanced, beautifully finished, and absolutely true-running; these are the qualities that put these stones so far in the lead.

The Winnipeg Paint and Glass Co., Limited
 "Everything for a Building."

Winnipeg

Manitoba

Every File You Sell Should Bear This TRADE MARK



It's A
GUARANTEE
 of Service

"The DELTA"

Is the only Line of
 Files from 3 to 24
 inches that are
 made absolutely of

**CRUCIBLE
 STEEL"**



DELTA FILES

have been put to many
 rigid comparative tests,
 and have clearly shown
 this superiority.

The exceptional service-giving qualities are due directly to the use of **Crucible Steel**, and the great care and expert skill used in hardening and tempering.

The "Delta" will stay sharp longer than any other file.

Get one from your jobber and try it. If not as represented take it to him and get your money back.

Cut represents a Hand Utility made of high carbon crucible steel, specially hardened and tempered, cuts rapidly and smoothly, clears freely. For use on metal, soft steel, iron, brass castings, wood, babbitt, marble, etc. An ideal File for every machine shop.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
 H. S. Howland, Sons & Co., Toronto;
 Stark, Seybold, Montreal; Wm. Stairs,
 Son & Morrow, Halifax.



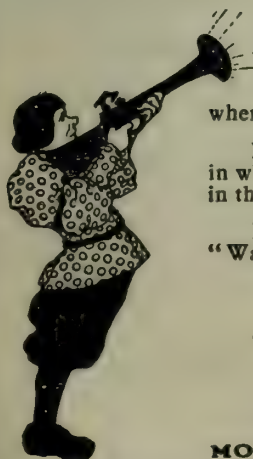
HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
 Star Brand Cotton Clothes Lines
 Star Brand Cotton Twine

For Sale by All Wholesale Dealers



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

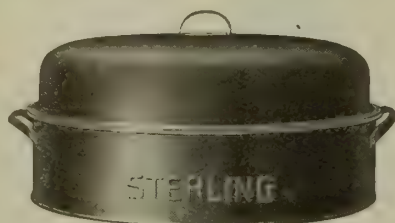
TORONTO

WINNIPEG

When writing to advertisers, kindly mention having seen the ad. in this paper.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster



No. 200—11½ x 18½ x 8 inches

THE "STERLING"

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13 x 9 x 3½ inches).

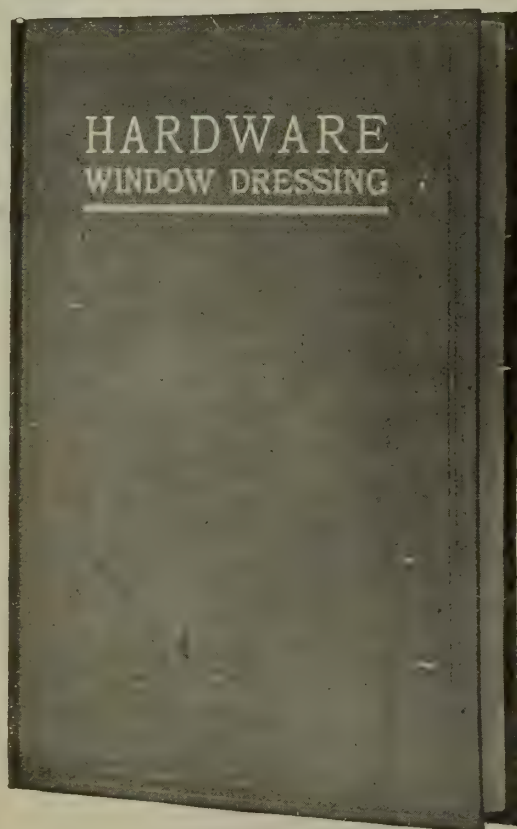
"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Allan Hills Edge Tool Co.....	16	Davidson, Thos. Mfg. Co.....	91	Laidlaw Bale Tie Co.....	83	Ramsay, A., & Sons Co.....	66
American Can Co.....	14	Dennis Wire & Iron Co.....	89	Leslie, A. C., & Co.....	31	Raymond Bros.....	88
American Grinder Co.....	20	Deming Co., The.....	81	.....	Outside front cover	Rea, Amos Union Met. Carl. Co.....	32
American Sheeter Co.....	88	Delta File Works.....	93	Lewis Bros., Ltd.....	3	Reynolds & Jackson.....	78
American Wringer Co.....	77	Directory of Manufacturers.....	89	London Bolt & Hinge Works.....	87	Robertson, P. L., Co.....	61
Atkins & Co., E. C.....	90	Disston, Henry, & Sons.....	9	London Foundry Co.....	85	Rogers, Alfred, Ltd.....	Outside back cover
Atlas Mfg. Co.....	88	Dominion Cartridge Co.....	32	London Rolling Mill Co.....	80	Ross Rifle Co.....	98
Auto Controller Co., The.....	90	Dongall Varnish Co.....	59	Lovell Mfg. Co.....	22		
Ashmet Pump & Scale Co.....	84	Dorken Bros.....	81	Lowe Bros., Ltd.....	55		
Barber Asphalt Paving Co.....	17	Double Claw Hammer Co.....	72	Lufkin Rule Co.....	Inside back cover		
Barnett, G. & H.....	82	Dongall Varnish Co.....	59	Lundy Shovel & Tool Co.....	79		
Barton Netting Co.....	82	Dunham Co., The.....	77	McArthur, Alex., & Co.....	61	Saskatchewan Glass & Supply Co.,	
Baxter Stew. Co.....	23			McClary Mfg. Co.....	24	The.....	90
Belleville Hdw. & Lock Co.....	10	Eastern Mfrs., Ltd.....	88	McDougall, R., Co.....	72	Seymour, Henry T., Shear Co.....	89
Bemis & Call Hdw. & Tool Co.....	87	Enterprise Enamel Co.....	76	McGlashan-Clarke Co.....	72	Sharrat & Newth.....	89
Benningham, T. F.....	87	Erie Iron Works.....	98	McHutcheon Bros.....	83	Shaw, A., & Son.....	89
Berry Bros.....	71			Magnolia Metal Co.....	26	Sheet Metal Products Co.....	2
Bissell Carpet Sweeper Co.....	29	Fernald Mfg. Co.....	71	Martin, The L., Co.....	87	Simonds Canada Saw Co.....	9
Boss & Banks.....	88	Fisk Publishing Co.....	86	Martin-Senour Co.....	69	Smith Hardware Co., Ltd.....	91
Bowser, S. F., & Co., Ltd.....	68	Ford Auger Bit Co.....	80	Maxwell, D., & Sons.....	82	Soiby, Robt., & Sons.....	70
Bowser, R. M., & Son.....	8	Galt Art Metal Co.....	11	Max & Padmore.....	78	Southington Mfg. Co.....	88
Bradstreet.....	63	Garlock Packing Co.....	85	Meakins & Sons.....	75	Spooner, Alonzo W., Ltd.....	88
Brand, Ed.....	87	Gillette Safety Razor Co.....	Inside front cover	Metallic Roofing Co.....	19	Standard Chain Co.....	12
Brandram-Henderson, Ltd.....	87			Metal Shingle & Siding Co.....	21, 87	Standard Paint & Varnish Co.....	65
Braunford Owen & Rack Co.....	88	Goodell-Prent Co.....	91	Mitchell & Co., David.....	1	Stanley Rule & Level Co.....	28
Burgess Norton Co.....	27	Greening, B., Wire Co.....	12	Moore & Co., Benjamin.....	63	Star Expansion Bolt Co.....	10
Burrow Stewart & Milne.....	22	Gutta Percha & Rubber Mfg. Co.....	Inside back cover	Morris & Bailey Steel Co.....	12	Steel Co. of Canada, Ltd.....	6
Burman's Clippers.....	30			Morrison Brass Mfg. Co.....	20	Steel Trough Machine Co.....	20
Bushnell Novelty Co.....	89	Hamilton & Son, C. J.....	76	Morrow, John, Screw Co.....	89	Steffens & Nolle.....	18
		Hamilton Cotton Co.....	93	Myers & Bro., P. E.....	65	Stephens, G. F., & Co.....	63
Cameron & Campbell.....	88	Hamilton Stamp & Stencil Wks.....	38	National Hardware Co.....	84	Stevens Hepner & Co.....	77
Canada Cement Co.....	13	Harrington & Richardson.....	18	National Mfg. Co.....	15	Still, J. H., Mfg. Co.....	10
Canada Foundry Co.....	86	Heinisch, R., Sons Co.....	61	Newman, W., & Sons.....	88	Still, J. H., Mfg. Co.....	10
Canada Glue Co.....	11	Heller Aller Co.....	72	Nicholson File Co.....	29	Stratford Mfg. Co.....	84
Canada Metal Co.....	31	Hohlfeld Mfg. Co.....	83	Nickel Plate Stove Polish.....	87	St. Mary's Wood Specialty Co.....	78
Canada Steel Goods Co.....	8	Howland, H. S., Sons & Co.....	7	Nova Scotia Steel & Coal Co.....	65	Supply Hdw. Co.....	4
Canada Paint Co.....	67	Hutton, Jas., & Co.....	86	Oakey, John, & Co.....	80	Tallman Brass & Metal Co.....	86
Canada Wire & Iron Goods Mfg. Co.....	85			Ontario Lantern & Lamp Co., Ltd.....	75	Thompson, B. & S. H.....	84
Canadian Copper Co.....	80	Imperial Varnish & Color Co.....	55	Orrville Mfg. Co.....	86	Toronto Plate Glass Importing Co.....	61
Can. Fairbanks-Morse Co., Ltd.....	2	International Varnish Co.....	59	Owen Sound Wire Fence Co.....	82	Townsend, S. P., & Co.....	Inside back cover
Can. Heating & Ventilating Co.....	24			Patterson Mfg. Co.....	83		
Canadian Oil Cos.....	66	James & Reid.....	88	Parmenter Bullock Co., The.....	83	Want Ads.....	64
Canadian Tube & Iron Co.....	27	Jamieson & Co., Ltd., R. C.....	65	Pearse Fdry. Co.....	89	Western Distributors, Ltd.....	88
Caverhill, Leamont & Co.....	5	Jenkins Bros.....	79	Peterborough Lock Co.....	76	White Mop Winger Co.....	80
Chatham Malleable & Steel Co.....	70	Keating, Wm.....	17	Phenix Mfg. Co.....	87	Whitman & Barnes Mfg. Co.....	26
Chicago Spring Butt Co.....	1	Kenrick & Sons, Ltd., Archibald.....	76	Pink, Thos.....	19	Wilkes-Martin-Wilkes Co.....	86
Collette Mfg. Co.....	72	Kuhne, Anderton Co.....	86	Public Works Dept.....	64	Williams & Taylor.....	22
Consolidated Plate Glass Co.....	3					Winnipeg Paint & Glass Co., Ltd.....	93
Cowan & Britton.....	8					Woodstock Wagon & Mfg. Co.....	63
Cummer-Dowdell, Ltd.....	1					Wright, E. T., & Co.....	27
						Yale & Towne Mfg. Co.....	81

BERLIN, ONT.

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,
THE P. HYMMEN CO., LTD.

Somewhere—

just around the corner or half way across
the continent is a man who is looking
for just such a proposition as you have
to offer.

You can get in touch with this man by inserting a
“want ad.” in Hardware and Metal.

Reaches each week

Hardware Dealers, Clerks,

Travellers and Manufacturers

throughout the Dominion.

PARKHILL, ONT.

HARDWARE AND METAL,
Toronto, Ont.

Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

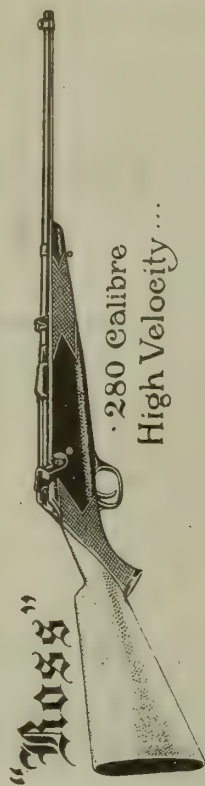
Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbit Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakin & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. F. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter.**
Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowswell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, H. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hoops.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton
Canada Tube & Iron Co., Montreal
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**
The L. Martin Co., New York.
- Lanterns.**
Wilkes Martin Wilkes Co., New York
- Thos. Davidson Mfg. Co., Montreal.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Latches, Screen and Barn Door.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- McGregor Banwell & Co., Walkerville.**
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
- Supply Hardware Co., Philadelphia.**
Clippes Lawn Mower Co., Dixon, Ill.
- S. P. Townsend & Co., Orange, N.J.**
Whitman & Barnes Mfg. Co., St. Catharines.
- Jas. Smart Mfg. Co., Brockville.**
- Lawn Settees.**
Can. Buffalo Sled Co., Preston.
- Stratford Mfg. Co., Stratford.**
- Lawn Swings.**
Can. Buffalo Sled Co., Preston.
- F. E. Myers & Bro., Ashland, Ohio.**
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
- Canadian Yale & Towne, St. Catharines.**
- P. & F. Corbin, New Britain, Conn.**
May & Padmore, Birmingham, Eng.
- National Hardware Co., Orillia.**
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos. & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
- McIntosh, H. F. & Co., Toronto.**
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- Mats & Mattings—Flexible Steel, Wire and Wood.**
Kuhne Anderton Co., Port Hope, Ont.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
- Caverhill, Learmont & Co., Montreal.**
- Gibb, Alexander, Montreal.**
Henderson & Richardson, Montreal.
- Leslie, A. C. & Co., Montreal.**
Lysaght, John, Bristol, Eng.
- Magnolia Metal Co., Montreal.**
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
- Alonzo W. Spooner, Ltd., Port Hope, Ont.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Tallman Brass & Metal Co., Hamilton**
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Dennis Wire & Iron Co., London, Ont.**
- Metal Shingles, Siding, Etc.**
Galt Art Metal Co., Galt.
- Metallic Roofing Co., Toronto.**
Metal Shingle and Siding Co., Preston.
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- Metal Polish, Emery Cloth, Etc.**
Oskey, John, & Sons, London, Eng.
- Metal Store Fronts**
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
- Smith Hardware Co., Montreal.**
- Nails.**
P. L. Robertson Co., Milton.
- Nails, Wire.**
H. S. Howland Sons & Co., Toronto.
- Laidlaw Brie Tie Co., Hamilton, Ont.**
Parmenter & Bulloch Co., Gananoque.
- Steel Co. of Canada, Limited, Hamilton.**
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
- Hero Mfg. Co., Philadelphia.**
Maple City Mfg. Co., Monmouth, Ill.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Wright, E. T. & Co., Hamilton, Ont.**
- Oil Stones.**
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
- Queen City Oil Co., Toronto.**
- Oil Tanks.**
Bowser, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Dennis Wire & Iron Co., London, Ont.**
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros. Limited, Walkerville, Ont.
- Brandram Henderson, Montreal.**
Canada Paint Co., Montreal.
- Canadian Oil Companies, Ltd., Toronto.**
- Douglal Varnish Co., Montreal.**
Gidden Varnish Co., Toronto.
- Imperial Varnish and Color Co., Toronto.**
- International Varnish Co., Toronto.**
R. C. Jamieson & Co., Ltd., Montreal.
- Lowes Bros., Ltd., Toronto.**
Martin-Senour Co., Montreal.
- Moore, Benjamin & Co., Toronto.**
Pinchin, Johnson Co., Toronto.
- Pratt & Lambert Inc., Bridgeburg, Can.**
- A. Ramsay & Son Co., Montreal.**
Sherwin-Williams Co., Montreal.
- Standard Paint and Varnish Co., Windsor, Ont.**
- G. F. Stephens & Co., Winnipeg, Man.**
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Dougall Varnish Co., Montreal.
- Imperial Varnish & Color Co., Toronto.**
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
- Greening, B., Wire Co., Hamilton.**
- Pig Iron.**
Henderson & Richardson, Montreal.
- Steel Co. of Canada, Limited, Hamilton.**
- A. C. Leslie & Co., Montreal.**
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
- Canadian Tube & Iron Co., Montreal.**
- Pliers.**
Henderson & Richardson, Montreal.
- Peck, Stow & Wilcox Co., Cleveland.**
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton, Ont.
- John Lysaght, Ltd., Bristol, Newport and Montreal.**
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
- R. McDougall Co., Galt, Ont.**
F. E. Myers & Bro., Ashland, Ohio.
- Jas. Smart Mfg. Co., Brockville.**
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
- Canada Paint Co., Montreal.**
Sherwin-Williams Co., Montreal.
- Pinchin-Johnson & Co., Toronto.**
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Lovell Mfg. Co., Erie, Pa.**
Oneda Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
- Greiff-Bredt & Co., Toronto.**
Jonathan Crookes & Son, Sheffield, Eng.
- Dorken Bros. & Co., Montreal.**
Jas. Hutton & Co., Montreal.
- Kampe Bros., New York.**
- Razor Blades.**
Gillette Safety Razor Co., Montreal.
- Razor Hones.**
Carborundum Co., Niagara Falls, N.Y.
- Registers.**
Jas. Smart Mfg. Co., Brockville.
- Jas. Stewart Mfg. Co., Woodstock, Ont.**
Canadian Ferrosteel Co., Bridgeburg.
- Rivets.**
P. L. Robertson Co., Milton.
- Steel Co. of Canada, Hamilton.**
Parmenter & Bulloch Co., Gananoque.
- P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.**
- Rollers, Water Weight**
Dunham Co., Berea, O.
- Erie Iron Works, St. Thomas, Ont.**
- Roofing.**
H. S. Howland Sons & Co., Toronto.
- Lewis Bros., Ltd., Montreal.**
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**
Barber Asphalt Co., Philadelphia.
- Brantford Roofing Co., Brantford.**
Canadian Supply Co., Toronto.
- Dominion Roofing Co., of Canada, Ltd., Toronto.**
- Galt Art Metal Co., Galt, Ont.**
McArthur, Alex., & Co., Montreal.
- Metal Shingle & Siding Co., Preston, Ont.**
- Metallic Roofing Co., Toronto.**
United Roofing & Mfg. Co., Philadelphia, Pa.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
- Lufkin Rule Co., Windsor.**
- Sad Irons.**
Jas. Smart Mfg. Co., Brockville.
- Saws.**
Atkins, E. C. & Co., Hamilton.
- Disston, Henry, & Sons, Philadelphia.**
Shurley Dietrich Co., Ltd., Galt, Ont.
- Simonds Canada Saw Co., Montreal.**
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Burrow, Stewart & Milne Co., Hamilton.**
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
- Steel Co. of Canada, Hamilton.**
- Scythe Stones.**
The Carborundum Co., Niagara Falls New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
- R. Heinisch's Sons Co., Newark, N.J.**
Henry T. Seymour Shear Co., New York.
- J. Wiss & Sons Co., Newark, N.J.**
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Shellacs.**
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**
Lundy Shovel & Tool Co., Peterboro.
- Spear & Jackson, Sheffield, Eng.**
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- Snow Shovels.**
Can. Buffalo Sled Co., Preston.
- Sleds.**
Can. Buffalo Sled Co., Preston.
- Snips.**
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**
McGlashan, Clarke Co., Niagara Falls.
- Oneda Community, Ltd., Niagara Falls.**
- Sporting Goods.**
A. E. Bregent, Montreal.
- H. S. Howland Sons & Co., Toronto.**
Lewis Bros., Ltd., Montreal.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
- James H. Cumming & Co., Chicago.**
Thos. Davidson Mfg. Co., Montreal.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
Sproamotor Co., London.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
- Steel Co. of Canada, Ltd., Hamilton.**
- Steel, High Speed.**
Alexander Gibb, Montreal.
- Henderson & Richardson, Montreal.**
- Steel, Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
- McClary's, London, Ont.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
- Store Ladders.**
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
- Findlay Bros., Carleton Place.**
Clare Bros. & Co., Preston.
- Thos. Davidson Mfg. Co., Montreal.**
McClary's, London, Ont.
- Pease Foundry Co., Toronto.**
D. J. Barker & Co., Picton.
- Jas. Smart Mfg. Co., Brockville.**
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
- McClary Mfg. Co., London, Ont.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
- Lufkin Rule Co., Windsor, Ont.**
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
- A. C. Leslie & Co., Montreal.**
B. & S. H. Thompson & Co., Montreal.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
- The Goodell-Pratt Co., Greenfield, Mass.**
- Spear & Jackson, Sheffield, Eng.**
Allan Hills Edge Tool Co., Galt.
- Peck, Stow & Wilcox Co., Cleveland.**
Robt. Sorby & Sons, Sheffield.
- Stanley Rule and Level Co., New Britain.**
- Tools, Metal Workers'.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee Wis.
- Richards-Wilcox Mfg. Co., Aurora, Ill.**
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Burrow, Stewart & Milne Co., Hamilton.**
Peck-Hamre Mfg. Co., Berlin, Wis.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
- Dougall Varnis Co., Toronto.**
Gidden Varnish Co., Toronto.
- International Varnish Co., Toronto.**
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
- Metallic Roofing Co., Toronto.**
- Vises.**
Henderson & Richardson, Montreal.
- Chas. Parker Co., Meriden, Conn.**
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
- Cummer-Dowdell Ltd., Hamilton, Ont.**
Henderson & Richardson, Montreal.
- D. Maxwell & Son, St. Mary's, Ont.**
One Minute Washer Co., Toronto.
- London Foundry Co., London.**
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Can. Buffalo Sled Co., Preston.
- Chatham Malleable & Steel Co., Chatham.**
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- White Lead.**
Brandram-Henderson Co., Montreal.
- Steel Co. of Canada, Ltd., Hamilton.**
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
- Howland, H. S., Sons & Co., Toronto**
Lewis Bros. & Co., Montreal.
- Windshields.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton**
- Wire Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire Door Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire, Iron, Steel, Brass and Copper.**
B. Greening Wire Co., Ltd., Hamilton
- Henderson & Richardson, Montreal.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- P. L. Robertson Mfg. Co., Milton, Ont.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**
P. L. Robertson Co., Milton.
- Wire Mats.**
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
- Canada Wire & Iron Goods Mfg. Co., Hamilton.**
- B. Greening Wire Co., Ltd., Hamilton**
Kuhne-Anderton Co., Port Hope.
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods-Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton
- Henderson & Richardson, Montreal.**
Wood Finishes.
- Berry Bros., Walkerville.**
- Wrenches.**
Whitman & Barnes Mfg. Co., St. Catharines.
- Bemis & Call Hdw. & Tool Co., Springfield, Mass.**

42 Bulls Eyes and 3 Innings out of 45 Shots at 800, 900 and 1,000 Yards Total 222 out of 225



This Score of Sgt. Russell's in the Palma Trophy Competition at Ottawa on Sept. 14, established a new World's Record, and the Ross Service 303 Rifle and Ross Ammunition made this record possible.

You are probably selling foreign sporting rifles on the reputation of years ago—sell Ross Rifles now. They are the most accurate and the most powerful rifle on the market, and they are made in Canada.

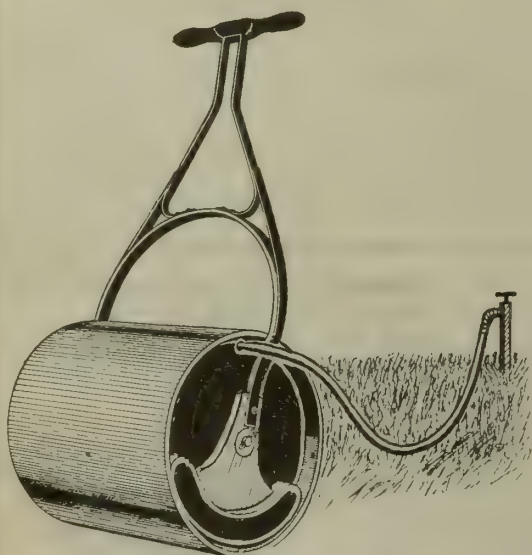
We suggest special attention to the Ross High Velocity 280 Model. It retails at \$70.00, and offers the highest grade arm for men who appreciate the best. You surely have some such among your trade.

Have at least one of these on hand to show. Other models at from \$25.00 upwards.

ROSS RIFLE CO. - QUEBEC

"Any Weight" Water Ballast Lawn, Garden and Tennis Court Rollers

"MADE IN CANADA"



THE MANIFOLD PURPOSE MACHINE

These Lawn Rollers are just what the public have been looking for—a fine quality article at a reasonable price that can be supplied to the owner of the smallest lawn. The best result for rolling lawns is produced when the lawn is soft, and as this style of roller, empty, weighs from 100 lbs. up, rolling can be commenced at the earliest moment, and the roller may be weighted to suit as the lawn hardens up.

9 styles supplied from 18 in. dia. x 24 in. long to 24 in. dia. x 36 in. long, with and without weighted handles. Double and single drum. Our proposition is full of interest to live dealers. Write now.

ERIE IRON WORKS, Limited

ST. THOMAS

ONTARIO

CANADA



No Noise
But the
Swish of
the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

S. P. Townsend
& Company

ORANGE, - N. J.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN

MEASURING TAPES AND RULES

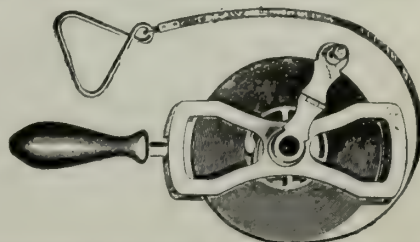
THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.

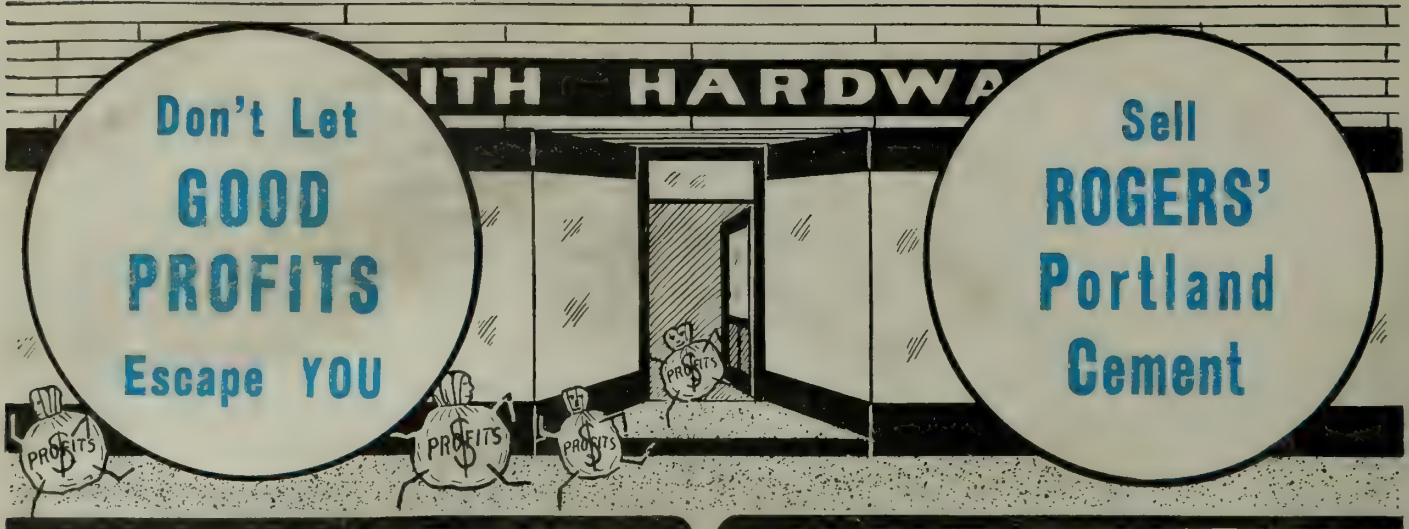
THEY ARE CANADIAN MADE.

THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.

CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





Don't Let
**GOOD
PROFITS**
Escape YOU

Sell
ROGERS'
Portland
Cement

The Builders Place Their
Orders Where They Can Get
HIGH QUALITY And QUICK SERVICE

A little advertising in your vicinity will enable you
to procure their patronage, as

ROGERS' Portland Cement

**Is Noted For Its Stability, Strength And Uniform
Action**

and by getting Cement near by, the builder also greatly reduces cartage expenses.

This cement has been endorsed by leading builders throughout the country as being the most reliable and most durable.

Cement is no longer confined to large buildings purposes---it is becoming more and more useful every day in the construction of residences etc.

Act at once. Get our prices Quick shipments guaranteed.

ALFRED ROGERS LIMITED

28 West King Street,

TORONTO

N. J. DINNEN & CO.,
Western Sales Mgrs., WINNIPEG

IN THIS ISSUE—"HISTORY OF AGGRESSIVE WESTERN FIRM."

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 2

January 11, 1913

The 1913 No. 3 Beacon

means

a decided change in Lantern Design.

The globe is short and bowl shape, which permits the insertion of the hand for cleaning. The upper part of the globe never gets warm enough to break from the heat. The oil well is seamless and extra large, holding sufficient oil to burn 24 hours.



New
Self Righting
Bail

New
Extinguishing
Device

The Sheet Metal Products Co.

of Canada

Successors to

Limited

KEMP MANUFACTURING CO.

Montreal

TORONTO

Winnipeg



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

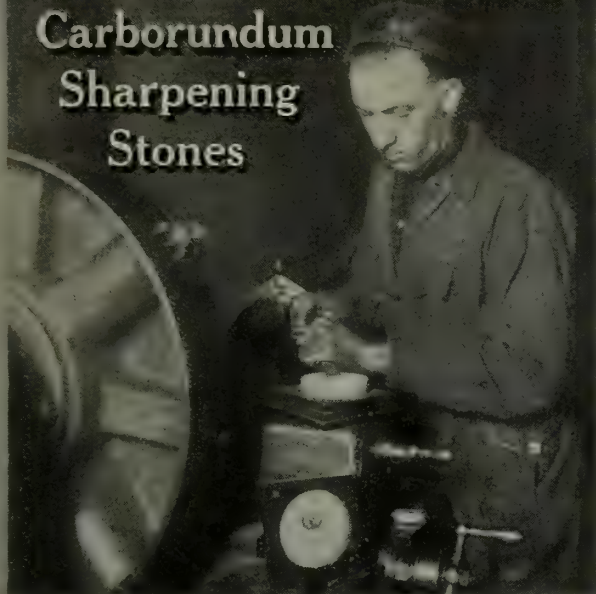
or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.

LET US INTRODUCE
ANOTHER CUSTOMER FOR
Carborundum
Sharpening
Stones



The Machinist

He has a dozen-and-one uses for a good sharpening stone—a

Carborundum Sharpening Stone

—lathe tools to be touched up, scrapers to be given a true, even edge—planer tools to be smoothed up—cold chisels to be sharpened—lathe work to be stoned down to a high finish—and many more tasks that can be done better and quicker with a Carborundum Sharpening Stone.

The next time a machinist comes into your store remind him of these things—tell him something about Carborundum—why it cuts—how hard and sharp it is—how durable—tell him that a Carborundum Stone cuts quick and clean—then show him the No. 108 Carborundum Combination Stone or the Carborundum Round Combination Bench Stone No. 107—and the sale is made.

The Carborundum Company

Niagara Falls, N. Y.

New York Chicago Boston
Philadelphia Pittsburgh Cincinnati
Cleveland Milwaukee Grand Rapids
London, Eng.



You Should
Place Your Order
Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

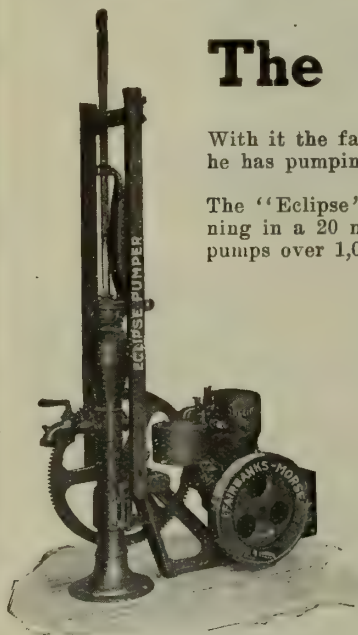
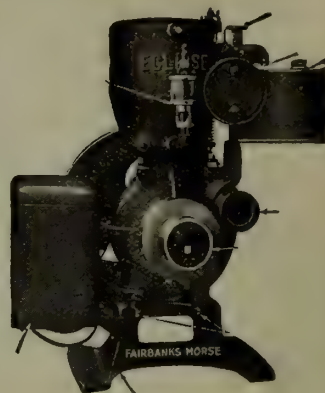
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



—Announcement of—

A NEW LINE Of Bath Room Fixtures — IN CANADA

- ¶ We have spent months getting our new line ready—and can now offer you something very attractive—and distinctive.
- ¶ Then, too, we have made up a complete stock, so that we can fill all orders promptly.
- ¶ We have prepared a fine 40-page catalogue which illustrates a large assortment of shower baths—mirrors—glass and opal shelves—towel bars—soap and sponge baskets—tumbler and toothbrush holder hooks—match holders, etc., etc.
- ¶ Write to-day for a copy to the makers.



Kinzinger, Bruce & Co., Ltd.
NIAGARA FALLS, CANADA



BLACK DIAMOND

Send for our
SPORTING GOODS
CATALOG No. 46.
You need it NOW.



BLACK DIAMOND

Send for our new
"WANT BOOK"
It is full of interest.

CONSIDERING THE EVIDENCE

For several years past we have been announcing about this time, that we have had a much increased business in

MAIL ORDERS

and we are pleased to state that the year just closed has shown a greater increase not only in letter orders but in orders of all kinds, than in any previous year.

WHAT IS THE MEANING OF IT?

It is just this; Satisfaction to Customers in

1st—PROMPT SHIPMENTS.

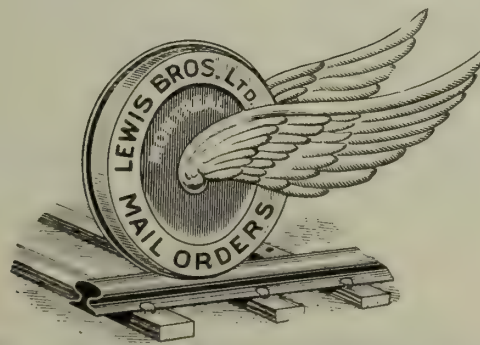
2nd—FILLING ORDERS.

3rd—REASONABLE PRICES.

**Send us a
MAIL ORDER**

For

Ice Skates, Sleds, Snow
Shoes, Hockey Sticks,
Pucks, etc.
Sewing Machines,
Clocks, Cutlery, etc.



Best in the Land—BLACK DIAMOND BRAND

**Send us a
MAIL ORDER**

For

Snow Shovels, Carriage
Heaters, Sleigh Bells,
Horse Blankets,
Miller Oil Heaters,
Perfection and Triumph
Ash Sifters.

LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittingredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price \$2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½¢ per hundred to \$10 a hundred. Leather bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; price \$1.00. Paper cover; price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKY-LIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKING.

By Paul N. Hasluck. A book of tools, materials and processes for the handyman. Every method of working metals with hand tools and simple machine tools is treated in a clear and practical manner. 760 pages; 6¼ x 8¼; 2,206 illustrations. Cloth bound. Price \$2.50.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

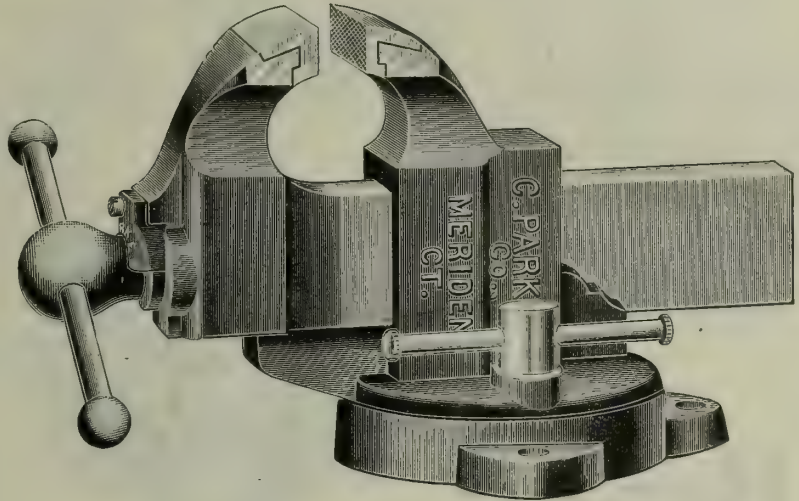
143-149 University Avenue

TORONTO, ONT.

PARKER'S VISES

NEW ECLIPSE SERIES

Made to supply
the demand for
a strictly high-
grade Vise at a
moderate price.



Distinctive Parker Features

First—The steel faces are milled and fitted to the jaws, and are renewable—distinctively “Parker.”

Second—The saddle or screw governor, which has been so long recognized as highly important in the workings of a vise—distinctively “Parker.”

Third—The absolute fit of the jaws—distinctively “Parker.”

Fourth—The screw and nut are carefully threaded, and the jaws make immediate response to the action of the screw—distinctively “Parker.”

The swiveling device employed on this series is a patented feature, and is operative at any and all points, and is adjustable—that is, can be converted to the use of a left-hand workman. We challenge the world to show a more positive lock, or one more easily operated. We guarantee this series against breakage caused from any defects in manufacture or materials used.

The **ECLIPSE** Series is the best value ever offered to the trade, and is the superior of any vise on the market with the exception of “Parker” best quality. Compare it in detail with the best of any other make, and be convinced.

Number	Width of Jaw	Vise Opens	Weight
203-3½	3½ inch.	5 inch.	42 lbs.
204-4	4 “	6 “	58 “
205-4½	4½ “	6½ “	76 “
266-5	5 “	7½ “	104 “

Wholesale Distributors

Caverhill, Learmont & Co.
MONTREAL

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



Samson Axes

The main characteristic of Samson Axes is reliability. Made of specially ground and tempered crucible steel, the Samson Axe is made for service and for those who want the best.



Made in light or dark finish, the Samson Axe will satisfy wherever it is used. The brand "Samson" is your guarantee of superior value.



Send Us Your Orders.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

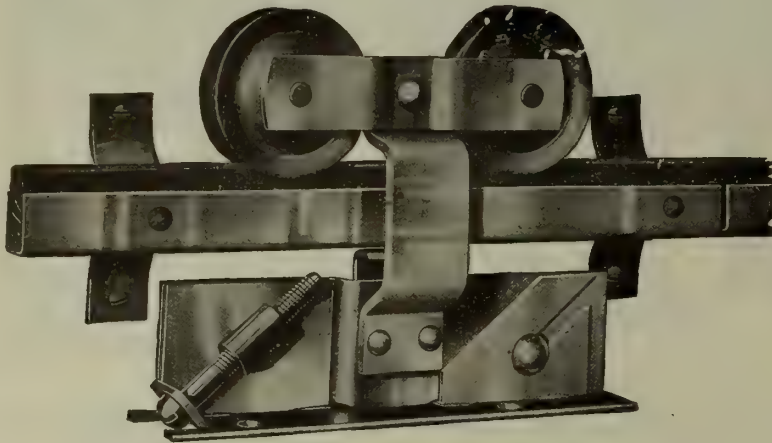
LIMITED

We Ship Promptly

Toronto

Our Prices are Right

GRAHAM NAILS ARE THE BEST



The Hatch Parlor-Door Hanger

Start off 1913 in the Right Way

TRUTH

is an important factor, misrepresentation has no place in



Crescent
Brand

HARDWARE

Our reputation as successful Hardware Manufacturers is behind all our products.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

**Every Progressive Hardware Dealer Should
Stock the "Bayard" Automatic Pocket Pistol**

The "Bayard" 32 cal. pocket pistol is only $4\frac{1}{4}$ in. long, $3\frac{3}{8}$ in. high, $\frac{7}{8}$ in. thick, weighs about 16 ozs., and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet



McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal

FRIEDR. BAURMANN & SONS
SOLINGEN, GERMANY

MANUFACTURERS OF

**High Grade Razors, Safety Razors and
Manicure Sets**

All razors are guaranteed to be forged and ground by hand.

Every piece is warranted.



The Name "Plymouth Rope"

A Personal Experience

Two dealers, two brands of rope.

Dealer No. 1. "Don't know what rope it is, we buy through the jobber." Dealer No. 2. "Plymouth Manila, best there is."

One man was just "handling" rope—the other was *selling* it. The rope made all the difference.

The name Plymouth stands for things that make rope sales *worth while*—honest quality, reliability, pleased customers.

There's profit in pushing *Plymouth* rope, in selling it *by name*, so that your customers come back for "more Plymouth"—and other goods.

Ask the Plymouth jobber's salesman. He knows. Give him a trial order for Plymouth, the ship trade-marked rope.

Independent Cordage Company, Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

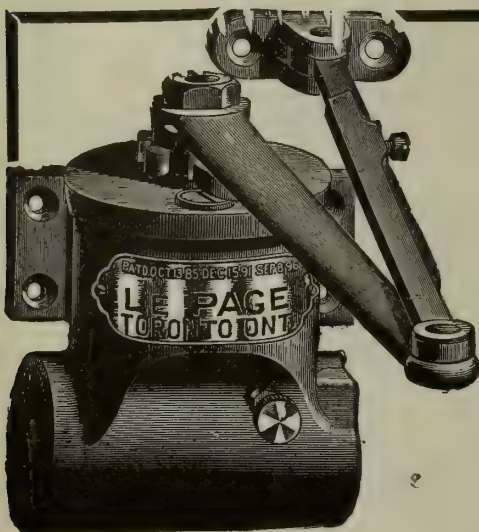
Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

Every Hardware Dealer Who Does Plumbing Work Should Get Full Details Regarding Our
BATHS, LAVATORIES, BRASS GOODS, FITTINGS, WROUGHT IRON PIPE, SOIL PIPE, SLOAN VALVES, Etc.

They Produce Substantial Profits

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG



Every Hardware Dealer Should Be Familiar with

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

It's Profitable And Is Certain To Give Buyers Complete Satisfaction

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade, as it gives a satisfaction that is essential to procure re-orders.

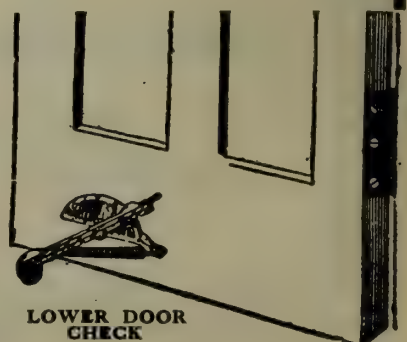
Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

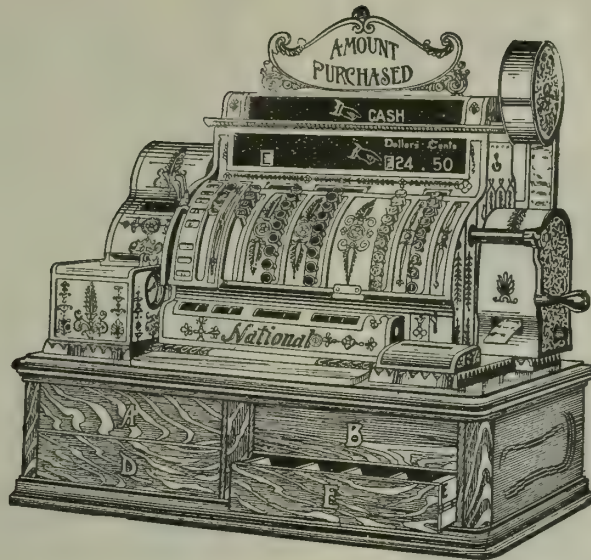
Write for full particulars now.

WM. KEATING

266 MACDONNELL AVE.

TORONTO





Was Your Store System Efficient in Handling The Heavy Holiday Trade?

If it wasn't, now is the time to improve it. You know now where it is weak, where it failed to handle the crowds and give adequate service.

Here is a suggestion.

Take your watch and time individual transactions, Note how long it takes for a cash sale to be completed: how long for a charge sale to be completed. Consider the time your customers waste while waiting for change to come, when anything but an up-to-date system is used.

Remember also, that while these customers are waiting for their transactions to be completed, they are keeping others from buying.

Consider the loss you sustain because customers in your store aren't waited upon promptly.

Then remember that with National Cash Registers, change is made on the spot, giving maximum protection with the sales slip records and the money.

A National Cash Register tells you

The amount and kind of every sale, and who made it.

That the customer got the right amount of change and that your share of the sale was protected.

That you have a record of every transaction in the store and can get your daily balance quickly and accurately.

That your clerks will be better salesmen, more careful and more accurate, because they get credit for good work and know that the blame for mistakes is fixed beyond dispute.

Naturally, as the "National" cuts out so much lost motion, your business is handled more efficiently.

You place yourself under no obligation by writing for free booklet, explaining the use of the National Cash Register in your business.

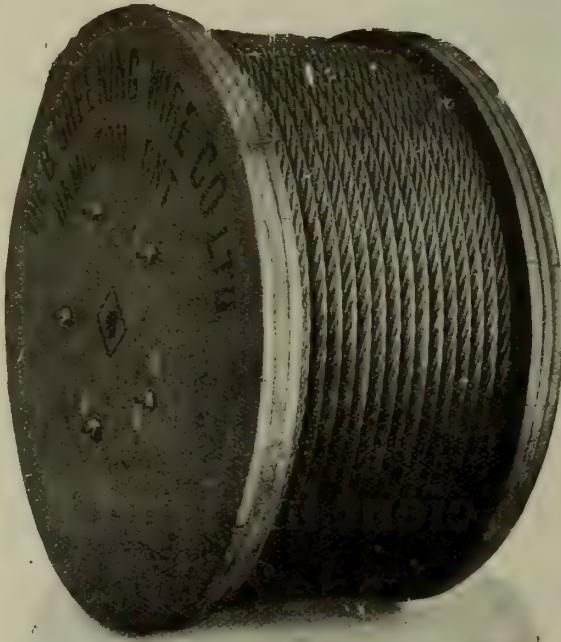
Write for this booklet NOW to

The National Cash Register Company

285 Yonge Street, Toronto

CANADIAN FACTORY - TORONTO

WIRE ROPE



Haulage and Hoisting Rope

Standard and Lang's Lay

—MANUFACTURED BY—

**The B. GREENING
WIRE CO., Limited**

Hamilton and Montreal

Rope Fittings

Rope Grease

WRITE FOR CATALOGUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

**THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.**

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



PROFITS

—That's what interests you and every other progressive dealer. And that's why the

Connor Ball-Bearing Washer

is so popular with the trade. There's a good margin of profit on every sale. It has exclusive features that make women eager to buy it. No salesman need ever cut the price to sell it.

It will pay you to get fully posted on the Connor Ball-Bearing Washer. So write for our new catalog. Every enterprising dealer should have a copy.

J. H. Connor & Son

LIMITED

Ottawa

Canada

The STELLA

Is The Best All Around
Metal Fount Oil Lamp
On The Market. . .

PRICE CONSIDERED

ANTIQUE
or
NICKLED
PLATED
FINISH



EQUIPPED
with
(D) REGAL
BURNER
and
EXTRA
LARGE
OIL CAP

DOUBLE SEAMED FOUNT

Make This Lamp
Your Leader
For

1913

It's A Whale For Pulling Trade

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

American Cans

IN SELECTING your PAINT, COLOR and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE.

HAMILTON, ONT.



The Hardwareman

*who is not
handling our*

“Metallic” Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

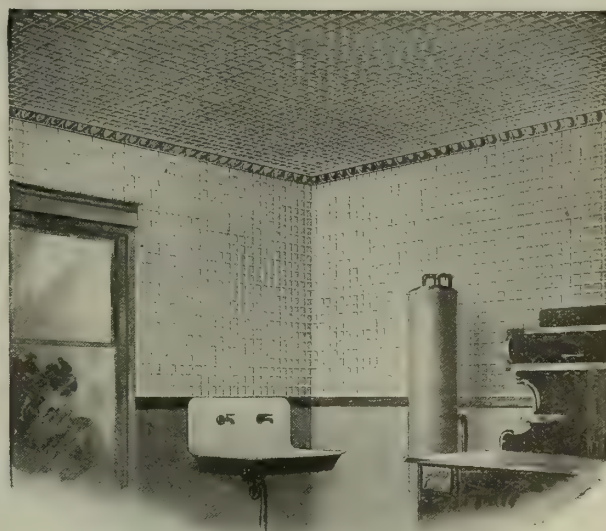
THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

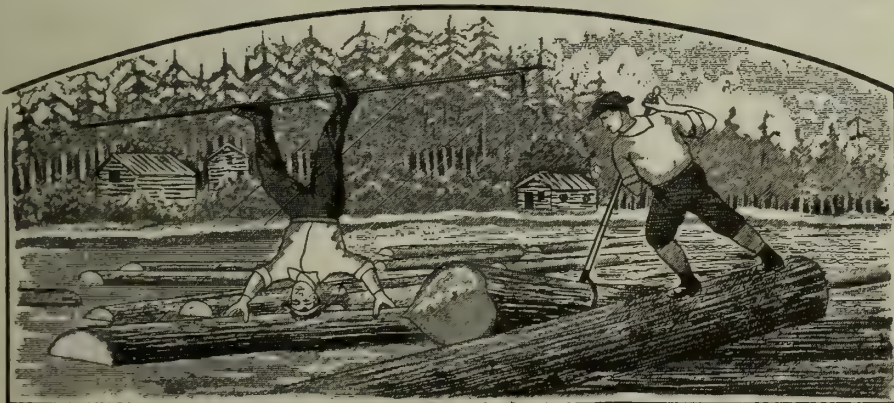
MANUFACTURERS

WINNIPEG, MAN.

*There is nothing to touch “Metallic”
for Kitchen Ceilings and Walls.*



C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

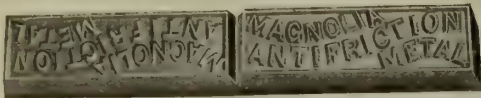
Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

HARDWARE AND METAL



MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

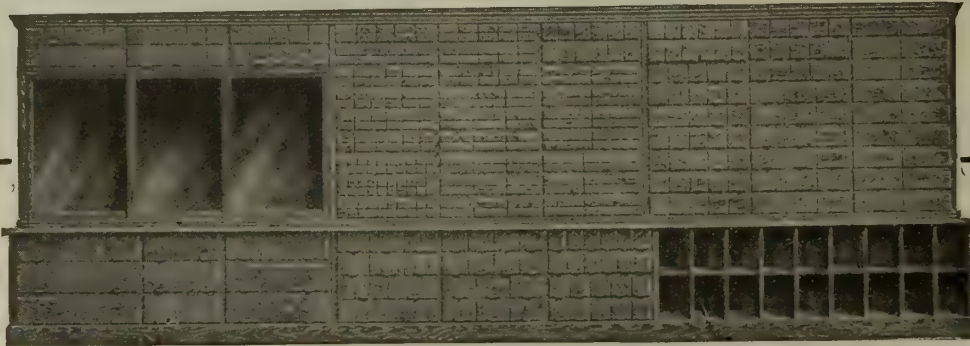
SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

225 Ambrose Street Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



BOWSER WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A.

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that *earn their wages*.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN

Stanley Tools



With every assortment of "JERSEY" VISES, a stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales.

Send for special Vise circular which contains complete description of all styles made



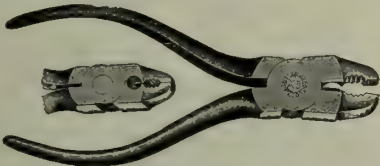
Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



DO YOU NEED ANY OF THESE?

ALL JOBBERS CARRY THEM

This  Brand



Always give satisfaction to the user. Manufactured by
UTICA DROP FORGE & TOOL CO., UTICA, N.Y.



We carry a full line of all kinds of
electrical and linesman's tools

None But The Best
Bear This Trade
Mark



You Can Always Bank
On The Red
Devil

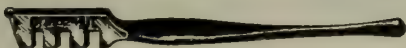
RED DEVIL GOODS ALWAYS PLEASE

RECOMMEND THE
Golden Dispatch Razor



to your customers and watch your sales grow.
EVERY RAZOR GUARANTEED

We Manufacture More
GLAZIER'S TOOLS



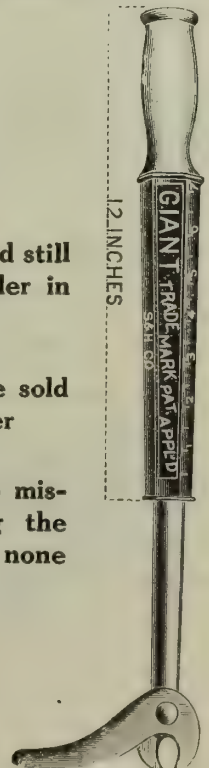
than any other concern on the continent: and we
guarantee every tool we sell. You
can't get any better.

The Giant

is the original and still
the best nail puller in
the market

More Giants are sold
than any other

You will make no mis-
take in stocking the
Giant for there is none
as good.



SMITH HARDWARE CO., LIMITED

240 LEMOINE STREET, MONTREAL

New Idea

The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand. $\frac{1}{2}$ -inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a
PERFECT CLEANER



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

IT PAYS TO HANDLE A GOOD ONE.

Made by

AGENTS—
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.

WROUGHT STEEL LIGHT NARROW BUTTS

Quality counts every time—that is the reason that M.H. goods are re-ordered by those who have once tried them,



The material, workmanship and finish of our goods are second to none. Our prices are right and deliveries always prompt. Place a trial order and see.

Have you a copy of our catalog?

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

:::

:::

CANADA

We Initiate—Never Imitate

"BIG 4" HANGERS

for

Sliding Doors



Patented April 24, 1906

Front View "Big 4" Hanger

are easy to attach, and once in position they cannot jump, the track and can only be removed at the end of the rail.



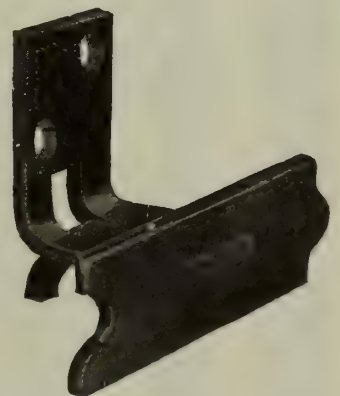
View of "Big 4" Hanger, Showing Flexible Feature

¶ When the door hangs straight down, the hanger is rigid and does not swing in the wind. The hinged-joint permits the door to swing out should anything bump against it.

¶ Wheels have roller bearings, and all exposed parts are galvanized to prevent rust. Thousands of them are in use and giving perfect satisfaction.

Braced Rail

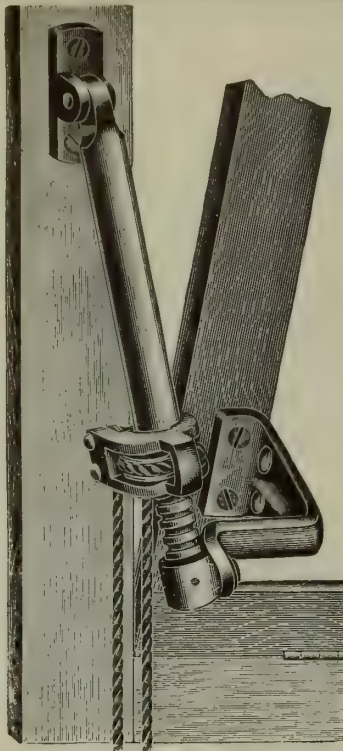
Braced Rail is made of $1\frac{1}{4} \times 3$ -16 inch steel, with brackets of the same stock. A lug is turned down which rests against the side of the building and acts as a brace, giving at least one-third more strength. The rail is furnished in 4, 6, 8 and 10 foot lengths, eight pieces of a length in a bundle.



Write To-day for Our Exclusive Agency
Terms and Prices:— They're Interesting

MADE BY

National Mfg. Co., Sterling, Ill.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY

BRAZED BEDS

LIGHTING FIXTURES

METALLIC BEDSTEADS

Bronzed, Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

"W & B" Reamers are Backed For Long Service

There are many little things which, taken as a whole, make up the refinement of "W&B" Reamers.

With the exception of a few slight differences of design, there is little by which reamer quality can be judged before actual working tests.

We make it easy for our many friends to insure the selection of tools of known merit. Every tool, whether large or small, that leaves our plant is stamped with either one of the "W&B" Diamond Trade Marks shown below.

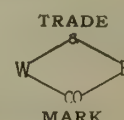
If you have used any tool with the "W&B" Trade Mark, you will naturally want all your tools of the same high quality.

Watch for the Trade Mark and you'll get all good tools can give.



Write for Catalog No. 82B.

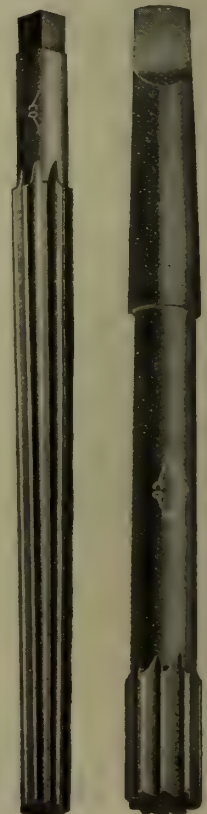
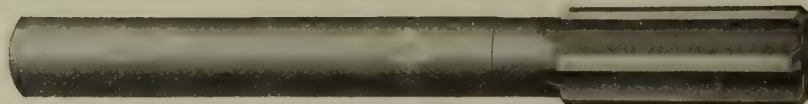
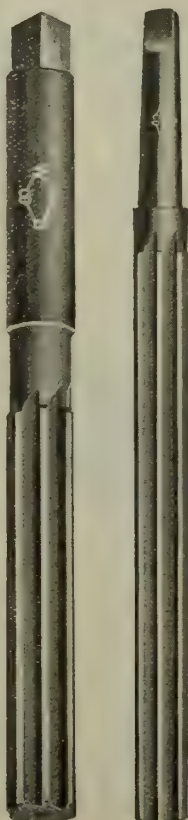
Tools of Quality Bear These Marks



The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Factory - - - St. Catharines, Ontario
Stocks Carried at Winnipeg and Montreal



You Sell The Hardware Or Do The Work For The Customer— Why Shouldn't You Sell The Metal Roof And Sides For His Building?

**You Will Be Doing Him A Service And At The Same Time Making A
Good Profit.**

OUR CO-OPERATION MAKES SALES VERY EASY

READ THIS



You require no stock to sell "Preston" Goods. We supply you with an attractive catalog which illustrates our different products.

By selling from our catalog many dealers made from \$300 to \$1,000 in commissions during the past year.

You can do it this year by getting names of prospective builders right now.

You are in an excellent position to get them. Ask your customers as they come in. They can give you lots of information. Don't hesitate about being inquisitive—it will mean more business.

Get all the information you can from prospective builders. We must know about the kind of building they intend putting up. We *must* know *which* roofing they want—shingles or corrugated iron.

Send all information to us, and we will write strong business pulling letters, about every two weeks, pointing out reasons why our products are the best on the market, till we have landed the *order for you*.

You must also keep in close touch with these prospectives by letter, or wherever possible see them personally—the latter will be most effective. We both *must* keep after the customer or someone else will get the order.

We create a demand for "Preston" goods by carrying on a systematic and aggressive advertising campaign in the representative farm papers of Canada throughout the entire year. Spending over \$50,000 in hammering home the fact about the value of Preston Metal Products—this helps the dealer.

From this advertising during the year we have received thousands and thousands of inquiries from prospective roofers and builders. We turn these inquiries into profit for the dealer.

If you are working a good prospect and can't land the order, write us. Our expert salesmen are willing to help our representatives, free of charge, to close up any hard sales.

Remember, we do most of the work and you get ALL the commissions.

Get in touch with us to-day.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

Factories at

Montreal, Quebec; Toronto, Ont.; Preston, Ont.; Winnipeg, Manitoba; Saskatoon, Saskatchewan; Calgary, Alberta

Head Office: PRESTON, ONTARIO

HARDWARE dealers and tinsmiths wanted

to act as our Agents
for the Faultless
Lighting Systems,
the safest, whitest,
brightest and most
economical light
known to science.
Better and cheaper
than electricity, gas
or coal oil. Permitted
by all Insurance
Companies. Write
to-day for special
proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO

They open up easily and the
cutting-edges always
meet accurately



P. S. & W. Hand
Tools are identified
and guaranteed
by "The
MARK of the
MAKER" shown
below.

Both these points are
appreciated by customers.
They are due to the *care-
ful fitting* and accurate
box-joint construction of

P. S. & W. No. 30 Box-Joints

These as well as other P. S. & W. hand-tools
are handled by the following jobbers. They
will no doubt order any tool you wish, if they
haven't it already in stock. If you find it
hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co.,
Ltd.; Wood, Vallance & Adams, Ltd.
Hamilton—Wood-Vallance, Ltd. Lon-
don—D. H. Howden & Co., Ltd.; Hobbs
Hdwe. Co., Ltd. Montreal—Caverhill
& Leamont; Frothingham & Workman,
Ltd.; L. H. Herbert & Co., Ltd.; Lewis
Bros., Ltd. Saskatoon—J. H. Ashdown
Hdwe. Co., Ltd. Toronto—H. S. How-
land Sons & Co.; Kennedy Hdwe. Co.,
Ltd.; Rice, Lewis & Son, Ltd. Winnipeg
—J. H. Ashdown Hdwe. Co.; Merrick-
Anderson Co.; Miller-Morse Hdwe. Co.,
Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool catalog 12-B, listing
and describing the complete line.

The Peck, Stow & Wilcox Co.

MFRS. of Mechanics' Hand-Tools, Tinsmiths'
Machines, Builders' and General Hardware.

Established 1819

Address 29 Murray St., New York, N. Y.,
U. S. A.



P. S. & W. Hand
Tools are the
largest line offered
by any one
manufacturer.



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heat-
ing stoves ever produced. It is easily operated. It is
a most powerful heater. As a Double Heater for con-
veying warm air in pipes to upper rooms it is un-
excelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates,
showing cut and description of this stove.
Once introduced in any locality a steady demand is
assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED



Before You Place Your Orders For Gas Ranges This Year

Without putting yourself under any obligation to buy
a single stove from us—

Let Us Show You What We Have To Offer

BAXTER BANNER GAS RANGES

Sell quickly and profitably because they have so many special
features and conveniences which appeal strongly to prospective
gas range purchasers.



"Baxter Banner Ranges Bake
Cake Like Mother Used To Make."

We Guarantee Them To Do Splendid Work

You owe it to yourself to investigate, and get samples of this
fine looking, quick-selling, profitable line of ranges on your floor.

Let Us Send New Catalog No. 41 and Quote Prices.

A wide variety of styles and sizes with the right price on every one.

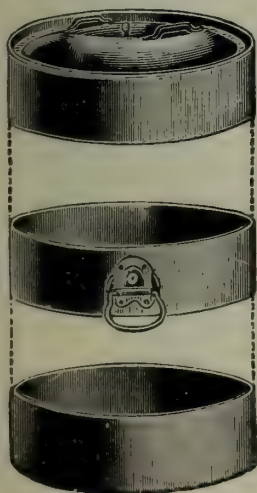
THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY CO., Ltd.
Montreal

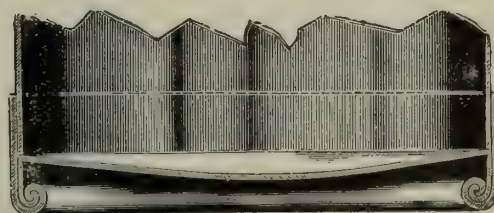
Factory: **THE BAXTER STOVE CO.**

Mansfield, Ohio, U.S.A.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and
inner rims are rolled
in and then riveted
to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all
strain on the can by allowing it to slide easily—and also saves wear and tear to factory
floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out.
They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim
Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply
promptly.

Cheese Factory sizes, from 10
to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bot-
tom, 1 cover, 1 centre hoop, 6
in. wide, 20 gal.; 1 broad top
hoop, 1 pair cover handles, 1
pair side handles.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto

McClary's SANITARY BREAD MIXER

Bowl stamped in one piece—it is seamless and absolutely sanitary. Bowl and other parts brightly retinned to prevent rusting.



Few parts and seamless construction makes it possible to clean quickly and easily. Simple construction — no complicated machinery to get out of order.

MIXES AND KNEADS SIX LOAVES OF BREAD IN THREE MINUTES.

The "Sanitary" Bread Mixer has no seams to leak—no seams to lodge decaying food particles. Demonstrate its unusual features and watch sales jump.

McClary's

London, Toronto, Montreal, St. John, N.B., Hamilton, Winnipeg, Vancouver, Calgary, Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

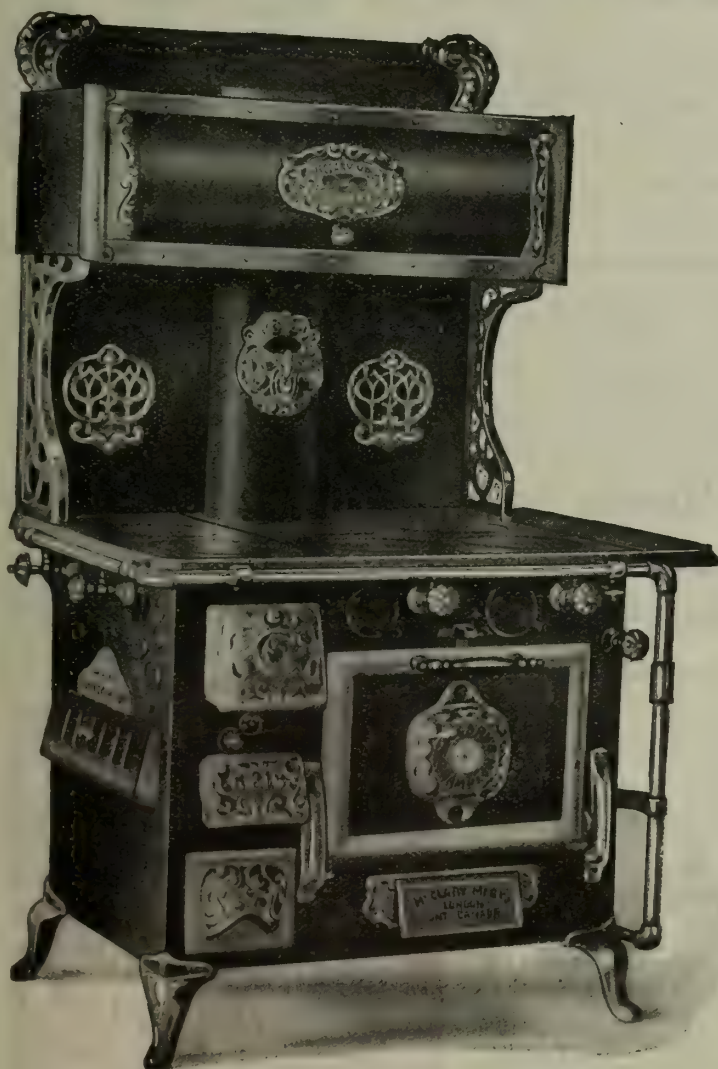
WINNIPEG

MONTREAL

VANCOUVER

McClary's

Champion Interchangeable



Two ranges at the price of one.

Semi-steel indestructible fire-box linings.

Can be changed from gas to coal or vice-versa in one minute.

Economical on fuel, labor and space.

White enamelled broiler pan.

Burns Gas, Wood or Coal

Write for Gas Stove Catalog No. 80

McClary's
Ship Quick

McClary's

McClary's
A Quality Name

Edmonton Vancouver London Toronto Hamilton St. John. N.B. Montreal Winnipeg Calgary Saskatoon

"LARGEST STOVE FOUNDRY IN THE BRITISH EMPIRE"



(Ruby Fluid Fountain Brush)

Soldering Fluids Without Harmful Features Now Being Manufactured in Canada

This month was opened in Winnipeg a factory for the production of **Ruby Fluid Soldering and Tinning Flux**, and **Red Letter Soldering Flux**.

These two lines will be of great value to Tinsmiths and Metal Workers. They have no fumes, poisonous or otherwise—positively will not poison hands or person—they leave the finished product clean and without tarnish—are harmless to the finest of metals.

Our Soldering Fluids will not damage machine, tool or man.

They enable a thin film of Solder to be layed, so saving the small extra cost many times over.

RUBY and **RED LETTER FLUX** are anti-rusting and non-corrosive. Every package is proof of this. The Solder is shipped in tin cans.

Dealers will find a Ready Sale for this Line

It fills a real need. Send for free sample and test for yourselves. Red Letter for tin only.

Ruby Fluid all Metals.



Red Letter Soldering Fluid.

Manufacturers' Agents, to introduce this line in different parts of Canada, wanted.

Our sales manager is making a trip from Coast to Coast shortly. Write us about this line at once. It is one which you can handle profitably, and if we hear from you promptly a personal discussion of the proposition will be possible.

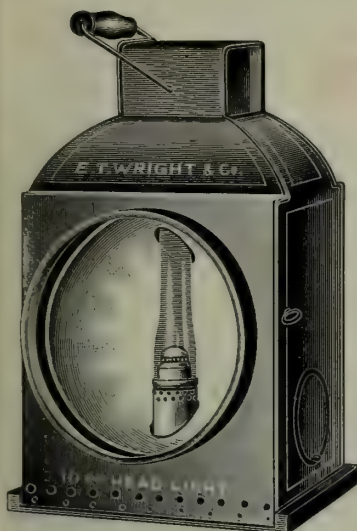


Ruby Flux Soldering and Tinning Fluid

The Canadian Ruby Chemical Company, Limited
603 Builders' Exchange, Winnipeg, Manitoba

WRIGHT'S TRACTION ENGINE HEADLIGHT, No. 10

JAPANNED BLACK



Total height, 22 inches.
Width, 12 inches.

Depth, 9 1/4 inches.
Diameter of glass front, 10 inches.

Copper parabola reflector, nickel plated, 10 1/2 in. diameter, 4 in. deep. Takes No. 87 Pearl Glass Chimney.

Special high cone nickel-plated burner, with 3/4 in. circular Moehring Wick. Capacity of Oil Tank 2 1/2 pints.

A foot rest and circular bracket with bolts for attaching to smoke stack are supplied with each Headlight. The smoke stack bracket is for a 12 in. stack, but we can supply 10 in. if required.

Supplementary parts—chimneys, wicks, front glasses, reflectors, brackets, etc., always in stock.

THESE HEADLIGHTS ARE STANDARD THROUGHOUT CANADA.

Manufactured By

E. T. Wright & Co.
(H. G. Wright)

Hamilton, Canada

Agencies at Vancouver, Winnipeg, and Toronto

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Steel Rules, Gauges,
Etc.

CHESTERMAN'S MEASURING TAPES

Linen and
Steel

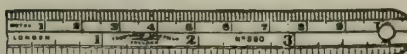
TRADE



MARKS

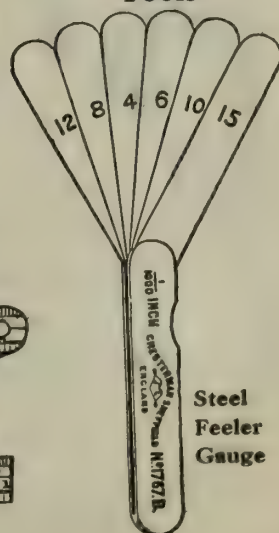


TREBLE



Steel Pocket Rule

Engineers' Small
Tools

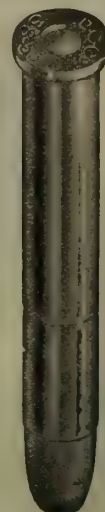
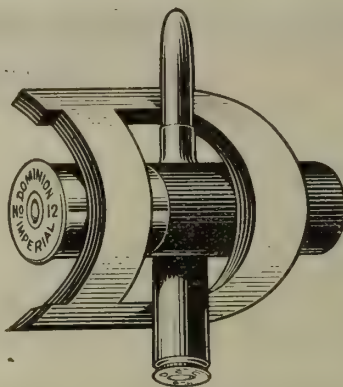
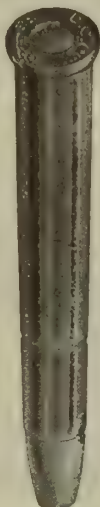


Steel
Feeler
Gauge



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Dominion Metallic Cartridges

They are noted for their fine workmanship, sensitive primers, uniform velocity, and great-killing power.

You will make no mistake when buying Dominion PROVED and IMPROVED Ammunition because every Cartridge is guaranteed. Cartridges for every Standard Make of fire-arm. For sale by all dealers

DOMINION CARTRIDGE COMPANY, LIMITED
MONTREAL, - CANADA

ANTI-DUST

**SWEEPING
POWDER**

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

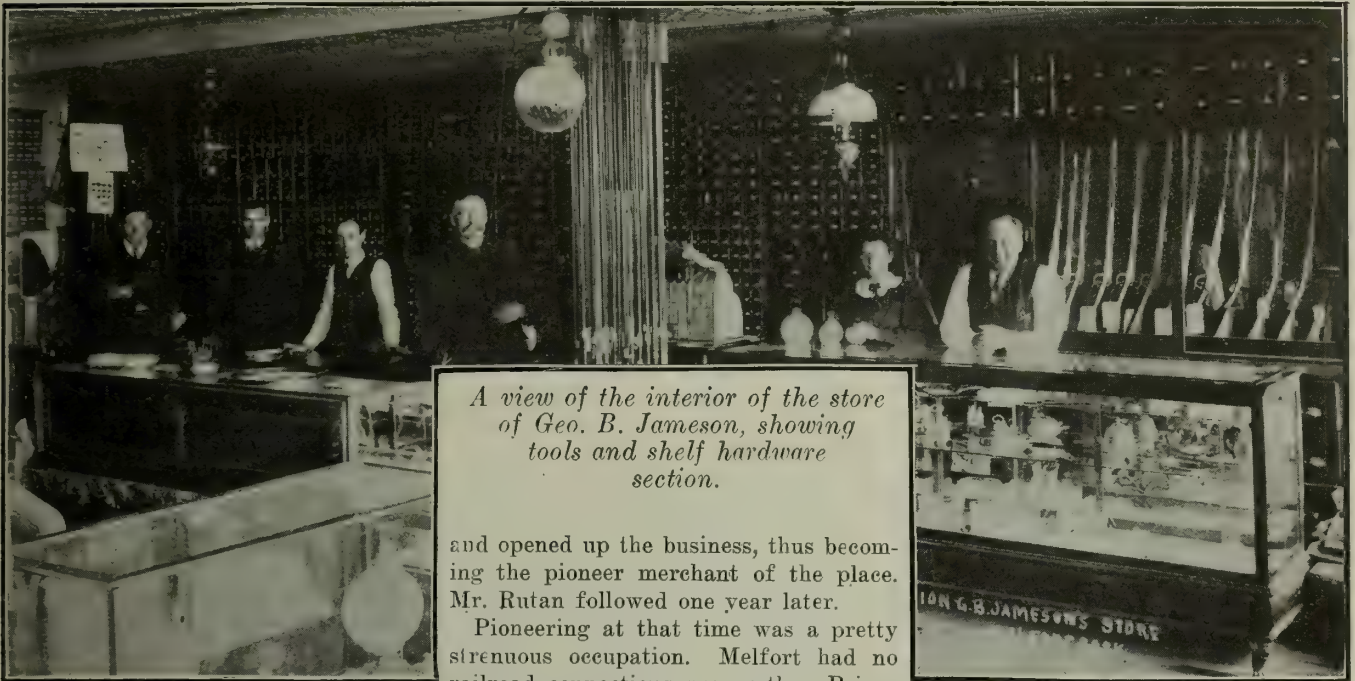
MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguiet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

The History of Aggressive Western Firm

Geo. B. Jameson Has Built Up a Big Business in Melfort, Sask.—The Principles He Has Followed Which Have Contributed to His Success—Store Was Doubled in Capacity This Year—Turnover Increased by 40 Per Cent.



A view of the interior of the store of Geo. B. Jameson, showing tools and shelf hardware section.

Stories of the remarkable success of men in Western Canada have become fairly familiar to the public. No surprise is felt when it is learned that a certain man has built up a remarkable business or carved out a big fortune in the course of a few years in that great Western country. Such stories, we say, have become familiar; but they are always interesting. And no story of more interest to hardwaremen can be found than that of Geo. B. Jameson, hardware dealer of Melfort, Sask.

Mr. Jameson has now a large store and is conducting an extensive hardware, tinsmith and plumbing business. His business is growing rapidly, as an increase of 40 per cent. during 1912 over the previous year very eloquently attests. And yet but a few years have passed since Mr. Jameson followed Horace Greeley's advice and went west.

First Located in Regina.

It was in 1898 that he went to Regina, where he took a position with W. McAusland as manager of his hardware store and tinshop. He remained nearly three years in this position, finally resigning to form a partnership with W. W. Rutan, implement expert for the McCormick Harvester Co., under the firm name of Rutan & Jameson. The firm decided to start a hardware and implement business at Melfort, Sask.

Mr. Jameson arrived in Melfort via Prince Albert, in April of the year 1901

and opened up the business, thus becoming the pioneer merchant of the place. Mr. Rutan followed one year later.

Pioneering at that time was a pretty strenuous occupation. Melfort had no railroad connections nearer than Prince Albert. Stock had to be teamed across and at many seasons of the year this was a pretty slow method of shipment. When Mr. Jameson first "trekked" in, the winter roads were breaking up and were, as a result, almost impassable for teams. He had to walk most of the way from Prince Albert and the stock was shipped in for the most part later.

In the fall of 1904, the partnership with Mr. Rutan was dissolved and Mr. Jameson continued in the hardware business for himself.

Melfort has been growing rapidly since then and the business has been growing in unison. In fact, it has even outstripped the town for the store of Geo. B. Jameson is now one of the largest and most complete in that part of the country.

Doubled His Store.

The first store was 20 feet by 24, but this was soon found to be inadequate and a new store was put up 44 feet by 78. It has been more than doubled during the past year and many improvements have been made in the way of interior arrangements and fixtures. The improvements have included the installation of 40 feet of oak wall cases for shelf hardware, two silent salesmen and bolt racks. A new lighting system and a heating plant have also been installed during the past year.

Metal ceilings are a commendable fixture of the new store.

The accompanying plan shows the ar-

range of the store. It possesses, among other good features, an exceptional frontage with two entrances. The floor space thus provided is sufficient for the carrying of a large stock and the proper placing of the same. To the right, on entering, is the shelf hardware, the tools, silverware and similar lines. To the left is the stove stock. The centre of the store is occupied largely by tables with enamelware and tinware. The paint department is at the rear but is well displayed.

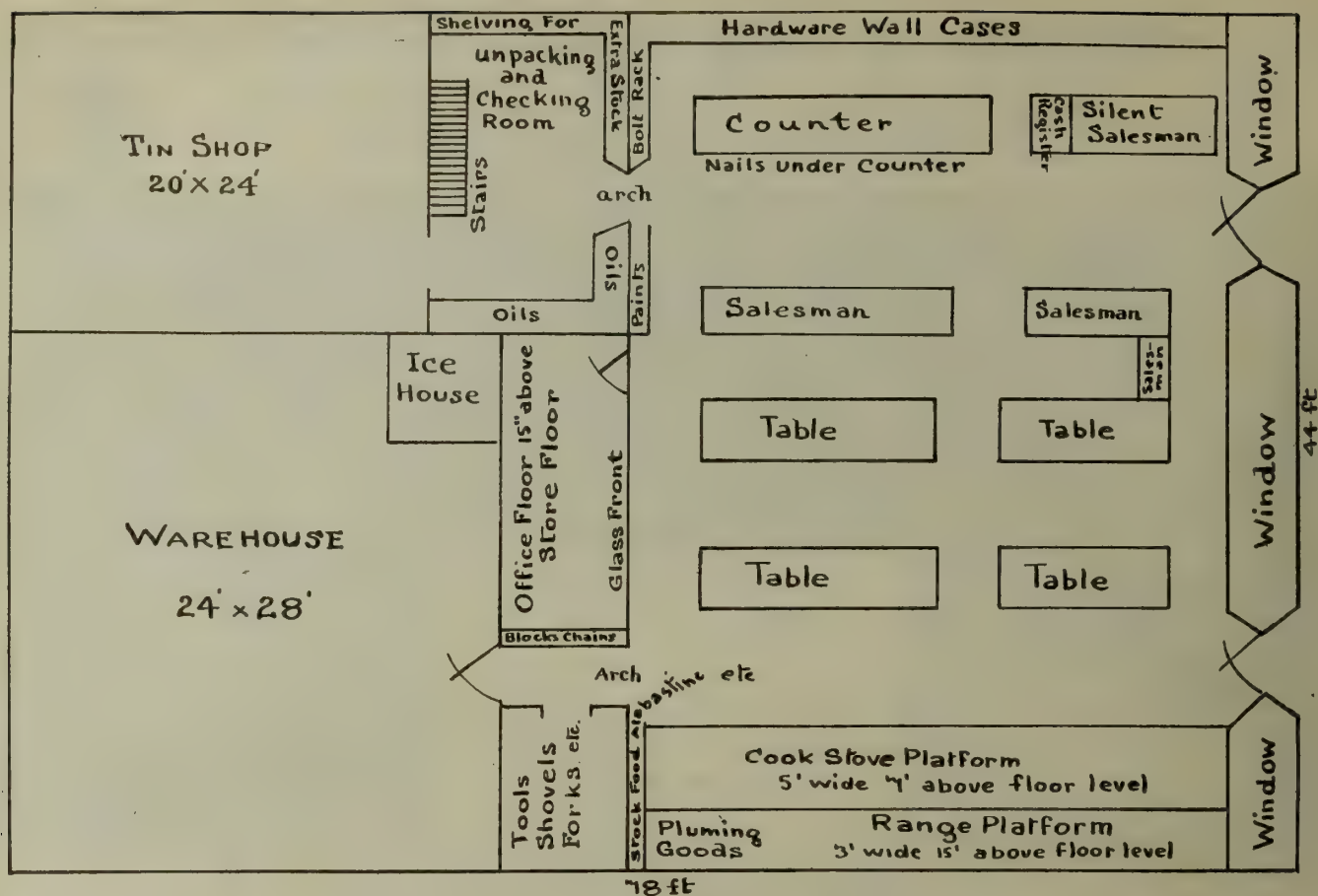
As will be seen from the plan, ample space is left at the rear for office, shipping and receiving room, tinshop and plumbing workroom.

Displays Goods on Tables.

Mr. Jameson has found that the displaying of goods, such as enamel and tinware, on tables is more effective than having these lines set back on shelves. People are able to walk around and examine the goods. They cannot help but see the stock, whereas if it were placed high up on some shelf it would be brought down only when specifically called for. He has found that many sales are made as a result of people being able to pick up and examine any article which may attract their attention.

Stoves on Platforms.

Another arrangement which has been found effective is the placing of the



A floor plan of the store of G. B. Jameson, Melfort, Sask.

range and stove stock on elevated platforms along the one side of the store, with the ranges back against the wall. It has been found that this arrangement gives the stock a much better appearance. As an added advantage, more room is provided for showing the stoves to customers.

It has been found that stove sales have increased very materially since the stock was arranged in this way.

Reasons for Success.

Mr. Jameson has had a regular measure of success since the establishment of the business, each year seeing an increase. It remained for 1912 to prove the banner year, however. The increase in business done during 1912 was about 40 per cent. which, all will agree, is conclusive evidence of aggressive handling.

Mr. Jameson ascribes his success to the following reasons:

1. A thorough personal knowledge of all departments of the business.
2. A personal supervision of all departments.
3. Personal knowledge of the requirements of the Melfort district and careful buying of stock to suit the trade.
4. The employment of a capable staff.
5. Giving every legitimate inducement.

ment to the public to pay cash and giving credit to only A-1 customers.

6. The use of a cash register and the keeping of a close check on every detail of the business.

It will be agreed that any merchant who could carry out the programme thus laid down, would reap a bountiful reward in the shape of new business. Mr Jameson has rigidly maintained the principles that he has laid down.

Despite the fact that it has entailed a great amount of work, he has kept closely in touch with each department of the business and has given careful supervision. This has resulted in a general efficiency. There have been no

FACTORS IN SUCCESS.

Thorough knowledge of all departments.

Careful personal supervision
of all departments.

Personal knowledge of locality requirements.

Employment of capable staff.
Giving every legitimate in-

Use of cash register and the

keeping of close check on business detail.

weak departments to eat up the profits made in the paying ends of the business.

Credits have been very carefully supervised. While the business is not on a straight cash basis by any means, the strongest efforts are put forth to induce cash purchasing and the granting of credit has been very carefully supervised. The result has been the minimizing of loss from bad debts and the elimination of much of the worry and cost of collections.

Carries a General Stock.

A large stock is carried of shelf and heavy hardware, builders' supplies, tin and enamelware, household appliances, stoves, paints, oils and varnishes.

In addition to the retail end of the business, a large connection has been worked up in tinsmithing, heating and plumbing work. Among other contracts now being handled is one for \$9,000 for the steam heating, plumbing, metal work and builders' supplies for the new public and high school building.

Something About the Man.

So much for the business. Something about the man also will be of interest.

George B. Jameson was born on January 1, 1874, at Arkwright, Bruce county, Ontario. His parents moved a short

time afterward to Owen Sound, where he received a good education at the public school and collegiate institute. Leaving school in 1893, he entered the employ of Christie Bros., with whom he remained for a term of five years. During that time he received a thorough knowledge of the hardware, tinsmithing, plumbing and heating business. From Owen Sound, he proceeded direct to Regina and his subsequent business career has already been traced.

But the subject of this sketch has by no means confined his activities to his own business. He has always taken a keen interest and an active part in public affairs. In July, 1907, the first town council of Melfort was elected and Mr. Jameson headed the poll with a total of 101 votes out of 121 cast. He served

a term of two and a half years as chairman of the fire and light committee.

As a result of the good services he had rendered in an aldermanic capacity, he was elected mayor by acclamation in 1910. The following year, he was re-elected without opposition. At the expiration of his term, he had intended to retire but, owing to the fact that the town had decided to instal a system of waterworks, sewerage and electric light at a cost of \$125,000, he was urged by a large number of citizens to remain in harness. As he had given much careful study to the matter and had more practical knowledge of the installation of such works than the average citizen, through his business experience, he finally consented to stand again for the office of councillor for another two-year

term. Being elected, he was appointed chairman of the waterworks and sewerage committee.

But this does not represent the limit of the scope of his activities. He was chief of the town fire brigade for a period of four years and is also a member of the Melfort band.



Death of Hyman Miller.

A despatch from Los Angeles announces the death there of Hyman Miller, president of the Miller-Morse Hdwe. Co. of Winnipeg, and a former citizen of Toronto. For the past year Mr. Miller has been traveling for the benefit of his health. The body will be brought to Toronto for interment.



The top picture shows the stove department at the left side of the store on entering—The lower view is of the household goods and paint departments—The insert is a picture of Geo. B. Jameson, the proprietor.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway. N.Y. Phone 2000 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, January 11, 1913

THE PROPOSED STEEL INVASION.

THE announcement that the United States Steel Corporation proposed to establish a branch plant at Sandwich, Ontario, has not created the degree of interest which usually attaches to proposals of this nature. No consternation is apparent in the Canadian steel industry at the possibility of opposition thus close at hand. As a matter of fact, the demand in Canada for iron and steel products is showing a remarkable advance and, with the broadening of the field, such opposition would be felt in lessened degree. But there is another reason why the proposed invasion can be regarded with a degree almost of equanimity. There would be less "dumping" of steel products into Canada, if the U. S. Steel Corporation followed out their present plan. Thos. Cantley, of the U. S. Steel Co., is responsible for the statement that U. S. companies, during the first half of last year, "flooded our market with both new pig-iron and finished steel cars dumped into Canada quite irrespective of profit or even cost of production."

It is not unreasonable to assume that there would be less dumping if the chief American company placed themselves definitely and openly in the Canadian field.

The Financial Post contributes another reason why the invasion might prove beneficial in at least one respect. "It is quite possible," says The Post, "that following the establishment here of the U. S. Steel, the Dominion Government may decide to strengthen the position of the Canadian steel trade by changes in the tariff. This of itself would stop much of the dumping which has been such a serious factor in the Canadian Steel history of the last two years."

AMERICAN TRADE ADVANCES.

ALTHOUGH Canada has passed the stage where trade conditions here reflected accurately the situation on the other side of the border line, the American influence is still strong. It is interesting, therefore, to note that the United States has passed an exceptionally prosperous year, according to trade statistics. The foreign trade of the United States in 1912 will show a higher record in both imports and exports than in any previous year.

Eleven months' figures just compiled by the statistical division of the bureau of foreign and domestic commerce indicate that the imports of the year will approximate \$1,800,000,000, against \$1,563,000,000 in the former record year for imports, 1910, and that the exports will approximate \$2,400,000,000, against \$2,093,000,000 in the former high record year for exports, 1911. The calendar year will break all records in the value of both imports and exports.

THE STOVE PEDDLER.

THIS is the time of the year, says Trade (Detroit), when the itinerant stove and range peddler gets busy calling upon the farmers throughout the country, and by devious methods foisting upon them at an exceedingly high price stoves which can be duplicated for much less money at the store of any reputable dealer in the district. In some sections the merchants have in past seasons seized the bull by the horns, and by personal visits to the farmer trade, and through the dissemination of printed matter warned the people of the community against the wiles of these trade pirates. Stove dealers who have felt the inroads of the range peddlers in the past and have made no determined effort to sidetrack these gentry, should give consideration to the subject at the present time, and either personally or in conjunction with other merchants extend the warning throughout the district in which they operate.

The stove peddler makes himself obnoxious in Canada as elsewhere, and the advice given in the above extract may well be considered by Canadian hardware and stove dealers. The advice is sound and timely.

SHOULD PROTECT THE RETAILER.

A CORRESPONDENT in this issue complains that in many lines the retail hardwareman in the West cannot buy goods as low as the mail order houses sell. Complaint is also lodged against an oil firm which sells to the consumer in small lots at the same figure that oil is sold to the retail merchant. This practice is both extremely unfair and inadvisable. If the public could obtain oil only through the retail dealer, the oil companies would sell just as much and would be saved the expense of catering to the consumer. Thus from their own standpoint, the practice of going over the dealer is neither expedient nor profitable.

The retailer who buys in bulk is entitled at the least to protection in the matter of price. By selling thus direct, the company in question is creating a situation which does not hold forth promise of benefit for anyone.

A HELPFUL STOCK RECORD.

NOW that the Christmas holiday trade is over for another year, retailers should sit down and consider what goods sold the best, what arrangements proved adequate, and wherein lay the shortcomings that meant loss of business.

One of the most important things is a knowledge of how much of each Christmas line was sold, how much left over or how much could have been sold if it had been in stock.

Those retailers who operate a cost book the year round in which all purchases are entered will have most of this information. If, however, no yearly cost book is used, there will be nothing to depend on but memory when

goods are being ordered next fall for Christmas, unless records are kept of goods bought and sales for Christmas, 1912. Memory is too fickle to be depended upon.

It is important in such a record that there should be shown amount of held-over goods as well as the quantities of others that could have been sold if buying had been freer. The manager of any store who keeps in touch with stocks required, should undoubtedly have this information.



THE METAL SITUATION.

IT IS agreed that the situation in regard to metals is unusually good at the present moment. Structural and railroad work will be very heavy in Canada this year and this will mean an increased demand for practically all metals. The high prices prevailing in practically all lines will not be a deterrent feature. Buyers seem quite prepared to pay market prices, and are estimating their requirements with confidence.

Rumors of depression have been heard, but no tangible evidence of retrenchment has yet been felt. It seems quite safe to predict that the coming year will see a continuation of prosperous conditions in the metal industries.



POINTED EDITORIALS.

Everything points to a very prosperous year in the cement industry.

* * *

"No price cutting during 1913," is the best resolution a retail dealer could make.

* * *

The Ontario convention is not far off now. Dealers should begin to lay their plans to attend.

* * *

The Hudson's Bay Co. are building a million and a half store at Calgary, a striking evidence of the growth of the West.

* * *

The flourishing business being done by catalogue houses proves that efficiency does not prevail generally in the retail trade.

* * *

Determine to make every month of 1913 better than the corresponding month last year, and back up determination by systematic work.

* * *

The success of a window display should not be measured by the number of people who stop to look at it, but by the number of sales it develops.

* * *

The weather man is "putting up a job" on the retailers of this country. How will the hardwareman clear out his stock of skates, snowshoes and sleigh bells if ice and snow delay any longer in putting in their appearance?

* * *

Some of the weather-wise are predicting a late spring. Of course, the weather prophet misses his guess more frequently than dabblers in prophecy of any other kind. At any rate, the hardwareman should see to it that his spring supplies are secured in plenty of time.

* * *

The announcement that big league baseball teams will leave in a few weeks for spring training quarters is the only thing that brings us to a realization of the fact that winter is "getting on." To borrow a Celtic prerogative we may remark that unless there is a hurried change winter will be over before it begins.

The Cement Situation

IF reports from the United States re the demand for cement can be accepted, it is not at all likely that there will be much American cement imported into Canada this year. The demand has grown to such proportions that the present outlook is that the United States mills will be kept too busy supplying home demands to attend to foreign markets. President Morron of the Atlas Co., says:

"The cement industry is in a splendid condition. Prices are firm and I expect to see them go higher in the coming year. Projected construction work at the beginning of 1913 will require from 3,000,000 to 4,000,000 more barrels of cement than at the same time last year. The demand for this material is growing in all lines, and its availability for all kinds of construction work is being more recognized. Its use in road building is creating a constantly growing market. Some idea of the enormous consumption of cement for this purpose in the future may be gained from the fact that 2,500 to 3,000 barrels of material is required to each mile of road."

The first effect of this extraordinary demand is seen in an increase in prices. During the early part of last year, cement prices in the United States were very low. On March 1 cement in bulk at the mill sold as low as 55 cents a barrel in some districts. Big contractors took advantage of these low prices, and building assumed great activity, with the result that before July 1, stocks had been greatly reduced through the increased demand. In midsummer the Atlas Portland Cement Co., which had maintained a price of 65 cents, announced an advance of 5 cents a barrel. Other companies followed this increase, and within the next six weeks, owing to the continued heavy consumption, the price advanced in the aggregate 20 cents a barrel, making the quotation 90 cents bulk at mill, or 25 cents more than in March.

With a big demand and satisfactory prices at home, the U. S. mills will not likely show the same energy in going after Canadian trade as formerly.

Turning to the Canadian situation, it is quite apparent that very similar conditions exist in this country. Construction work during 1913 will be heavy. Railways will be particularly large buyers of cement. It is not beside the mark to say that the consumption will be heavier than during the past year, when the demand threatened at many stages to far outstrip the visible supply. The Canadian mills, however, are being equipped to meet the increased business, and it is confidently stated that the requirements will be filled satisfactorily. A prosperous year promises in the cement business.

Eight-storey Hardware Building

Cragg Bros. Co., Halifax, Have Moved Into Their Handsome New Establishment—A Fireproof Building in Every Respect—Modern Equipment Installed Throughout—Two Mezzanine Floors in the Retail Store.

The new hardware establishment of the Cragg Bros. Co., Halifax, which is now completed, is undoubtedly one of the most complete of its kind in Canada. As the accompanying illustration shows, it is a building of unusual size and of considerable architectural beauty. Interior arrangements are modern in every respect.

On January 11, 1912, the former store of the company was burned out. Profiting by the costly experience gained in this way, Cragg Bros. decided that they would guard against any possible further loss from fire. This idea was followed closely in the construction of the present building. It is as completely fireproofed as it is possible for a building to be. The walls, floors and ceilings are all of solid concrete. The window frames exposed to fire risk are of steel with wire glass. On the storage floors there is not even wood flooring, cement having been used.

Standing eight storeys and basement, the building is a veritable skyscraper for Halifax. It is, in fact, the tallest building in the city. The structure is of reinforced concrete, the main frame taking the place of the ordinary steel construction and having aprons of tapestry brick between the beams and pillars.

A Thorough Equipment.

Equipment of the most modern type has been installed throughout. An electric passenger and freight elevator has been installed. An electric dumb-waiter provides the means of moving small packages among the various departments in the building. Electric cash carriers and an inter-department phone system are other features.

The Retail Store.

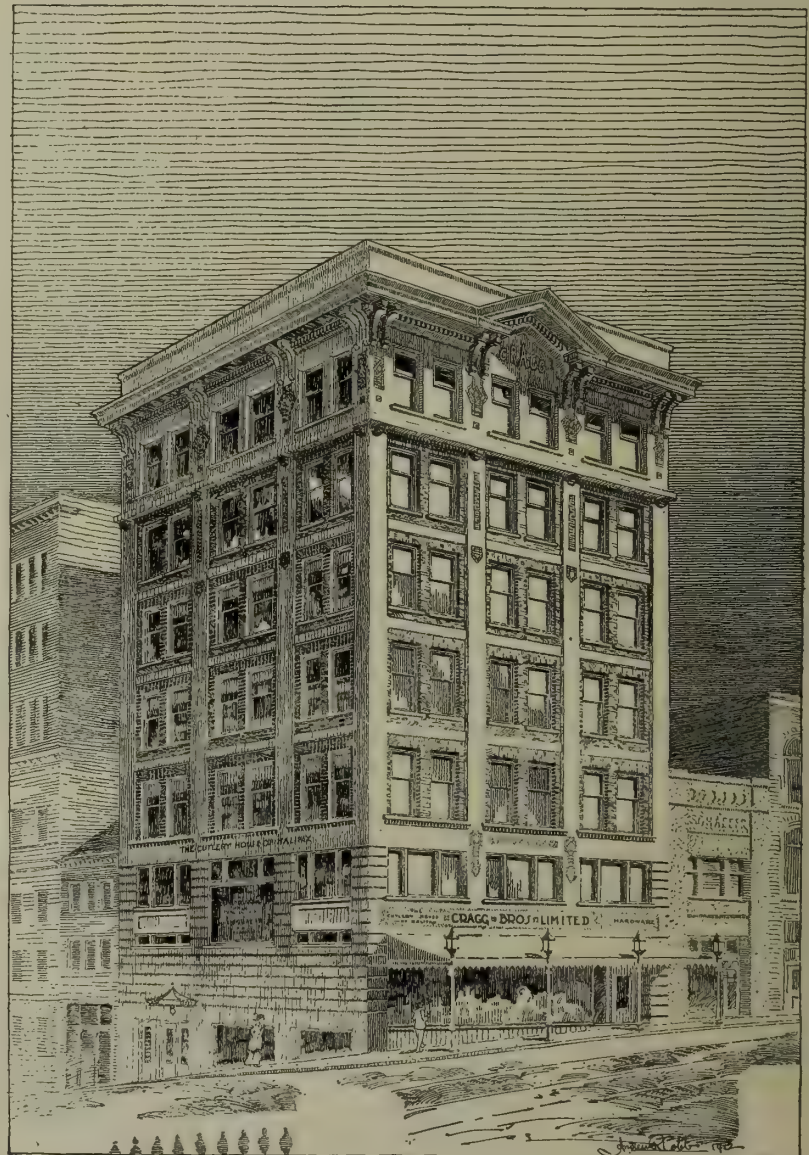
The retail store is on the ground floor. Large floor space is thus provided but to render possible the display of a still larger stock, two mezzanine floors have been installed. The result is that, not only is it possible to stock and display a much larger variety of goods, but the interior appearance of the store has been heightened considerably.

Modern fixtures of weathered oak have been installed throughout the store.

New Store Opened.

In order to be properly housed for the Christmas trade, Cragg Bros. moved into the new building early in December, the doors being thrown open to the public on the fourteenth day of the month. It is intended to hold a grand formal opening as soon as the building is finished in every detail.

In the course of an interview with the representative of Hardware and Metal, F. J. Cragg spoke most optimistically of the future of Halifax. Everything points to continued and augmented prosperity. He believes that the construction of this fine new building was based somewhat on a premonition of the good things that the future holds out.



The new hardware establishment of Cragg Bros. Co., Halifax—A modern building with complete equipment.

Find Motor Trucks Give Better Service

Vancouver Firm Use Two Trucks of One and a Half Ton Capacity and Have Found the Results Highly Satisfactory—The Cost of Upkeep and Operation Has Been Greater Than Horse Delivery, They Have Found.

Vancouver, Jan. 6.—That the day of the horse is passing and that there is a strong possibility that motor trucks will be universally used in the near future for the delivery of goods is indicated in Vancouver by the large number of firms which have forsaken King Horse for electric power.

One of the leading firms to adopt motor traction is Lewis and Sills, who are the owners of the largest hardware house in British Columbia. Their premises on Hastings Street East have a frontage of about 50 feet and extend backward 130 feet. This space, however, is inadequate to stock their large supplies and the result is that four cellars, each 70 by 40 feet, are continually stocked.

The firm caters almost exclusively to builders' hardware supply and in the delivery of goods they find that motor trucks are much to be preferred to horses. Interviewed by the representative of Hardware and Metal, A. E. Lewis, brother of one of the founders of the firm, and under whose management the business has been built up to its present splendid position, said that while motor trucks were more expensive than horses, they saved considerable time. As an instance he remarked that a delivery which would take a team of horses six hours would be made by the motor trucks in a third of that time. The cost of operating a motor truck was about ten to fifteen per cent. higher than a team of horses. But the results obtained more than made up for the expense and, consequently, while there was a greater expenditure of money there was a considerable saving of time. Taken all round, Mr. Lewis declared that the motor truck in the end was the most profitable although more had to be paid for its upkeep.

The firm operates two motor trucks, each with a capacity of one and a half tons. They have used them now for over twelve months and therefore Mr. Lewis is in a position to state authoritatively as to their value.

In the delivery of their goods the firm finds the motor truck the most adaptable. Ranges are received in carload lots and some idea of the big delivery system of Lewis and Sills may be gathered from the fact that during this year they have disposed of over 1,100 of them.

ENDORSES SUGGESTION OF CO-OPERATIVE BUYING.

Neepawa, Man., Dec. 31, 1912.

Editor Hardware and Metal:

Dear Sir,—A letter from an Ontario merchant in a recent issue of Hardware and Metal proposing co-operation among retailers in buying, and your editorial comment attracted my attention very specially, and I would be glad of space for some remarks in regard to them.

Retail merchants may as well face some unpleasant facts. In an advertisement in a recent Winnipeg daily, the T. Eaton Co., offered polarine oil in gal. tins at 57c a gal. The oil costs retailers 78c. f.o.b. Neepawa. The same house on one page of a catalogue issued recently offer articles of granite ware that cost us 12.80 a doz. for 1.00 each; another line that costs us 60c. for 60c., and another line that costs us more than 80c. for 79c. These are not the only articles in that catalogue that could be mentioned. The prices to the trade I have quoted above are net and f.o.b. Winnipeg.

Another case that demands immediate consideration is this: I have it on undoubted authority that an oil company will send out two travelers in 1913, one set to call on the retailer and the other on the consumer, and they will sell both at the same price in small lots, which by the way will be no changing of policy—they are doing so now.

Now in the light of these things I fail to understand why you should discourage the idea of co-operative buying. I most heartily agree with my friend from the province east in the proposal of his letter. It is well known that the big buyers get the low price. That is exactly why the departmental can undersell—he underbuys. And he will do so as long as the retailers pursue present policy of each man buying his little grist. As far as I can see, there is no reason under the sun why a buying association cannot be formed among retailers. When goods are largely imported from foreign countries I can understand that the wholesaler has a place because he can act for hundreds of merchants in matters connected with foreign trade that individual merchants could not attend to, but goods manufactured in Canada at least might surely be bought direct from the manufacturers. No one denies that a saving can thus be made, and in the case of the oil matter I venture to suggest that a strong enough combination could be formed, without capital invest-

ed, to force the oil people to a better treatment of the retailer than that outlined above.

Your suggestion that some other method than that suggested by your Ontario correspondent can be found to bring about better conditions is simply answered by another question; how have any concessions of value been got in the matter of price except by some such methods? The very nature of the present competitive system seems to teach that the retailer must, and should, be left behind in the race unless he can buy cheaper in a great many lines. How can he buy cheaper except he buys larger? Your own reference to the patrons of industry having been a failure seems to me beside the mark. That organization had a correct principle so far as their co-operation in buying was concerned. Where they erred was in that they attempted to eliminate the experience of the retailer from the retail business. No business can be run without experience, and the retailer will always have a place right next to the consumer—he is one middle man who must remain. But the patrons in many cases thought they needed no experience to run a retail business. And they also failed because they simply could not hang together. I think there is general unanimity of opinion in that regard. And that is what is the trouble with the retailer today. They need to hang together or they may fall together.

What do some others think of it.

Yours truly,

W. E. N. KING.

We desire to make it clear that Hardware and Metal's objection to the suggestion that a co-operative buying association be formed was taken on the ground that such bodies had proven impracticable in the past. The confiction of individual interests, which played so large a part in the failure of the Patrons, has always manifested itself. For that reason, Hardware and Metal felt impelled to suggest that other measures would be more successful in relieving trade evils.—Editor.

A STRONG APPEAL.

The following notice on a card has been sent out by the secretary of the Canadian Hardware Manufacturers' Exhibitors' Association:

Exhibition, Hamilton, Feb. 17-21, 1913.

Sam, our blacksmith, says: "There ain't much use startin' in to shape a chunk o' cold steel—you got to get out every hardware dealer in the country to your convention, warm up his enthusiasm by showing him your lines and shape him into a customer." Sam's a pretty straight hitter. I'm taking his advice. Won't you?

Methods of Following Up Stock-Taking

After-Inventory Sales are Found Effective—They Serve to Arouse Interest in What Would Otherwise be a Dull Season and to Clear Out Odd Lines of Left-Over Goods—The Proper Use of Mailing Lists.

The majority of hardware dealers have been busily engaged during the past week or two in taking the annual inventory. The real condition of the firm's business will be disclosed if the inventory is properly taken, and in addition, the merchant, who takes stock carefully and systematically, will find that, despite the precautions taken during the year, he will find slow selling lines and over stocks. Odd lots of certain lines will be disclosed that could be cleared out with a little effort on the part of the merchant and his salesmen.

The goods above mentioned are the ones that afford many merchants a good opportunity to run an after-stocktaking or inventory sale. The period following stock-taking is usually a quiet one for the hardware dealer, unless he makes a special effort to get business. By running a sale, the merchant can often show a nice increase during a slack season and at the same time clear out goods that are not bringing returns.

By clearing out the odd lines the merchant is enabled to start the new year's business with a clean and well assorted stock. In running a successful after-stock-taking sale the use of store windows and newspaper advertising may be turned to advantage. The use of plain well-figured price tickets is also important and many lines may be sold by simply displaying and pricing goods in plain figures. Personal contact can also be used very successfully in disposing of sale goods.

Use Ten Tables.

One firm that have been running an after-stock-taking sale for some years have about ten tables that are put into use during the sale and are used for displaying the goods. It has been their experience that by drawing the attention of customers to the goods, they can make many sales and that it is surprising how many people will buy unseasonable goods if they are offered at a slight reduction in price. This firm have no trouble in clearing out lines such as cutlery, household goods, etc., in this manner but they have found that the best way in which to clear out odd lines of builders' hardware is to go after the jobbing contractors, who as a general rule are always anxious to secure odd lots of hardware if offered at special prices.

The Use of Mailing Lists.

Several successful firms have mailing lists and make good use of them in no-

tifying customers of special sales or new lines. A mailing list may be gotten up as a general list or under special headings such as contractors, mechanics, householders, etc.

The Question of Price.

It is usually considered good business to clear out odd lines at reduced prices, rather than carry them in stock for a long time and try to secure full price. In many cases it is not necessary to make large reductions in price.

Too many dealers are in the habit of taking it as a matter of course that January is a slow month for them and do not make a special effort to increase their business during that period. In stores that cater to the Christmas trade there are always a number of novelties, and hardware specialties left over and these may often be disposed of during the sale.

It is the custom of many of the large departmental stores to run annual after-inventory sales during which they offer special leaders and in this manner they attract the attention of the public.

The buying of goods in season is not adhered to at the present time to the extent it was some years ago and many sales of unseasonable goods are often made by running special sales and offering the goods at reduced prices.

The best time to run the sale is during the month of January at a time when the merchant and his men have plenty of time to pay special attention to the lines that should be disposed of.



CANADIAN OIL CO. CONVENTION.

Toronto, Ont.—The annual convention of branch managers and salesmen of the Canadian Oil Companies, Limited, was held here, starting on January 2.

J. E. McCormick, Dominion superintendent of sales, opened the proceedings with a very forcible talk on salesmanship and also outlined his ideas as to what should be accomplished for 1913. His remarks were attentively listened to and the discussion that followed proved conclusively that an interchange of ideas is always beneficial.

M. J. O'Leary, H. H. Dryden and T. B. Craig, of the city staff, gave a practical talk on lubricating oils. The question which was discussed thoroughly by the various representatives and the questions asked showed the interest taken in the proceedings.

The subject of refined oils was opened by R. J. Patterson, who in a very plain and convincing manner held the attention of the convention. His remarks were chiefly regarding the distribution of coal oil by tank wagon and showed an intimate knowledge of the question.

A. Morris, who works the northern district, addressed the meeting, and spoke on the handling of refined oil in barrels.

January 3 was given to the paint and varnish department. E. J. Hobs, the chemist of the company, gave a practical demonstration of the various paint products manufactured by the company and explained thoroughly the proper methods of using them.

Neil Macdonald gave a selling talk on prepared paints and specialties and asked the staff for a hearty co-operation, which was promised very enthusiastically.

Frank C. West, treasurer of the company, who has been appointed sales manager for Ontario, gave a very convincing talk on co-operation between the office and field men.

John C. Innis, general accountant, discussed in an able manner the relations of the accounting department to the selling end.

The proceedings came to a close with a banquet at the St. Charles, presided over by J. E. McCormick. After full justice was done to the menu the evening was spent in "Song and Story." The chairman thanked all for their attention and the "Feast of reason and flow of soul" came to an end, good-bye's were said and every member of the staff departed full of enthusiasm for the coming year.



THE VALUE OF COURTESY.

The following placard has been posted in the hardware department of Wanamaker's Philadelphia store:

Courtesy to One Another.

Courtesy is a coin of which we cannot have too much or ever be stingy with. Court manners in olden times set the standard for the world. It is fair to expect this store to at least try to set the model of deportment and courtesy for the business world. The people who are considerate enough to visit this store have every right to expect ready, cheerful and intelligent attention.

Report of Steel Merger is Denied

Sensational Story of Big Amalgamation Between Canadian and U. S. Steel Companies Appears in Newspapers—R. Hobson of Steel Co. of Canada Gives Hardware and Metal an Authoritative Denial.

Stories of a spectacular nature have been published in the newspapers this week relating to a reported merger of U. S. and Canadian steel companies. The report is unreservedly denied by officials of the Canadian companies mentioned.

The announcement which appeared in the daily papers was as follows:

Montreal, Jan. 6.—Announcement last week of the intention of the United States Steel Corporation to build a \$20,000,000 plant in Canada has revived interest here in a merger scheme which received only scant and rather incredulous attention when it was laid before local financial interests about the middle of last month, says the Gazette.

This scheme aims at a merger of steel companies in Canada and the United States which, if ever carried out, would result in an industrial merger of even vaster proportions than the United States Steel Corporation.

It would embrace in the United States some of the larger independent steel companies headed by the Bethlehem Steel Corporation, and in Canada the Dominion Steel Corporation and the Steel Co. of Canada. The other United States companies would include the Pennsylvania Steel Co., the Cambria Steel Co., the Midland Steel Co. and the Labelle Iron Works of West Virginia.

The projected capitalization of this huge merger is \$1,100,000,000, divided, it is understood, into \$200,000,000 bonus, \$500,000,000 preferred and \$400,000,000 common stock.

When the whole scheme was submitted to financial interests here some three weeks ago, directors of the Steel Corporation and the Steel Co. of Canada stated that it was all news to them, and ridiculed its possibility. Since then it is known that the plans of the syndicate, which is headed by Charles M. Schwab, have been laid before President Plummer, of the Steel Corporation, and before other leaders in the steel industry in Canada.

An Official Denial.

Toronto, Jan. 7.—An official denial of the report was received by a representative of Hardware and Metal from R. Hobson, general manager of the Steel Co. of Canada.

"You can state positively that there is nothing in the report," said Mr. Hobson. "No officer of our company had

heard of the matter before it appeared in the newspapers."

"Then there have been no negotiations of any kind?"

"None whatever," was the answer.

Do Not Fear Competition.

Montreal.—President Plummer, of the Dominion Steel Corporation, discussing the announcement that the U.S. Steel Corporation would come into Canada, is quoted as saying:

"There is room for us all in Canada, and it is certainly better from the general standpoint that the trade should be in the hands of strong people. The Dominion Steel Corporation is not afraid of competition from the U. S. Steel Corporation or anybody else."

J. R. Wilson, a Montreal director of the Dominion Steel Corporation, and also identified with the Canadian Steel Foundries, said:

"One may draw his own conclusions as regards competition. For instance, in the buying of ore the Dominion Steel Corporation pays about \$1.75 per ton, while the U.S. Steel Corporation pays \$3 to \$4 for the same, and yet the U. S. Steel Corporation, with its vast knowledge, experience and money, can and are selling their finished product at \$5 per ton lower than any other company, even at the recent advance of steel prices.

"Though I believe the U.S. Steel Corporation will do us no material harm, it is true there will be a great deal sharper competition immediately the plant begins to operate at Sandwich. Any competition will be felt largely in the West, where the country is growing and the demand is large, but in the East, I do not believe the competition will be felt for the present."

SOLDERING FLUX NOW BEING MADE IN WINNIPEG.

The Canadian Ruby Chemical Co., Ltd., recently organized, has opened offices at 603 Builders' Exchange, Winnipeg, and is now manufacturing Red Letter Soldering Fluid and Ruby Soldering and Tinning Flux in the Manitoba capital. These products have gained great popularity in the States, and have been sold quite largely throughout Canada, but now for the first time they are being manufactured in this country, the object being, of course, to provide

cheaper and more rapid marketing. The company is issuing a number of folders, which explain exceedingly well the uses of their products, and give hints to mechanics for the best means of executing various work.

The Ruby Fluid Soldering and Tinning Flux is for all metals. The Red Letter Soldering Fluid is for tin only. Both are non-corrosive and absolutely free from any fumes, poisonous or otherwise. The company is also making what is known as the Ruby Fluid Fountain Brush—an ingenious little contrivance which enables the fluid to be put in a receptacle made from tinned tubing; this flows out through a brush, much after the fashion of the fountain pen. The object of this is to enable electricians or roofers to handle the flux very conveniently. It is claimed for the Ruby and Red Letter Flux alike that they spread very thinly, thus saving solder.

The company is prepared to send information regarding its product to all who will send their address.

JOINS DOMINION CARTRIDGE STAFF.

John S. Boa has joined the sales staff of the Dominion Cartridge Co., Mont-



John S. Boa,

real, and will represent that company in the maritime provinces.

Mr. Boa is an old Lachute boy and comes from a family of noted marksmen so that he will be right at home in his new enterprise. His practical knowledge will undoubtedly stand him in good stead.

The Household Goods Department

Salient Points About Electric Specialties

A Big Trade Can Be Done in Such Lines at All Seasons of the Year—Facts to be Borne in Mind in Purchasing Stock—Methods Followed by Various Dealers in Electrical Accessories.

The manufacture of electrical heating contrivances has advanced rapidly during the past few years. In point of age it is comparatively new but in many cases the manufacture of appliances may safely be said to have passed the experimental stage.

It is not claimed at the present cost of current that it is a practical proposition to heat buildings with electrical energy, but at the same time there are many articles that have the advantage over other forms of heating, not only in convenience but in economy. Such articles as the electric iron, toaster, percolator, chafing dish, disc stove, etc., are more convenient and economical than articles of the same nature heated in any other manner.

The demand for electrical appliances is growing rapidly on account of the rapid increase in the consumption of electric energy. A large number of the small towns and rural districts are now being supplied with electric power and in several sections of the country the farmers are lighting their homes and doing work in their farm buildings by the use of electricity. There is a growing demand for electrical appliances and several of our leading hardware dealers have not been slow in taking up the line and displaying it prominently in their stores.

The merchant stocking this line of goods has many advantages to aid him in disposing of the goods, on which, by the way, there is a nice margin of profit. Electrical appliances for use in the home do not take up much space and may be demonstrated by the dealer in his store.

PRACTICAL METHOD OF DEMONSTRATION.

One merchant who is making a success of this line has a table in a prominent position in his store on which are samples of the following articles—electric irons, toasters, percolators, chafing dishes, disc stoves. The dealer in question also carries three lines of electric

vacuum cleaners and is doing a large business in this line. This dealer believes in demonstrating the goods and has a connection on the table to which any of the articles may be attached and demonstrated in a few minutes. A great many appliances are being sold by electrical supply stores but the line can be sold to advantage in the hardware store and should assist in getting extra business for the household goods department. The amount of space required is very small and, as the goods are very attractive in appearance, it affords the merchant an opportunity to arrange some very attractive window displays.

It has been the experience of a number of dealers that, when a customer makes a purchase of an electrical appliance that is satisfactory, it is only a matter of a short time until the customer will become interested in other appliances and will eventually purchase them.

One dealer quotes an instance in which a customer purchased an electric iron from him and in a short time had purchased three additional appliances including a high grade electric vacuum cleaner.

In selecting a stock of electrical appliances, the dealer should consider many points such as simplicity, durability and economy. An electrical appliance should be made for service and not for novelty and for that reason the working parts should be very simple so that there will be no confusion on the part of the purchaser when they attempt to use the article. The durability of an appliance depends greatly on the durability of the heating element and the dealer should make it a point to buy goods with a guaranteed heating element and one that may be easily replaced without sending the appliance back to the factory. Appliances should be fitted with heating units that will give the best possible distribution of heat with a minimum loss of heat due to insulation. This is especially true

regarding the electric iron. A fault that is found in many irons is that they do not heat properly on the point. This objection is easily overcome in an iron with a properly constructed heating element.

In selling electric vacuum cleaners the method employed by many of the larger dealers is to arrange for a demonstration in the home of the prospect. This is not hard to arrange providing the prospects are assured that they are under no obligation to purchase unless they are perfectly satisfied and desire to do so. The customer will soon become interested when shown the amount of dust and dirt that can be taken from an apparently clean carpet or rug with a good electric cleaner. There are many electric cleaners on the market and many of the merchants in the larger towns and cities have no difficulty in selling cleaners that retail from \$45 to \$135 each. There are very few towns in which there are not several people that would be interested in a good cleaner and would probably purchase if interested by the hardware dealer.

The sale of electric table lamps is one that is being taken up in many places and this is also a line on which there is a good margin of profit. This is a line that can be shown to advantage by the hardware dealer. An assortment of table lamps connected and lighted make a very fine appearance and attract the attention of customers. A large number of electrical appliances have been sold by the hardware dealers during the Christmas season but the line is one that may be sold at any season of the year and make a nice addition to the regular business.

Manufacturers are now working on many contrivances such as washing machines, combination electric stoves and fireless cookers, electric ranges and many other heating devices that will no doubt eventually take their place along with the other lines that have already proven a success.

The trade in electrical appliances is one that will continue to grow rapidly and the merchant that gets an early start and grows up with the business is the one that will no doubt make a success of this new and profitable line.

Wall Paper Styles for Spring 1913

Suiting Paper to Every Style of Room Will be Necessary—Specialization becoming a Feature—Plain Effects Will be Shown Largely—Papers Designed for Apartment Flats—The Popular Shades and Patterns.

In choosing wallpaper the true decorator studies each room and applies only that paper which is suitable to that room. Year by year this is being realized more fully and greater care than ever is being taken to study exactly what is suitable to each room with its furnishing.

Wallpaper for 1913 will be mostly plain effects in ooze and cordova leathers, tweeds and burlap weaves, some stripes with broken edge and a lot of new backgrounds in chintz and diaper cloths. A great variety of designs in foliage with suggestions of flower and fruit are shown.

The English papers will be mostly in clear soft colorings of champagnes, greys, tans, apple greens for living room and a few choice chintzes and diaper effects for bedrooms.

This year will see a new departure in wallpaper. During 1913 many papers specially suitable for apartment flats will be shown. These come in soft grey

and tan tones with tapestry and foliage effects or scarce set designs to match any style of draperies.

For trims or plain papers a lot of shandkydd and a lot of other English designs of bands or strappings are being used, making panel effects to suit each room.

Rather a new thing in ceiling papers is an English pebble imitating roughcast. This gives a very pleasing effect and applied in tans, greys and blues gives a very effective wall.

Several English and American manufacturers are still showing elaborate designs but mostly in milder colors in the more expensive papers. Leathers beautifully mottled in blending shades and some with an introduction of contrasting colors are specially suitable for dens, living rooms and dining rooms. Leathers in metallic effects will also be quite popular.

For sitting rooms and a few odd tea rooms Chinese and Japanese papers are

being introduced. Some Japanese designs introduce landscapes and lanterns amongst the foliage. In these brighter colorings are more prominent and in their quaint designs give a very distinctive effect to the rooms.

Cutouts will be used very largely again next season, the only change being that the upper cutout will not be quite as elaborate as during 1911-12.

Bands will form a very prominent feature and will be used extensively as a trim below the mouldings or above the base—also around doors and windows.

Rather a special feature will be air blend papers all done by hand and made specially to customers' orders. Through being all hand done these are very well blended and present a very pleasing effect for all styles of living rooms.

But above all the main feature during 1913 will be to decorate rooms with only that paper which will be most suitable to the purpose for which the room is used and also to the furnishings.



Latest styles in wall paper—To the left is shown a two-third treatment. To the right is a new line for 1913 with cut-out border and base trimmer. Shown by courtesy of Staunton's, Limited, Toronto.

Complete Course of Sheet Metal Work

By L. W. KOSER

Connect Z and 4 of the plan and the outline of the half plan is completed.

Now divide the arc a-q Fig 2 into equal spaces as shown by 1'-2'-3'-m-n-o-p-q and carry lines from each point to the base line C-D of the elevation.

Divide the arc 4-k Fig. 2 into the same number of spaces as are shown from m to q of the arc a-q all as shown by 4-h-i-j-k.

Carry lines from each point to the line F-E Fig. 1 as shown by 4'-h-i-j-k.

Connect these with solid lines to the points on C-D representing the same space as for instance connect 4' with m h with n, etc., also draw dotted lines from 4' to n, h, to e, etc.

Now draw the line H-I Fig. 3 parallel to the line A-B and a little in front of it.

Carry a line from A and B at right angles to A-B to the line H-I. Draw the semi-circle representing half the plan of the mouth and divide this into equal spaces as shown from 1 to 7 having one point as 4 directly in the centre.

Carry lines from those points past H-I and at right angles to it to the line A-X-B.

From points 1-2-3 and 4 carry solid lines to points 1'-2'-3' and m on the line C-D and draw dotted lines from 4 to 3', 3 to 2' and 2 to 1'.

Before drawing in the lines for the

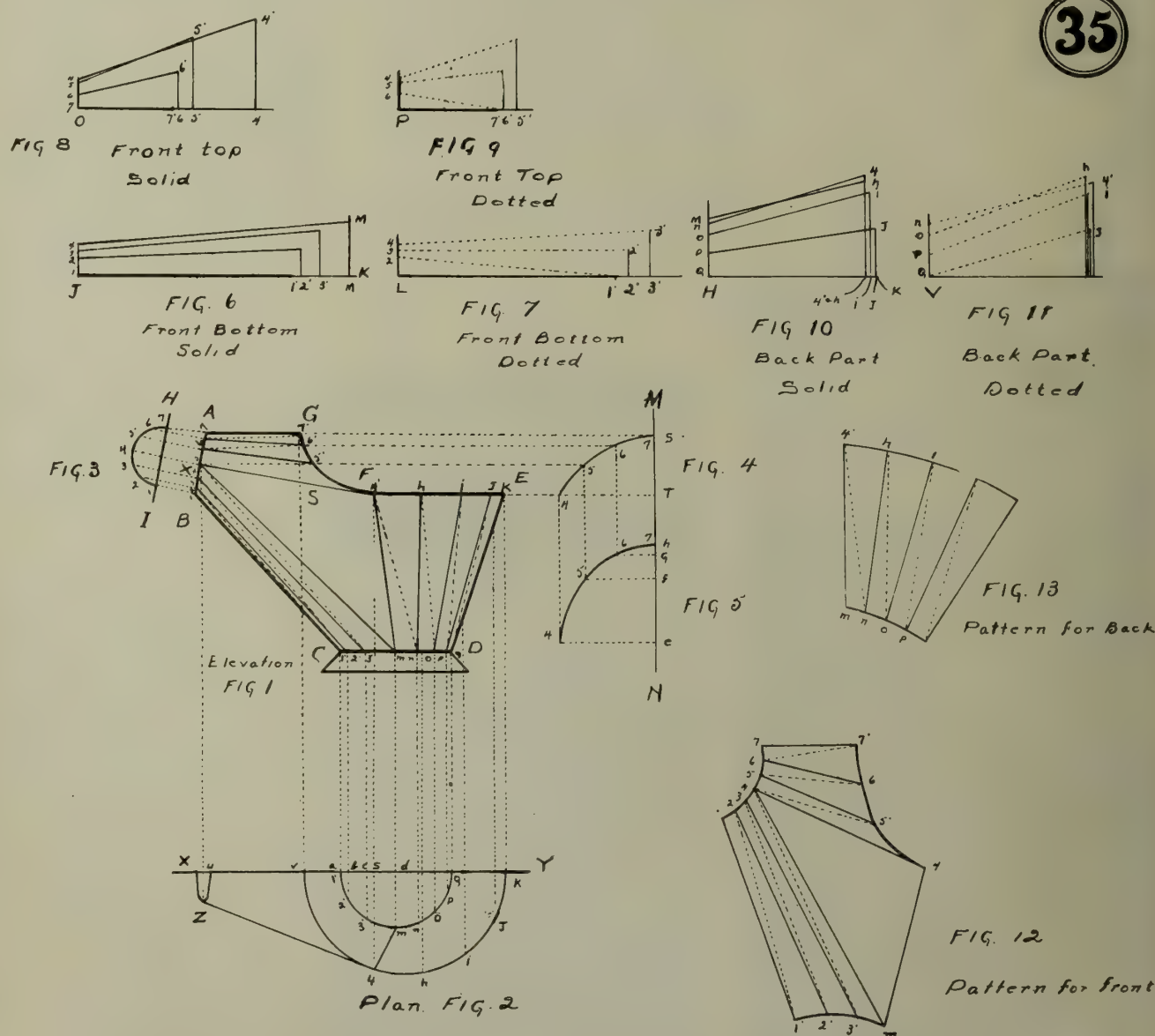
top piece it will be necessary to draw the profile on the line C-S which is shown at Fig. 4.

Draw a horizontal line from points G and F to the line H-N touching this line at points S and T.

From T on the line F-T lay off the space 4-S of the plan Fig. 2 which is the distance of F from the centre. This gives the location of point 4.

Draw an arc or curve from 4 to S and divide this off into the same number of equal spaces as one-quarter of the plan of the mouth or as the spaces 4 to 7 Fig. 3.

(Continued on page 44.)



PATTERNS FOR A COAL SCUTTLE.



Catalogues and Booklets

Desk Ruler Received.

Hohlfeld Manufacturing Co., of Philadelphia, Pa., manufacturers of hammocks, are sending out a durable desk ruler to the trade, with the season's compliments.

List of Firms Represented.

The Geo. H. Saywell Co., Winnipeg, Man., are sending out a circular on the back of which is a list of English firms they represent in Canada. They enclose leaflets describing many of the lines they carry.

Neat New Year's Gift.

The James Stewart Mfg. Co., makers of Good Cheer stoves and furnaces, Woodstock, Ont., are sending out a very handsome blotter to their customers. The top layer is made of celluloid and is nicely decorated.

Calendar Received.

Hardware and Metal is in receipt of a calendar from F. E. Myers & Bro., Ashland, Ohio. On the calendar is shown the many lines of pumps, hay unloading tools and door hangers that are manufactured by this firm and dealers will find it very useful as a ready reference.

Spray Pumps.

The Deming Co., of Salem, Ohio, have issued their 1913 spray pump catalogue. The catalogue is well gotten up and shows a large range of spraying apparatus. A supplement is also supplied in the form of a spraying calendar which shows the proper solutions to use for various plants or trees, and instructions when to spray and record of sprayings. The calendar and remedies cover the general needs of horticulturists and farmers.

Brass Supplies.

The Tallman Brass and Metal Co., of Hamilton, Ont., have issued a very useful catalogue containing weights, measures, list prices and extras of brass and copper rod, sheet and tubing, tobin bronze rod, etc. They carry over 200,000 pounds of this material in stock, and show in their catalogue what sizes, tempers and gauges they carry in stock for immediate shipment. This catalogue also shows the lines of goods this firm manufacture, such as brass, phosphor bronze, copper and aluminum castings, Arctic metal, brass goods, metal stampings, spinings, etc. Catalogues will be mailed on request.

Cabinet Locks.

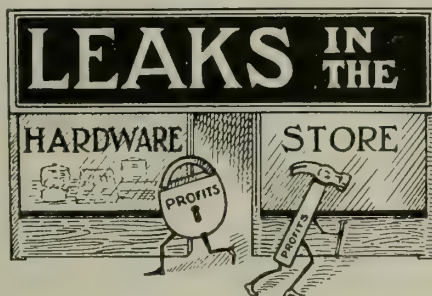
Canadian Yale & Towne, Ltd., of St. Catharines, are sending to the trade a new catalogue describing their lines of cabinet locks, trunk and suit case locks, etc., a complete assortment of which is carried in their St. Catharines stock rooms.

Bathroom Fixtures.

Kinzinger, Bruce & Co., of Niagara Falls, Canada, have issued a thirty-nine-page catalogue of bathroom fixtures and specialties. The catalogue is well gotten up and half-tone illustrations of all the fixtures are shown. This company is making a high grade line of bathroom fixtures and automobile accessories. Copies of the new catalogue will be mailed on request.

Door-Warp Monthly.

The Richards-Wilcox Mfg. Co., of Aurora, Ill., have issued the first number of their monthly booklet, called "Door-Warp." The booklet is published in the interests of the hardware dealer and will be mailed on request.



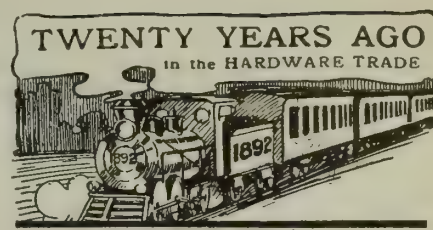
Many hardware dealers have trouble in disposing of short ends of screen wire cloth that are left over during the summer months.

With no regular system of displaying and keeping wire cloth, the merchant usually finds that his stock will take up a large amount of space and that new rolls are often opened before the old ones are disposed of.

One merchant who has had considerable trouble with waste in this department figured out that an ounce of prevention was worth a pound of cure and purchased a screen wire rack. He also ordered his stock of wire cloth in rolls of one hundred feet where he had formerly ordered fifty-foot rolls. In this way he eliminated much of the waste, and at the end of the season had very few short ends.

He also found that wire displayed in this manner occupied very little space and could be displayed in a prominent part of the store.

A great saving in the clerk's time was also effected and customers could be waited on in much shorter time.



The following items were taken from the issue of Hardware and Metal of January 14, 1893:

"The hardware business now organized under the title of the Aikenhead Hardware Co. has under various names been carried on in Toronto between sixty and seventy years. First, as Ridout Bros., they built the store on the north-east corner of Yonge and King Streets in 1830. For many years past the business has been carried on under the firm name of Aikenhead & Crombie. Thos. E. Aikenhead, the manager of the new firm, has been connected with the business nearly twenty years and has made himself well known and popular with purchasers. Their new premises, 6 Adelaide Street East, are commodious and specially fitted up for this class of business."

Editor's Note.—The Aikenhead Hardware store is now located on Temperance Street, Toronto.

* * *

"London, December 31, 1892.—I think when our hardwaremen come to total up the year's trade they will find that it has not been a particularly good one for them. Times have been bad for some years past in England."

Editor's Note.—Conditions in the old country now present a striking contrast. The past year has been one of extreme activity and, in many lines of industry, the factories have been unable to fill orders.

* * *

"White lead is selling at 4½c. Linseed oil in 1 to 3 barrel lots is 57½c. Turpentine is 50c. in 1 to 3 barrel lots. Toronto quotations."

Editor's Note.—The Toronto quotations to-day are: White lead, \$8.70; linseed oil, raw 56c. and boiled 59c.; turpentine 58c. It will thus be seen that, while white lead has almost doubled in price, the prices on linseed oil and turpentine are at present almost as low as twenty years ago.



Ten fingers, one backbone, a whole mind and a doubt-proof heart are all that any man ever needed to do anything.

Page for Hardware Clerks

The Junior Clerk Buys a Pair of Skates

Visits Two Stores and Finds Two Distinct Types of Salesmen
—A Study in Contrast—There's a Happy Medium Somewhere
But the Junior Clerk Hasn't Found it Yet.

By the Junior Clerk.

The most interesting thing a man can do, and the most instructive when you come right down to cases, is to study the methods of men employed in the same line as himself. When a ball-player has a holiday, he strolls over to the ball park and watches some other team play. An actor spends an afternoon off at a matinee, applauding, laughing, roasting the actors, as the case may be. To see ourselves as others see us, or to see others doing the work we do ourselves, is the ardent wish of us all.

A few weeks ago—one day during Christmas week, to be exact—I was visiting in an Ontario town and I just naturally gravitated around to the hardware stores. I wanted to see how other salesmen went to work. It just happened that the friend I was visiting needed a new pair of skates so we started for the hardware store where he usually dealt. I elected to do the talking.

The salesmen who waited on us (the use of the word 'salesman' is certainly not warranted in this connection) was a big fellow physically, but in sales-making ability he didn't measure up very high. His ideas were kind of vague; in fact, it didn't look as though he were long on ideas anyway. A three-days' growth of beard and a fringe of cobwebs on his forehead—he had just emerged from the cellar—kind of discounted what pretensions he may have had to good looks. Good looks, of course, are not necessary to make a man a good salesman—otherwise my own weekly stipend would be about \$1.98—but a good personality is. And this man's personality was nil.

"Want a pair of hockey skates," I explained.

The salesman stepped over to the case where the skates were kept and very slowly drew out an assortment. "What size?" he asked, as an after thought. I told him and, on looking over what he had hauled out, he found, of course, that he had not selected any of the right size. With men of this class, such things are inevitable; they just natur-

ally pick out the wrong sizes. After more delay, he got out some suitable pairs and we fell to the work of selecting. We finally got down to two pair, quite unassisted by Mr. Salesman who had apparently left the matter in our hands and was waiting for us to get through.

One pair cost \$1.25 more than the other but the extra value more than made up for the difference in price. I knew this, of course, but I wanted to hear the opinion of the self-contained person behind the counter.

"Which would you recommend?" I asked.

"Oh, I don't know," was his reply. "I guess it depends on what you were thinking of paying out."

"But why is this pair marked higher than the other?"

"It's the best pair." This truly brilliant reason was evolved after a moment's cogitation.

"But why is it the better?" I persisted.

He seemed puzzled. All salesmen are puzzled at some time or other but this one committed the grievous error of letting us see that he was "up a tree." He scratched his head. "Better steel," he said, finally. "Of course, that other pair is a good one for the money—a real good pair."

We left—without buying. "Know him?" I asked, meaning the clerk. "Sure," replied my friend. "He's been there for ten years." And he'll be there ten more on the same salary, unless I miss my guess.

We found a startling contrast in the next store. The salesman who met us was a bustling little fellow, just fairly burning up with energy. He had a selection of skates out in quicker time than it takes to tell. I began by showing a fondness for a cheap pair and the way that clerk went at me fairly took away my breath. He brought out a line of quality arguments and hurled them at me like sledge hammers. I felt almost ashamed of myself.

We bought the highest-priced pair in the store and started for the door, but

the clerk executed a brisk flank movement and cut off our retreat. Did we require anything else? We didn't. But that salesman wouldn't let us go that easy. We came to buy skates—we remained to look over an assortment of cut glass, silverware, casseroles, vacuum cleaners! It didn't take long because the human dynamo—as I began to call our guide—didn't waste a minute anywhere. He was certainly a talker from away back, but, when I began to recover my poise, I saw that he was carrying salesmaking to a ridiculous extreme. We finally escaped and my friend said as we rounded the corner. "I won't try that place again. It's not safe." I accepted his statement as the voice of the Great Buying Public.

On one day, we had encountered the two extremes of salesmen. The second man was better than the first but he certainly had his faults. Somewhere between the heavy indifference of the phlegmatic clerk and the bustling aggressiveness of the dynamic salesman, there is a happy medium.

I am still trying to find it myself.



Remarks by the Junior Clerk

Forgotten your good resolves yet?

Don't return kindness—Just pass it along.

Don't take the will for the deed—Get the deed.

It is well to aim high, but be sure your gun is loaded.

A lazy clerk and a warm bed are difficult to part.

Many men are like flies—they go where the sugar is.

Beware of little expenses. A small leak will sink a ship.

Believe me, the real "Coat of Arms" is a pair of shirt sleeves.

Work as if you were working for your own interests. Master every detail of your work.

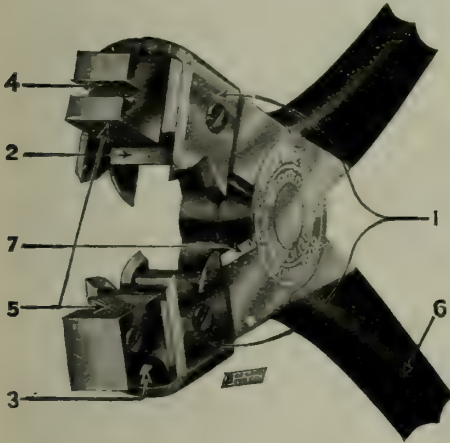
Look around carefully and you'll find there are a whole lot of things this side of the horizon worth tagging.

The man who fails to keep his efficiency a notch above the average, is breaking away from his moorings.

New Hardware Goods

WIRE SKINNING PLIER.

Mathias Klein & Sons, Chicago, Ill., are placing a new wire skinning plier on the market that should do away with the slow and tedious jack-knife way of peeling off insulation. The illustration



indicates the various parts of the "Goodridge Wire Skinning Plier" as follows:

- No. 1. Knives for cutting insulation.
- No. 2. Knife for splitting insulation.
- No. 3. Knife for scraping wire.
- No. 4. Slots for bending loops in end of wire.
- No. 5. Jaws for pulling off insulation.
- No. 6. Handles same length as standard 8-inch side cutting pliers. Tool measures $7\frac{3}{4}$ inches over all.
- No. 7. Side cutting jaws.

OPEN BOOK REST.

A newly patented invention called the Open Book Rest for holding telephone directories, etc., is being placed on the Canadian market. It is claimed that one to two minutes may be saved on each call by the use of this rest and that the party using the phone can look up the number in the directory by the use of one hand. The rest can either be attached to the wall beside or under the phone, a business man's desk or a telephone switchboard. The rest closes up against the wall when not in use. In a dark hallway or cabinet, an electric light is attached which lights the book when rest is open. When rest is closed, it shuts off the light. The inventor is a Hamilton man who has spent many years working on the invention. Amer-

ican capitalists are negotiating for exclusive rights to manufacture and control the manufacture and sale of the device in the United States.

It is being manufactured and sold by the Open Book Rest Co. of Canada, Ltd., head office 16 Main Street East, Hamilton, Ont.

NEW MARLIN REPEATING SHOT GUN.

The Marlin Firearms Co., of New Haven, Conn., are placing a new line of model 28 hammerless repeating shot guns on the market. Model 28 FS, was



illustrated in Hardware and Metal some weeks ago. The gun here illustrated is model 28 D. 12 gauge, six shots, having matted barrel and weighing about 8 lbs. This gun also has the special smokeless steel barrel, specially bored and finished,

and matted on top for its entire length. The stock and forearm are of fine imported Circassian walnut, finished by the London process of filling, giving a rich, dull surface that does not glisten or shine, and does not show scratches as plainly as the highly polished wood. The stock and forearm are checked with hand work. The frame is elaborately engraved with fine quality hand work. Screws and trigger are of tool steel heavily gold plated. Regular buttstocks have pistol grips and are $13\frac{1}{2}$ in. long, $1\frac{5}{8}$ in. drop at comb, $2\frac{1}{2}$ in. drop at heel; with hard rubber butt plates.

NEW BEACON LANTERN.

The Sheet Metal Products Co., of Canada, Toronto, Montreal, and Winnipeg, are placing their new 1913 No. 3 Beacon lantern on the market. The globe on the new lantern is shorter than the ordinary Cold Blast globe and is bowl shaped,



which permits the insertion of the hand for cleaning. The lantern is so constructed that the top part of the globe will not get warm enough to break from the heat. The oil well is seamless and extra large. It holds enough oil to burn for twenty-four hours. The new lantern is also equipped with the new extinguishing device and self-righting boil.

He who is doing nothing is seldom without helpers.

Progressive Hardware Retailing

A Good Time to Feature Curling Stones

It is a Popular Game in Canada and Big Sales Can be Made
—Sent Greeting Cards to Customers—Methods Adopted by
Dealers to Push Business in Many Lines.

There are many lines of goods that may be handled to advantage by the hardware dealer. During the past few years many dealers have added lines that were not formerly sold by them and in a great many cases they have had very satisfactory returns. The adding of new lines, very often has a tendency to draw a class of trade that a merchant would not otherwise get and in featuring a new line the merchant very often makes sales of other goods as a result.

Among the lines being featured this winter by the Fawcett Hardware, Ltd., Saskatoon, Sask., are curling stones. A large space is used in the daily paper and a cut of the curling stone is shown. The game of curling is very popular in Canada and causes a great amount of interest in many sections. There appears to be no reason why this line should not be a saleable and profitable one for the hardware merchant.

CHRISTMAS GREETINGS TO PATRONS.

Chatham, Ont.—The Blonde Lumber & Mfg. Co., which also conducts a hardware store, signalized the Christmas season by sending a Christmas letter to its patrons. The letter was imitation typewritten, with address and date filled in on the typewriter, and was signed by the manager, the mailing being so timed that the letter would reach the customer just the day before Christmas. The neatly worded missive read as follows:

Chatham, Ont., 23rd Dec., 1912.

Mr. Blank, City:

Dear Sir,—We cannot all hang up our stockings like the children, but in later years good wishes and kind remembrance take the place of Santa Claus.

We wish you a Merry Christmas. We hope it is the Merriest Christmas you have ever had, and that the New Year may bring continued prosperity and good fortune.

While we don't want to talk business on this occasion, we do want to thank you for your custom during the year 1912.

Yours very respectfully,

The Blonde Lumber & Mfg. Co., Ltd.
per B. Blonde, Manager.

ADVERTISING SERVICE.

Medicine Hat, Alta. — Birnie Bros., who have adopted the phrase, "The Busy B's," are running effective advertisements on hardware builders' supplies, making good use of the fact that the recent fire at their store was not allowed to interfere with the service rendered to customers. They say:

"Our recent fire inconvenienced us. We hope that it did not inconvenience our numerous customers. We have a complete line of goods which go to make up a first-class hardware stock, both wholesale and retail, and we have filled orders with a promptness and an exactness that has at time caused some of our customers to wonder.

"We can do the same for you. Will you let us?"

SELLING OUT HARDWARE LINES.

Portage La Prairie, Man. — Alfred Babb, hardware dealer, is clearing out holiday goods such as cut glass, carving sets, nickel ware, table cutlery, sewing trays and silverware. In order to get this stock cleared out, he is offering a 25 per cent. reduction as an inducement.

HELD A CONTEST.

Medicine Hat, Alta.—The Anderson Co., hardware, plumbing and heating, have been conducting a contest. A sewing machine was offered for the one putting in the closest guess on the number of nails in a jar, guesses being allowed with each purchase over a certain amount. The result is now announced, a lady customer being the winner.

COMPLETE COURSE IN SHEET METAL WORK.

(Concluded from page 40.)

Draw lines from points 5 and 6 Fig. 4 until they meet the line C-F thus locating points 7'-6'-5'-4' of G-F.

Draw from points 7'-6'-5' and 4' lines into 7-6-5-4 respectively of the line A-X and draw the dotted lines as shown.

Before proceeding with the diagrams of sections we will develop the true length of the line G-F as it is necessary to get this in order to get the stretchout of this part of the patterns as its true

length is not shown by either the plan or elevation.

From any point as h on the line H-N lay off each of the spaces shown by 7'-6'-5'-4' of the line G-F making h-g equal to 7'-6' g-f equal to 6'-5 and f-e equal to 5'-4'.

Draw horizontal lines from each point and intersect them with lines drawn from the corresponding spaces above.

A line traced through these points or intersections give the stretchout desired.

We now proceed to develop the diagrams of sections for the solid and dotted lines as follows:

At Fig. 6 draw the line J-K and at J erect a vertical line.

Lay off on this the distance that points 1-2-3- and 4 of Fig. 3 are from the line H-I.

Lay off on J-K from J the length of each of the solid lines of the front bottom section and at their extremities erect a perpendicular line making them equal to the distance they are from the line of the plan Fig. 2.

For instance, at the end of the solid line 4-m erect a perpendicular and make its length equal to the distance that m is from d Fig. 2 and from point m draw a line to point 4 on the line J-K which gives the true length of the line 4-m.

The perpendicular at the end of the solid line 3-3' would be equal to the space 3'-e-Fig. 2, etc.

Develop the diagram of dotted lines in the same manner.

For the top front part draw a horizontal line Fig. 8, and at point o erect a perpendicular and lay off on this the distances that points 4-5-6 and 7 Fig. 3 are from the line H-I.

Lay off the length of the solid lines from O and at their extremities erect perpendiculars equal to the distances that points 4-5-6- and 7 Fig. 5 are from the line H-N.

Develop the dotted lines in the same way.

Next develop the diagram of solid lines for the back part as follows:

At Fig. 10 draw a horizontal line and at point H erect a perpendicular line and lay off on this the distances that points m-n-o-p- and q are from the line X-Y of the plan Fig. 2.

Lay off the spaces of the solid lines from H and at their extremities erect perpendicular lines making them equal to the distance that 4-h-i-j and k are from the line X-Y of the plan Fig. 2.

(To be continued.)

Current News of Hardware Trade

Fawcett Co. Buy Site.

Vancouver, B.C.—The Chas. Fawcett Co., stove manufacturers, of Sackville, N.S., have purchased a warehouse site.

Death of Wm. Ball.

Chatham, Ont.—Wm. Ball, at one time a successful hardware merchant of this city, was found dead in bed. He had been a sufferer from heart trouble for some years.

Fire in Hardware Store.

St. John, N.B.—Fire which broke out in the warehouse of J.H. Poole & Son, caused a large amount of damage by smoke and water in the store of Robertson, Foster, and Smith, Ltd., hardware merchants, and the premises of the the Page Wire Fence Co.

Hardware Store Robbed.

Colborne, Ont.—Burglars entered the hardware store of Hugh Sterk and stole goods to the value of \$50, twenty dollars in cash was also taken. Entrance was gained by breaking a glass in the front door. Mr. Sterk offers \$25 reward for the apprehension of the guilty parties.

Showing at Stratford.

Among the firms exhibiting at the Stratford furniture exhibition from Jan. 9 to 18, are the Stratford Mfg. Co., manufacturers of lawn swings, gliding settees, ladders, etc., and the Frame and Hay Fence Co., who manufacture woven wire mattresses in addition to their line of fencing.

Aluminum Castings Factory.

Ottawa, Ont.—The Aluminum Castings, Ltd., are making splendid progress with the construction of their new plant, corner of Parkdale Avenue and the Grand Trunk Railway Bayswater. The Aluminum Castings Co. will manufacture aluminum, brass and bronze castings and expect to give employment to one hundred hands in a very short time.

Banquet to Hardware Staff.

Medicine Hat., Alta.—The employees of the Marshall-Mitchell Hardware Co., were tendered a banquet by the firm at the Corono Hotel on Saturday night. Some sixty guests along with the members of the firm sat down to a tasty repast. A. J. N. Terrill acted as toast master and introducing the toast list remarked on the many benefits derived by both employer and employe by holding such events. It tended to cut out disputes and keep all working together.

One of the pleasing events of the evening was the presentation of a handsome watch fob and locket to Mr. McLanty, by Bryce Mitchell, on behalf of the firm. Mr. McLanty, who is buyer for the firm, is severing his connection and is starting in business for himself in Macleod.

Hardware League Opens.

Montreal, Que.—The first game in the Hardware League, was played last night before a good attendance. The James Walker Club were the only ones which could negotiate a win. The first game, between Lewis Bros. and Starke, Seybold, proved quite fast. Lewis scored one in the first half—in the second half, after a lot of brilliant offensive play on the part of Stark Club, Dery managed to notch the goal that tied the score. The game ended 1 to 1.

In the second game the Walker Club sprung an agreeable surprise on their followers by defeating the champion Fairbanks team in clean-cut style, by a score of 3 to 0. For Walker, Pollock played brilliantly, while the whole Fairbanks team seemed off color.

In the final game F. & W. Club claimed a win, but Referee Jack Brennan decided differently. The dispute arose over a goal, apparently scored in the second half by Crowley, to many of the spectators it looked like a score, but the umpire did not allow it.

Jack Brennan, who was appointed official referee in place of Jack Marshall, who has left for Toronto, handled the three games in a very capable manner.

Business Changes.

Montreal, Que.—The Northmount Hardware Co. have dissolved.

Netherhill, Sask.—Abe Hart has succeeded L. B. Schell in the hardware business.

Edmonton, Alta.—Doubleday & Rowe have succeeded to the hardware business of C. F. Stone.

Stranrear, Sask.—Jno. Callander has taken over the hardware business of C. Woodhull.

Minitonas, Man.—H. R. Smith & Co., hardware dealers, have been succeeded by W. H. Weir & Co.

Wheatley, Ont.—Dobbyn Bros., dealers in hardware, have sold out to Howard Derbyshire.

Davidson, Sask.—J. O. & F. B. Callo-way have taken over the business of the Pioneer Hardware, Ltd.

Toronto, Ont.—Wm. S. Gilmour has sold to Stephen McBride.

Toronto, Ont.—F. Good has succeeded Mrs. A. Greenwood in the hardware business at 341 Pape Avenue this city.

E. Fielding & Son, manufacturers' agents and commission merchants, have moved their office from 34½ Yonge St. to the Foy building, 34 Front St., west, where they have secured much larger premises. Mr. E. B. Fielding, who is now associated with his father, carries several well-known brands of English cutlery.

Imperial Oil Warehouse Burned.

Winnipeg, Man.—Warehouse No. 1 of the Imperial Oil Co. on Logan Avenue was gutted by fire and the loss is estimated at \$50,000. The burned warehouse was a structure 50 feet by 120 feet.

Take Over Saw Departments.

The Simonds Saw Co., of Montreal, have purchased the saw and machine knife department of the St. Lawrence Saw & Steel Works Co., at Sorel, Que. In taking over this department of the St. Lawrence Co. they are adding greatly to their capacity, which will aid them in meeting the demands of the Canadian trade.

Personal Notes.

Langton, Ont.—P. N. Hutchings has accepted a position in Elsie's hardware.

E. Holt Gurney, of Gurney Foundry Co., is a business visitor in Montreal and Ottawa this week.

H. H. Beer, manager of the gas stove department of Gurney Foundry Co., has left on a business trip for Quebec City and the Lower Provinces.

J. H. Cleveland, who for several years has been the advertising and sales manager of Stanfield's, Ltd., Truro, N.S., has gone with Brandram-Henderson, Ltd., as sales manager at Montreal.

F. H. Scott, Coristine Building, Montreal, has been appointed Canadian agent for Harrison Bros. & Hanson, manufacturers of table and pocket cutlery, pearl handled goods and silverware. A full stock of all lines will be carried at Montreal.

Paul Dansereau, who has been in the employ of Lewis Bros., Montreal, for the past seven years, severed his connection last week to enter the furniture business on his own account. On leaving he was presented by the staff, with a very handsome diamond scarf pin.

Weekly Market Report --- Metals

METAL NOTES.

There is some difficulty noted in getting deliveries in steel. Bars, plates and sheets are particularly hard to obtain at the present moment.

An advance of 5c. per 100 lbs. on black and galvanized sheets is announced at Toronto.

Business is opening up so well that an extremely brisk year is anticipated.

MONTREAL.

Montreal, Jan. 9.—Business in the metal line has been more or less quiet during the past week as was only to have been expected. Business for the new year has hardly commenced in earnest although it must be said that manufacturers and wholesalers report that sales are above the average for the time of year and are in fact in excess of what was anticipated. Users of metals are reported to be the possessors of fairly large stocks, at all events large enough for immediate requirements and for this reason no very large amount of buying has been done. Business, however, in every line is excellent and the demand for metals will make itself shown to a marked degree before long. A good many firms have been stock-taking and this has not helped to stimulate business, but the outlook is very cheerful and great things are looked for during the coming year.

Lead.—The lead market is causing some surprise owing to the fact that it is not making the same advance as other metals. The production of lead in the United States, according to government reports was 6,000 tons less in 1912 than in 1911. The demand at the present time does not appear to be very great and the condition of the market is somewhat weaker than a week ago. Quotations are 25c lower.

Tin.—The demand for tin has been fairly good during the past week but the conditions in the London market have been such that prices are not quite as strong as formerly. The result has been that prices have eased up and tin is now quoted at 50c lower than last week.

Plates and Sheets.—There is still a scarcity in this line and such a condition of affairs is likely to continue, judging from present indications. Prices of black sheets have advanced 10c per 100 lbs.

Spelter.—The market for spelter remains about the same. Demand is good and supplies are none too plentiful. Stocks are said to be not very large. Prices remain unchanged.

Zinc.—The price of zinc has fallen slightly and prices are now \$8 for 5-cwt. casks and \$8.25 for smaller quantities.

Copper.—There is nothing new in the copper situation. There is good demand and stocks are said to be extremely light. Prices are unchanged.

TORONTO.

Toronto, Jan. 8.—The outlook on the metal market is for a monumental year in all lines. There is still the same pressure in obtaining deliveries in steel, particularly bars, plates and sheets. Mills are far behind with their orders and no immediate relief is in sight. There have been no price changes with the exception of black and galvanized sheets, which have advanced 5 cents per 100 lbs.

Pig Iron.—There is a steady and

active demand, with no price changes at present.

Tin.—Tin is very active and prices are unchanged.

Copper.—There is a good demand for copper at the present time, with prices remaining unchanged. There has been a great increase in the consumption of copper during the past year and it has helped considerably in putting the market in this line on a firmer basis.

Lead.—The market is quiet at present and no price changes are noted.

Galvanized Iron.—The factories have advanced galvanized iron about 50 cents per 100 lbs. This will no doubt affect prices here a little later on. A large number of dealers booked their spring orders some time ago and in many cases have deliveries.

Spelter.—Business is quiet in this line and prices are unchanged.

Iron and Steel.—Mills are still far behind in filling orders and a large number of 1912 orders are unfilled. There is still the same pressure in obtaining deliveries in steel.

HARDWARE LETTER BOX



The Sale of Air Guns.

J. M. Toronto.—Are air guns permitted under the Ontario law without police permission.

No. Air guns are specifically mentioned in the Offensive Weapons Act which was put into effect in Ontario in 1910. We quote the clause from the Act: 2. Every person who exposes for sale, offers for sale, or sells any bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, or who sells a revolver, pistol or air gun to any person other than one holding a certificate issued under section 118 of the Criminal Code, or one, being over 18 years of age, who produces to and leaves with the vendor a permit in writing, signed by the Superintendent of Provincial Police, or a Chief Constable of a city or town, allowing him to purchase a revolver pistol or air gun, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding \$200 or less than \$25, or to imprisonment for a term not exceeding six

months with or without hard labor or to both, and the bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the Police Magistrate or Justice and transferred to the Superintendent of Provincial Police, or destroyed as such Magistrate or Justice may see fit.

The Act also provides that all sales must be duly registered and records sent to the provincial police department.—Editor.

Hammock Manufacturers.

A. M. Bell & Co., Halifax, N.S.—“Kindly give us addresses of hammock manufacturers.”

American Tent & Awning Co., Toronto; J. J. Turner & Sons, Peterboro, Ont.; Shurly & Derritt, 1080 Bloor W., Toronto; Galt Rope Co., Galt, Ont.; Dominion Hammock Co., Dunnville, I. E. Palmer & Co., Middletown, Conn.; Hohlfield Mfg. Co., Philadelphia, Pa.—Editor.

Malleable Iron Pins.

Sumner Co., Moncton, N.B.—Will you kindly advise us if there is any manufacturer of malleable iron pins for telegraph lines, in Canada.”

Northern Electric Mfg. Co., Montreal.—Editor.

Weekly Market Report --- Hardware

A SLACK SEASON.

As might be expected, business at the present time is very slack. The travelers have started out, however, and there is every evidence that orders will soon be coming in.

There is little to report as far as prices are concerned but the tendency is toward advances in many lines.

MONTREAL.

Montreal, Jan. 6.—The past week has not been a very active one in the hardware trade. Those orders which have been received are mostly sorting up orders. This is only to be expected as it is now really a between season time. No demand for spring goods has yet been shown although this will commence in a few weeks or so, while the demand for winter lines is falling off as most retailers have all they need for the season's business. For the time of year however, business cannot be complained of and is coming up to expectations. Some demand is now being shown for sap spouts, bits and pails although the time for these goods is still over two months off. Lumbermen's calks are also commencing to be asked for.

Household Goods.—The demand here continues good. This is in fact one line for which there is always a demand, and business here is reported to be very good.

Seasonable Goods.—Some orders are still being received for weather strip, but this is the only winter line for which much demand is being shown unless lumber supplies are included under this heading. Some ordering for spring is being done but not to a very large extent except for sugaring supplies for which a good demand is being shown.

Heavy Goods.—The scarcity of sheets which has been reported in these pages for some weeks has had the inevitable result and an advance has taken place in black sheets which are now quoted 10c higher. Stocks are said to be on the small side and another advance would not come as a surprise.

Sporting Goods.—As far as the wholesaler is concerned, not much is being done in fact nothing is being attempted. Retailers are busy getting the winter goods off their hands and have not yet turned their attention to spring lines. Baseball goods will, however, soon commence to be shown and orders booked.

Lumbermen's Supplies. — Saws and

axes are still selling well, and orders are also being booked for lumbermen's calks which will be in great demand as soon as winter breaks up. Tar paper for repairing shacks is also in good demand.

TORONTO.

Toronto, Jan. 8.—Business has been rather quiet with the jobbers during the past week but this is expected at this season of the year. Many of the jobbers are closing their books after having taken the annual inventory. Travelers started out on Monday and everything points to a record-breaking year in the hardware business.

The past year has seen many advances and more are expected during the present year. There have been no price changes during the past week, although another advance on rope is looked for in some quarters. The snow and colder weather of the past week have caused a demand for winter goods, cutlery sales are holding up well, and booking for spring is coming in a very satisfactory manner.

May Advance Again.

Rope.—Pure manilla is still quoted at 17c., the present cost of hemp is very high and this is especially true regarding the better grades. The cost of raw material has been advanced to a much greater extent than the finished product and higher prices are expected by many jobbers. A large number of dealers have taken their stock of rope in early on account of the expected advances.

Bolts and Screws.—Discounts remain unchanged. The American list on machine screws has been adopted by Canadian manufacturers. This list is slightly higher than the former Canadian list. The discount at present remains unchanged. The cost of raw material has been exceedingly high and an advance on screws is expected in some quarters at a later date.

Winter Goods.—The snow and colder weather has caused a demand for snow shovels, sidewalk scrapers, sleighs, etc., and many lines are now being moved that should have sold two or three weeks ago.

Builders' Hardware.—The demand for builders' hardware is good for this season of the year. The new prices have not yet been issued but advances may be expected on many lines.

Spring Goods.—Jobbers are preparing to ship certain lines of spring goods

which they will date ahead. Orders have been booked early for this year in expectation of a very busy year and higher prices.

WINNIPEG.

Winnipeg, Jan. 6.—With the conclusion of the holiday season, business men generally are gathering up the odds and ends and preparing for the spring campaign. Statistics as far as they have as yet been gathered up point to 1912 as having been a banner year. Winnipeg bank clearings have amounted to \$1,537,817,000 as compared with \$1,172,762,000 in 1911, a sure indication of a great expansion in trade in all lines.

The outlook is considered encouraging. Manufacturers in particular are optimistic and it is reported that many Eastern firms will establish branch plants here during the year.

The splendid prospects of the building trade for 1913 have been referred to in this paper in previous issues. Hardly less important is the railroad construction programme. Under present arrangements the C.P.R., C.N.R. and G.T.P. will build some 2,700 miles of additional trackage, an increase of about 725 miles over last year's construction and standing for an expenditure of from \$40,000,000 to \$45,000,000.

A very large area of new land will come into cultivation this year and immigration prospects are reported to be excellent.

There are some changes in prices of staple lines to be noted this week. Churns have advanced 25 to 30 cents each. Cold blast lanterns are up 25 cents per dozen. The quotations of shovels have been revised as will be seen on reference to the list and blue-stone has advanced 50 cents per cwt.

Below zero weather has set in and put a stop to all building operations except on the interior furnishing of some large structures nearing completion.

The man who does not advertise because he tried it and failed should throw away his cigar because the light went out.

BUSINESS CHANCES

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Full particulars on application. Address Box 731, Hardware & Metal, Toronto.

Stoves, Furnaces and Accessories

Stove Lines which Sell in Winter

People Have Departed from the Idea That Stoves Should Not Be Purchased During Cold Weather—Mild Season to Date Has Caused Plenty of Building and This Will Keep Demand Up to the Mark.

Stock-taking is over in the stove department of many hardware and stove stores and the live merchant is already planning how to increase his sales during the present year. A few years ago it was rather uncommon to see the dealer pushing stove sales and entering a campaign during the month of January. The spring and fall were looked upon as the time for pushing sales in the stove department and efforts along this line were often relaxed during the summer and part of the winter months.

Times have changed the methods of dealers in many cases and the daily papers contain a large number of stove dealers' ads. during the present month. Some of the dealers offer special reductions in price or offer a household utensil with each stove and others advertise and sell the goods entirely on their merits without offering special reductions or inducements of any kind. The present time is naturally looked upon as a quiet season but the dealer who is prepared and goes after the stove business should make many sales during this season of the year. There are many who know that they are in need of a new stove but have been putting the matter off and have not considered seriously that an old and defective stove is a heavy bill of expense as well as an inconvenience. The mild weather has no doubt had a tendency to cause many prospective purchasers to delay the purchase of a new stove and in many cases a sale could be made if they were approached in a convincing manner. The public are getting away from the old idea that goods should only be purchased in certain seasons and will buy an article during any season of the year providing they need it and it is drawn to their attention. There are also many new homes that are being equipped during the winter months and these afford a good opportunity for stove sales.

There are many lines of enamelware and household goods that may be sold as a result of stove sales. In every community people are changing their place of residence and these people are very

often good prospects for the stove department.

A large number of furnaces should also be sold during the present month on account of the number of buildings being started late in the season, as a result of the mild weather.

The sale of gas ranges has developed in a very marked degree during the past few years and many dealers who would discontinue the stocking of gas ranges after the month of October are now selling ranges during all seasons of the year and many of their best sales are being made during the winter months.

One dealer who is doing a large business in gas ranges states that where he formerly stocked a \$35 gas range as his highest grade, he can now sell them as high as \$85 and that he has a good demand during the winter months. This dealer also claims that there is a good demand for combination gas and coal ranges and that he can do a nice business in this line during the winter by doing a little extra advertising.

There is at present, and should be until spring, a demand for small coal oil heaters and although the sales are small, a good profit is afforded the dealer. It is not too early to start talking spring sales and a good campaign at the present time would no doubt bring good results later in addition to the present sales. Enquiries for electric ranges and fireless cookers are also becoming quite frequent in several districts and the dealer should get an early start in selecting the line he intends to carry.

THE INCONSISTENT FARMER.

The International Harvester Co.'s Almanac and Encyclopaedia "which contains more practical information than any that has ever come to the editor's desk, devotes an interesting page to The Fable of the Inconsistent Farmer. It is illustrated with two good cartoons.

The little almanac is well worth securing and even binding in cloth or leather to be left lying on the counter for the use of farmers and their families who

may be in the store and with a few minutes to spare.

While it is intended for farmers and not for merchants no doubt the International Harvester Co. would be glad to send a copy if any of our readers mentioned this paper.

Their address is the Advertising Department, International Harvester Co., Chicago, Ill.

"There once lived a farmer strong on pedigree. He couldn't walk through his own pastures without getting snubbed. There wasn't a bull in his herd, sheep in his fold, hog in his sty, or a horse in his stable but was a straight line descendant from stock royalty. He never planted a kernel of corn unless a check book had paid for the ear it came from. Everything that lived or grew on his farm could go out and pick its own shade of blue ribbon. Beyond that the farmer's wires grounded. Playing the jumping jack with the pump handle on days that the wind took voluntary leave of absence, put a creak in his back and a wrinkle in his brow. Some one told him to import a gasoline engine from a mail order promissorium half way across the continent. It was a lot cheaper and supposed to work just as satisfactorily as as the engine handled by the local dealer. And the man who wouldn't have an unregistered cat in his kitchen sent his money for an engine without a pedigree. About the time the blisters had departed from his hands the mongrel engine showed its streak of yellow and quit him cold. The nearest repairs, as far as the farmer was concerned, might have been in Joppa. He found out he got better satisfaction arguing with the pump handle than with the promissorium."

ADVERTISING MAN MADE SECRETARY.

The vacancy in the office of secretary of the Luther Grinder Mfg. Co., through the resignation of the former incumbent, was filled recently by the election of L. L. Newton to the office of secretary and a member of the board of directors. Mr. Newton has been in charge of the advertising of the company for the last year or more and has been connected with the company a number of years previous to that.

He is the present secretary of the Advertisers' Club of Milwaukee and while acting as secretary for the Luther Grinder Mfg. Co. still has charge of their advertising.

Weekly Market Reports---Stoves

THE STOVE SITUATION.

There is unusual activity noted in a number of stove lines. Salamanders, for instance, are selling well. There is a well sustained demand for gas stoves, especially from the larger cities, where apartment houses are being erected in large numbers.

Business generally is very good for this time of year.

MONTREAL.

Montreal, Jan. 9.—The past week has been a quiet one in the stove business. Sales as far as the wholesale are concerned are never very large at this time of the year as most dealers have all the goods they can dispose of for the present season. Some ordering, however, has been done and one manufacturer reports that his sales for the first week in 1913 were 20 per cent. in advance of last year. This is a good commencement and it is confidently expected that matters will continue along this line.

The lines which are showing the most activity at present are gas ranges, and oil stoves and heaters, although the demand for these will not become general for some time yet. Most of the ordering which has been done is for spring delivery, though a few shipments have been made.

Ranges, Heaters and Stoves.—The demand for these lines is not very large at the present time. Retailers are still making some sales for there are always some who put off buying until necessity forces them, but the majority of people have now made provision for heating and cooking for this winter at least so not much more business in this line can be expected. A few furnaces are being installed in houses nearing completion but this branch of the trade is also very quiet.

Kitchen Furnishings.—Here is a line for which the demand always remains pretty steady. A good business is reported and orders are reported to be above the average. Most dealers will soon be through stock-taking and then an increase in business here will be seen.

Tin Plates.—A very large business is being done here at the present time. This demand comes from tinsmiths who are now in the middle of their slack time and are busily engaged in, on casing work and in working on milk cans

and sap pails to fill in the time. There is said to be a scarcity of tin plates but no word of an impending advance has been heard of.

For coal shovels, stove pipes and elbows there is still a small demand but most dealers seem to have a fair supply of these. Tinware and graniteware are continuing to move well and business in these lines is reported as being satisfactory.

TORONTO.

Toronto, Jan. 8.—Travelers have started out for the new year's business and a large volume of business is looked for. The present is usually a quiet time for the stove manufacturers, but there has been an unusually good demand for many kinds of stoves and furnaces.

One manufacturer states that he has an unparalleled demand for radiators for this season of the year and that he believes the demand is general.

Gas stoves are also in good demand for this season of the year, especially in the larger cities, where apartment houses are being built in large numbers.

The year 1912 was the best that manufacturers have ever had in the gas stove line and increased sales are expected during the present year. The price of raw material used in the manufacture of stoves is steadily increasing in value, but no change in the price of stoves is expected at present.

Big Demand for Salamanders.

There is a big demand for salamanders at the present time and this is no doubt caused by the large amount of building that was started late in the season on account of the mild weather.

Manufacturers are busily engaged in getting out new models for the present year's business and early booking is expected. The retailers realize that it is necessary to have their orders in early if they wish delivery, and they are taking no chances on a repetition of the shortage that was encountered last year. The recent cold snap has put more life in the retail stove business and dealers are busy. Small heaters are being sold in large numbers and a large number of dealers are busily engaged installing furnaces.

WINNIPEG.

Winnipeg, Jan. 6.—Retail sales of stoves have been quite heavy since the advent of some real Western winter weather and stove people here have a bit of rush in getting out hurry orders from the country by wire.

As announced recently an advance in prices in all lines of stoves, furnaces and accessories is practically going into effect with the new year. Greater cost in manufacture owing to increased prices of metal is the logical reason for stiffer prices.

With an extremely heavy building programme planned for the city and suburbs and reports of plans for a great development in the West generally, prospects for stove handling in 1913 are excellent. It is in the new territory that new business must be sought.

In the city, however, spring will undoubtedly bring gas ranges to the front. It would be well for all dealers to guard against last year's shortage which was the cause of much inconvenience and loss of good custom.

Hardwaremen Figure in Civic Elections

An unusual number of hardwaremen won mayoralty contests at the elections on Monday. Among the number were:

Bracebridge—Geo. W. Ecclestone.

Collingwood—R Gilpin.

Durham—W. Black.

Newmarket—E. S. Cane (acclamation).

Petrolia—Ed. Pollard (fourth term).

H. T. Bush, of the Standard Ideal Co., was elected mayor of Port Hope by acclamation.

Guelph—Harry Mahoney, master plumber, was defeated for mayor but two hardwaremen, S. Penfold and Harry Oecomore, were elected as members of the council.

Chatham, Ont.—Edmund J. Wanless, of the J. C. Wanless hardware store, had the distinction of heading the poll for alderman here, securing 1,357 votes. When he first ran a year ago, Mr. Wanless secured second place. Another good run was made by Jas. E. Gray of the Ark, who secured third place on the list. Ald. A. D. Westman, formerly of Westman Bros., hardware, missed reelection by a narrow margin, and, securing tenth place, is first in the line of reversion should any vacancy occur. John B. Watt, of the Watt Heating & Plumbing Co., missed election though he made a very good run.

Methods of Retailing Paints and Varnishes

Where and How Paint is Used in Winter

Not Only Can it Be Used in the Home But Farmers Require it for Painting Vehicles and Implements During This, Their Slack Season—Other Uses to Which it Can be Put—The Methods of One Progressive Firm.

The paint department in many hardware stores is a scene of inactivity during the winter months. Efforts in securing this class of trade are often relaxed and the only paint sold is an occasional can that is asked for by a customer.

The paint department in the hardware store is very important and has grown in importance at a very rapid rate during the past few years. In many of the large stores the paint department occupies one of the most prominent positions in the store. The fact that a good paint trade is not done during all seasons of the year rests largely with the dealer in many cases on account of not informing the public of the many classes of work that may be done at any time. The public are realizing more than ever the importance of paint from a sanitary as well as a decorative standpoint. The interior of a home should always be bright and cheerful and a coat of paint or varnish will not only fill up pores and crevices in the woodwork but will very often produce wonderful results in brightening up a dull or darkened interior.

A large number of householders are always contemplating a certain amount of inside painting and, in many cases, they have more time to spare during the winter months than at any other time. This is especially true regarding the farmer who usually has plenty of time during the winter to do a large amount of painting. The reason that many people do not paint during the winter is that they do not realize the amount of this work they could do during this season and it has not been brought to their attention by the dealer.

The paint department in some of our large stores is very busy during the winter months and large quantities of interior paints, kalsomines, sundries, etc., are sold. A large number of specialties may be sold during the winter and on these lines there is a good margin of profit for the dealer.

A goodly proportion of houses that have been built during the past four years are finished in southern pine and, as they need refinishing quite often, it affords the dealer a good opportunity for

the sale of varnish and varnish stains. The walls and ceilings are often in need of re-decorating and special wall finishes or kalsomine may be used with good effect during the winter months.

Floors may also be painted during this season of the year; floor paints, floor specialties and linoleum finishes may be sold for this purpose. The good housewife delights in brightening up the furniture and woodwork in her home and this may be done during the cold season. The sale of enamels should not be overlooked and work such as enamelling metal beds, bath-tubs, bicycles, etc., may be done during the quiet season.

In addition to the work that may be done in the home the farmer and many others can do work such as re-painting buggies, wagons, implements, etc., and have them ready for use when spring arrives.

Window displays, newspaper advertising and personal contact may be used with good effect in creating interest during the winter months. Enthusiasm on the part of the clerks will also produce wonderful results.

Exclusive paint stores are in existence in many parts of the United States and in several places in Canada and are kept busy during all seasons of the year.

The manufacturers and their travelers are very anxious to assist the retail hardware dealer in creating business in the paint department during the winter months and dealers should not overlook the opportunity of turning two or three quiet months into profit makers in the paint department. In a busy paint department there is also a good sale for brushes and this is also a line of goods on which the dealer is allowed a good margin of profit.

A certain hardware firm who are believers in pushing winter sales of paint have a table on which they demonstrate a graining system as vigorously during the winter as any other season and in this and many other lines of paint they enjoy a large trade during the winter months. They claim that one customer will tell another when they meet with success in painting during the winter.

The same firm advertise paint in the newspapers during all seasons of the year. The year we have just entered, it is predicted, will be the greatest year in paint history, and there appears to be no reason why the dealer should not start pushing sales at the present time instead of waiting for spring. The dealer who starts an active campaign now will find that he has made great strides in his paint department long before the spring trade opens up.



EQUIPMENT OF THE BARN.

By Edgar Dayton Price.

The modern barn is a thing of joy—from a utilitarian standpoint. All above ground, the farm tools and the carryall removed to their own buildings, ings, the milch cattle and the work horses standing in floods of sunlight, surrounded by sanitary fittings, water on tap and a complete drainage system—all seems clean, clean, clean. The charm of the sidehill barn of our recollection is missing, but conditions are indisputably healthful, and the stock show it.

Letting in the Sunlight.

What are the requirements to make the needed and desirable changes? Sanitary codes demand that first of all the dungeons and filth be done away with. This involves the placing of windows in the foundation walls, ventilation through the roof, the tearing out of the old-fashioned stalls and stanchions, the ripping up of rotten floors, and the vigorous use of the hose and the whitewash brush. The barn floor is made tight, vehicles and farm machinery banished to weather-proof sheds, feed bins built, and the roof made leak-proof and the building given a good coat of paint.

A very large part of the work may be done by the farmer himself, with a small outlay of money.

Where the Hardwareman "Gets Busy."

At this point the local hardware dealer, who has been watching the inspector, and following closely in his footsteps as he goes from farm to farm where milk is "raised," gets in his fine work.

Country hardware dealers, this is no fancy sketch—plenty of this kind of business is waiting for the men who make a study of barn equipment and interest the intelligent farmers.

Liven Up Winter Paint Sales

In our Maple Leaf line, we have no more acceptable business builder for the winter months than the smooth-flowing, easily-applied and wear-resisting FLOGLAZE. It wears like iron on floors. It is an ideal finish for interior trim in stain or enamel effects. Is your stock sorted properly for winter trade?

Our Decorative Aid Department helps dealers do winter business. It supplies color schemes for rooms, gives pointers regarding materials and methods of applying, sells stencil designs, and develops local interior decoration jobs by co-operating with the dealer and painter. Write for the Decorative Department booklet, and learn full details.

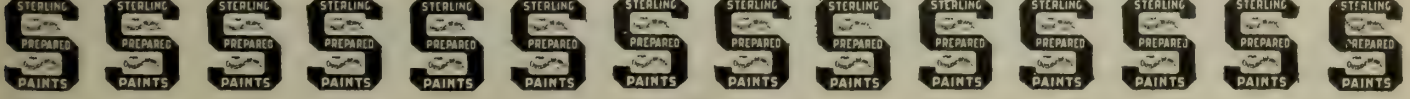
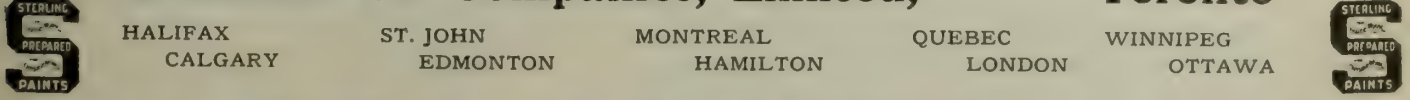
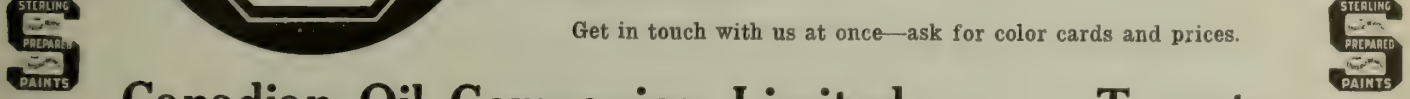
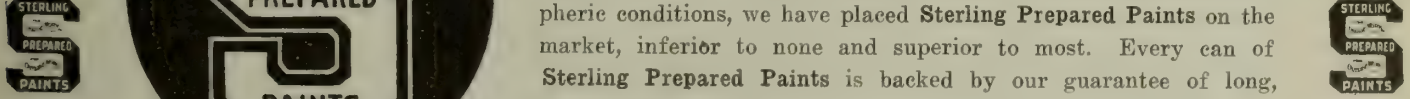
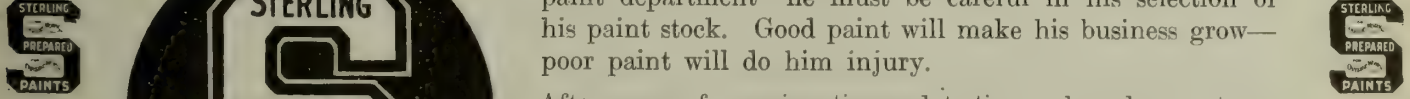
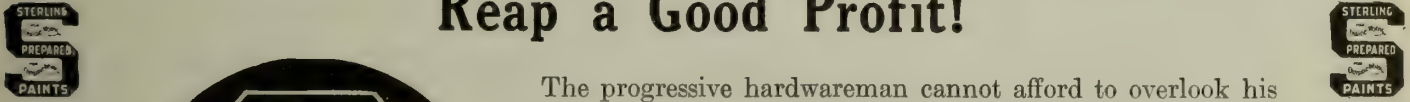
Flo glaze

This finish was originally made for floors. It is a perfect outdoor or interior finish, easy to sell and absolutely satisfactory to the local painter or consumer. Get a sample tin from us.

Made in 29 shades, including flat and gloss white and black, and gloss natural. Balance of colors are opaque or stain finishes—a complete interior line.

The M-L Line, of which FLOGLAZE is only a part, covers the entire paint trade. The business is handled entirely through the local retailer. Every method of developing business is used by us to help the dealer. This is a line you should investigate. Write us for complete color cards.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



Make EVERY Paint Customer a Satisfied One!

Reap a Good Profit!



The progressive hardwareman cannot afford to overlook his paint department—he must be careful in his selection of his paint stock. Good paint will make his business grow—poor paint will do him injury.

After years of experimenting and testing under adverse atmospheric conditions, we have placed Sterling Prepared Paints on the market, inferior to none and superior to most. Every can of Sterling Prepared Paints is backed by our guarantee of long, economical service.

Get in touch with us at once—ask for color cards and prices.

Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTEAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA

Weekly Market Report --- Paints

PAINT NOTES.

Reports from various sections are to the effect that linseed oil is easier in price but further reductions are not anticipated.

Turpentine is quoted on a higher basis at Toronto.

Travelers are now out on the road and spring orders are beginning to arrive.

MONTREAL.

Montreal, Jan. 9.—The holidays are over. Christmas is past and forgotten. The coming of the New Year has been celebrated with due ceremony and now business is settling down again. Travelers are all back on the road and ordering for spring trade is now being done. No very great amount of business has been reported up to the present, in fact not much is expected for a few weeks following the holidays. Retailers are busy stock-taking and considering what their needs will be for the coming year, and manufacturers are busily engaged in manufacturing and getting supplies ahead for spring delivery. Some orders are being received, of course, these in almost every case being for spring delivery although manufacturers are making deliveries whenever the dealer is willing. Not much paint is being sold by the retail trade at the present time, this being the mid-season, but all are preparing for a very heavy spring business which is anticipated.

Linseed Oil.—The same conditions exist in the linseed oil market as last week. In one or two cases it was heard that the price was about to be advanced, but whether there was anything in this rumor or not cannot be said. The flax seed crops of the world have been very good; in some cases they have been double that of the previous year. This would lead one to believe that the high price of oil which was seen last year would not be experienced again this year. This is a pretty safe prediction but it does not mean that the present prices will continue. A good many are of the opinion that the lowest price has been reached. Whether prices will advance soon or what the advance will amount to, is only a matter of conjecture. Prices remain unchanged at 57 and 60.

White Lead. — No change is noted here. The primary market has been somewhat weaker, but not to an extent to warrant any change here. Demand is

not very great and is not expected to be for some weeks.

Glass.—Business here has been very good, but not much is being done at the present time, things will remain quiet now until the opening of spring.

Turpentine.—Demand here is fair for the time of year but the volume of business done is small. Prices remain unchanged.

Putty. — Things are very quiet here which is only to be expected during the winter season. Not much demand is noted.

TORONTO.

Toronto, Jan. 7.—As generally expected the present time is a quiet one for the paint manufacturers and jobbers. Travelers started out on Monday and spring booking is already coming in.

It is expected that booking will be heavy this spring on account of the large amount of business anticipated by the retailers. The price on ready mixed paint is expected to remain the same as at present.

Oil is easier this week but the lowest price is believed to have been reached. Turpentine is firmer and is quoted from 60c. to 62c. Very little business is being done on these lines at present.

Oil Is Easier.

Linseed Oil.—Oil is a little easier than last week and is being quoted at 55c. for raw and 58c. for boiled in single barrels with the usual reductions for quantities. The present price on oil is very low and is about 6c. per gallon lower than the price at which English oil could be imported. Jobbers in some quarters expect higher prices to prevail in the spring.

White Lead.—The price of lead is unchanged and the demand is fairly good for this season of the year.

Paints and Varnishes.—Travelers have started out and booking has commenced in earnest. The present year is expected to be a record-breaker in the sale of ready mixed paints and dealers are preparing to have their stocks in early.

Glass.—There is the usual demand for glass for this season of the year and prices are unchanged.

WINNIPEG.

Winnipeg, Jan. 6.—Stock-taking in paint and oil warehouses and a general reorganization preparatory to an active

spring campaign is about all that is doing here now.

Linseed oil is still weak but stands at the reductions recently announced. Turpentine is firm but unchanged.

Bluestone has advanced 50 cents per cwt. and is now quoted at \$6.75. The consumption of this commodity is very heavy in the spring during seeding time and last year stocks were practically exhausted. The demand this year will be very heavy and stocks generally are reported as low.

A SATISFACTORY YEAR.

Cleveland, Ohio, Jan. 2.—The Iron Trade Review to-day says:—

Nineteen hundred and twelve will always be regarded as one of the satisfactory years in the iron and steel industry in the United States. At no time during the twelve months just ended were prices considered high and yet manufacturers of all lines of finished products were able to enjoy fairly good profits. The policy of the leading interest and the most important independent mills was to maintain quotations on as low a basis as possible. This influence, it is believed, prevented a runaway market the latter part of the year, when anxious consumers seemed willing to pay almost any price manufacturers cared to ask.

In many respects, 1912 was the opposite of the preceding twelve months. In 1911, prices gradually declined; in 1912, quotations steadily advanced, especially during the last six months of the year.

Production of nearly all lines of finished iron and steel products was as great, if not greater, in 1912 than in any other year in the history of the trade. This is especially true regarding the manufacture of sheets and tin plate in which all previous records for production were broken. The production of pig iron also exceeded that of any other year, and similar records were established in several other branches of the trade.

Iron and steel manufacturing interests in all parts of the country enter the new year under the most auspicious conditions. Nearly all of the mills at the close of 1912 had sufficient tonnage on their books to necessitate maximum operations through the first six months of the new year, and many of the steel companies took contracts through the entire year of 1913 for specific work.

IN a day's work, the man who paints, bends his wrists many times. To lessen resistance to each stroke is to multiply energy. Why is Brandram-Henderson "English" Paint so smooth, so cream-like as to do that?

* * *

The answer brings us back again to Brandram's B.B. Genuine White Lead. Its impalpable fineness could come only from Brandram's century-old process. Such brilliance, too! And such ready harmony with Linseed Oil! Truly it earns its title—standard of the world.

* * *

Notice especially its large proportion in Brandram-Henderson "English" Paint. Seventy per cent. of the whole base is Brandram's B.B. Genuine White Lead. If we did not corrode and grind our own White Lead, do you suppose for a moment that we could afford such a formula? We are the *only* paint makers in Canada who corrode White Lead. So your customer gets better value in Brandram-Henderson "English" Paint. Neither he nor you have to pay more for it than you will pay gladly since you have the facts.

*Better Value—Better Business.
Link the two together in your
Paint Department. Write us.*

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

How Often Does His Wrist Move?

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

RABBIT METAL

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, per lb.

Tallman Brass & Metal Co.—Aretic Metal, XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo Hoo, 22c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, ½ to ¾ inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1½ in. 3 95 10 00
" 2 " 8 65 8 70
" 3 " 11 00 11 00
" 3½ " 12 60 12 70
" 4 " 15 75 15 85
" 4½ " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods, base ½ to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 56 per cent.
Fuller work, 70 p.c.; No. 6, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valve, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 18 50
Cut lengths, round bars, ½ to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 60
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazil's, insheets, 8 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.
Canadian foundry, No. 1. 22 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00
Summit, No. 2 pig iron 24 00
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 22 00
Cleveland, No. 3 22 50
Jarrow 25 50
Glenagrock 26 00
Radnor, charcoal iron 33 75
Agresome, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles \$.....base 2 50
Common bar, per 100 lbs. 2 10
Forged iron, per 100 lbs. 2 25
Refined iron, per 100 lbs. 2 35
Horseshoe iron, per 100 lb. 2 35
Mild steel 2 20
Sleigh shoe steel 2 15
Iron finish machinery steel (domestic) 2 15
Iron finish steel (foreign) 2 20
Rolled machinery steel 2 60
Tire steel 2 25
Sheet cast steel 0 15
Toe calk steel 3 05
Mining cast steel 0 07
High speed 0 65
Capital tool steel 0 15
Cammel Laird 0 50
Black Diamond tool steel 0 08
Corona tool steel 0 06
Silver tool steel 0 12
Cold Rolled Shafting.
¾ to 1 11-16 inch 0 06
¾ to 1 7-16 inch 0 05
1 7-16 to 1 inch 0 05
Montreal, ½ and Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 80 2 70
12 gauge 2 70 2 75
14 gauge 2 60 2 55
17 gauge 2 60 2 65
18 gauge 2 60 2 65
20 gauge 2 60 2 65
22 gauge 2 65 2 75
24 gauge 2 65 2 75
26 gauge 2 75 2 85
28 gauge 2 80 3 00

CANADA PLATES.

Ordinary 52 sheets 2 90 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45 4 35
60 4 70 4 70 4 60
20x28x80 8 90 8 90 8 70
20x28x80 9 40 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur. Gordon Gorbals
Gauge Head de-Lis Crown Best Best
16-20 3 70 3 35 3 60 3 70
22-24 3 75 3 40 3 65 3 75
26-28 4 20 3 80 4 05 4 15
28-30 4 45 4 15 4 25 4 35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

"Comet" sheets—

22 3 65
24 3 70
26 3 75
28 4 00

Apollo brand—

Montreal. Toronto
24 gauge, American 3 75 3 70
26 gauge, American 3 95 3 90
28 gauge (26 English) 4 30 4 20
10½ oz., equal to 28 4 50 4 40
English 4 50 4 40

IRON PIPE.

Black. Galv.
¾ 2 04 2 86
1 2 72 3 57
1½ 3 16 4 31
2 4 54 6 19
1½ 6 19 8 44
1½ 7 48 10 13
2 9 90 13 50

IRON PIPE FITTINGS.

Canadian malleable, 30 and 10; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c.; 7 and 8 in. pipe, 60 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x24, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Radiators—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

Montreal. Toronto
Heavy copper and wire. 0 11 0 11
Light copper bottoms. 0 09 0 09
Heavy red brass 0 10 0 10
Heavy yellow brass 0 08 0 08
Light brass 0 08 0 08
Tea lead 0 02 0 02
Heavy lead 0 02 0 02
Scrap zinc 0 03 0 04
No. 1 wrought iron. 2 00 1 00
Machinery cast scrap. 16 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 09

LEAD.

Domestic (Trail), pig, 110 lb. 5 00
Imported pig, per 100 lbs. 5 00
Rat pig, per 100 lbs. 7 00
Sheets, 24 lb. sq. ft., by roll. 7 50
Sheets, 3 to 6 lb. sq. ft. 8 00
Cut sheets ¾ per lb. extra.
Cut sheets to size, ¾ per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 10 per cent. off.
Lead waste pipe, 9c, 10 per cent. off.
Traps and bends 30 per cent.

SOLDER.

Montreal. Toronto
Bar, half-and-half, guarant'd 30 00
Wiping 0 28 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$55 00 \$54 00
Redipped Charcoal Plates—Tinned

M L S. Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50

Raven and Murex Grades—

I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00
"Dominion Crown Best"—Double.

Coated, Tinned.

I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
"Allaway's Best"—Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8 25
I X, Terne Tin 9 75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. 7 50
XX, 14x60, 50 sheet bxs. 7 50
XX, 14x65, 50 sheet bxs. 7 50

Tinned Sheets.

72x30 up to 24 gauge, case lots 8 00 8 00
72x30 up to 26 gauge, case lots 8 50

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.30 in cars.
Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, 5c. Coiled, 75c; oiling 10c in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 35c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and 2¢ for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c. 5 and 10-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ½-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 55
Galvanized, plain twist 2 90
Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B., Montreal.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 90 0 90

In barrels, 5-gal. tins 0 90 0 90

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 07

Litharge, ground 0 07

flaked 0 07

Green copperas (green vitrol) 0 01

Sugar of Lead 0 08

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ochre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. irons 0 06

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & G. Co.) 1 80

Cee Pes Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue. Per lb.

French medal 0 10

German common sheet 0 10

German prima 0 15

White pigstool 0 15

Brantford 0 10

golden medal 0 11

brown sheet 0 18

Golden sheet 0 13

Gelatine 0 22

white gelatine 0 28

white glue 0 12

100 flake 0 10

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue ¼ lb. pack-

ages, 10c; ¼-lb., 15c; 1-lb., 25c. Dis-

count.

XXL 0 13

XL 0 11

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18 0 18

Packets, 1-lb., 100 in case. 0 20 0 20

¼-lb. 0 22 0 22

Tins, 1-lb., 100 in case 0 21 0 21

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08

100-lb. kegs 0 08

Prepared Paints. Per gallon

in qt. tins

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Windsor). 1 00

"New Era" house paint (Wind-

sor). 1 35

Benj. Moore Co.'s "Egyptian"

Brand 1 50

Moore's pure linseed oil H.O. 1 65

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 70

Ramsay's paints, Thistle 1 40

Martin-Senour, 100 p.c. pure 0 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jamieson's Crown and Anchor

brand 1 60

High Standard 2 00

Plaster of Paris.

Per barrel 2 10

Half-pint tins, per dozen 0 30

Putty. Standard

Bulk, in casks 2 45

" 100-lb. drums 2 70

Bladders, in bbls. 2 90

Red Dry Lead.

Genuine, 550 lb. casks, per cwt 6 25 6 25

Genuine, 100 lb. kegs, per cwt 6 50 6 50

No. 1 casks, per 100 lbs. 5 75 5 75

No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stains.

In 5-gallon buckets 0 75



The Trade Mark That Means Quality

When you see the Minerva head on a can of paint, you know the contents are the best that skill, care and experience can produce.

Make your 1913 trading a bigger success than ever before by featuring the MINERVA Line.

We will give you most generous and direct support in the selling of our products.

Full Imperial Measure in every can.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

387-397 Carlaw Ave. -- TORONTO

Established in England in 1834.

Q-93

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC.,

BOX AC, TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES: 32 Victoria St., S.W. London. 5 Rue Denis Poisson, Paris. Johannesburg. Mexico City. Buenos Aires. Porto Rico.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oleothol	1 50
Lighting dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granite floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Klantz" Interior Finish	2 40
"Flynt-Lac" coach	1 80
R.H. Ltd., "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 55
Everlastic Floor	2 55
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
Inches	Star Diamond
Under 26	\$1.25 \$6.25
26 to 40	4 65 7 75
41 to 50	5 10 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Size United	Double
Inches	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25 8 40
Brandam's B.B. Genuine	9 25 9 40
C.P.C. decorators, pure	8 25 8 25
Crown and Anchor, pure	8 25 9 40
Elephant, Genuine	8 55 8 65
Essex, Genuine (Windsor)	8 00
Island City Decorators	8 25 8 40
pure	8 25 8 40
Lily Pure	8 25 8 40
Monarch (Windsor)	8 50 8 65
Munro's Select Flake White	8 50 8 65
Purity C.O. Co's, Ltd.	8 10 8 10
Ramsay's Pure Lead	8 25 8 40
Ramsay's Exterior	8 05 8 15
Stirling Pure	8 40
Tiger Pure	8 25 8 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911	
---	--

White Zinc (Dry)	0 07 1/2
Extra Red Seal, V.M.	0 07 1/2
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2

Whiting.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain shovels	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 7 00
Barrell hatchets	5 50 6 85

Buckworth, per lb	0 10 1/4
-------------------	----------

Ammunition	
"Dominion" Rlm Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount, same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, A.A. to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; W.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight qualified Augers and Bits.	
For's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70

Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	4 50 6 00
Zeuth	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 45
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	3 25

Steel, track, 1 x 3-15 in. (100 ft.).	3 25
Barn Door Latches.	2 25
Challenge, dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent. 10 and 10 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and up	55 & 10
Larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 40
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	35 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 80
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls, per gallon	0 17
Liquid tins cement	0 19
Crude coal tar, per bbl.	5 00
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 25 00
English	17 00 21 00
American	23 00 25 00
high	37 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr. 2 40 6 75	
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb.	36 00
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/2 in., \$3.65; 3/4 in., \$3.60; 1/2 in., \$3.45; 1 in., \$3.40.	

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 50
Carpenters, 3 feet	3 50
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25
Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.	
Plugs, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66 1/2
Delta Files	66 1/2
Nicholson	66 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Duffin pattern pails, 45 per cent.	
Enfield pattern, 45 per cent.	
Galvanized wash tubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.00; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 1/2 0 13 1/2
Trimmed, green and partly cured	0 13 0 14
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25

Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 80
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.50; No. 51, \$7.75; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, 610, \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor, 6,000, 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1½-inch	\$4 10
4 1¾-inch	3 75
5 1 15-16-inch	3 50
6 2¼	3 10
7 2 5-16	2 90
8 2¼	2 75
9 2 11-16	2 60
10 2½	2 50
11 3 1-16	2 45
12 3¾	2 45
Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 1-4, \$5.25; to weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 50 per cent.	
Knives.	
Hay knives, net list.	
Clauss, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Lead, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33½ per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35 4 10
" 100 to 103	1 35 2 90
Kitchen hooks, bright	6 80
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lawnmowers.	
Japannawd ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	7 00
½ft Tubular and Hinge Plain, per doz.	5 25
Japannawing, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
"Cold Blast Globes, 55c doz.	
Lamp wick, 50 per doz.	
Lawn Hose.	
Competition grade lawn hose, 70 and 5.	
Lawn Mowers.	
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$5.75; do., 4 knives, \$7.25; 10½-inch wheel, 4 knives, 12 in. sizes, \$8.30; ball bearing cut, 4 knives, 5 knives, \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	



F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

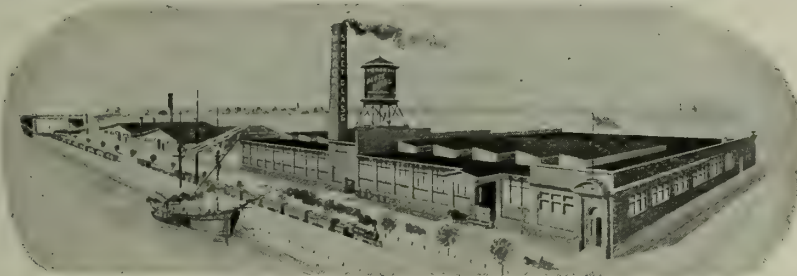
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

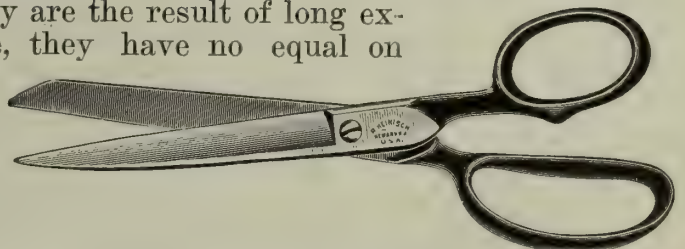
HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnors' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

THE ADVANTAGE OF ROBERTSON'S SOCKET HEAD WOOD SCREWS

makes them quick sellers.

A specially designed screw driver fits snugly into the square hole and there it stays until the screw is tight. There is no possibility of slipping.

A display alone will effect many sales. We also manufacture high grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire.

Write for catalog.

THE P. L. ROBERTSON MANUFACTURING CO., Limited,

Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street

F. J. SCHUCH, Agent

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axe dozen, from	6 80
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 in. lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.65; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 33 1/3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singsale" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6-10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Cold hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Stanley plane, \$2.80 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 1/4 in. diam. and over, 17; under 1/4 in., 18.	
Jute, 7-16 and upwards, 10 1/2 c.	
Lath yarn, single	0 10 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c per lb.	
Tinned rivets, net extra, 45c per lb.	
Coppered Rivets, net extra, 25c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 50, nickel-plated, per set	0 95
Mrs. Potts, handles japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.	
Sand and emery per 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, 1/2 lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 p.c.	
Simonds Hand, 15 p.c.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows. Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 1x18, open 2 1/2 inches	1 00
Perfection window screens, 1x15, open 2 1/2 inches	1 80
Model window screens, 1x22, open 3 1/2 inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Champion, Scales, 50 p.c.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 7 1/2
" R.H., bright	80 10 7 1/2
" F.H., brass	75 10 7 1/2
" R.H., brass	70 10 7 1/2
" F.H., bronze	65 10 12 1/2
" R.H., bronze	65 10 12 1/2
Drive screws	85 10 12 1/2
Set, case hardened	60
Square cap	50 and 55
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per doz.	0 65
North Bros., No. 30, per doz.	16 80
" Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acyne Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37 1/2 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
Shovels and Spades.	
1st grade	4th grade
2nd grade	5th grade
3rd grade	6th grade
4th grade	7th grade
5th grade	8th grade
6th grade	9th grade
7th grade	10th grade
8th grade	11th grade
9th grade	12th grade
10th grade	13th grade
11th grade	14th grade
12th grade	15th grade
13th grade	16th grade
14th grade	17th grade
15th grade	18th grade
16th grade	19th grade
17th grade	20th grade
18th grade	21st grade
19th grade	22nd grade
20th grade	23rd grade
21st grade	24th grade
22nd grade	25th grade
23rd grade	26th grade
24th grade	27th grade
25th grade	28th grade
26th grade	29th grade
27th grade	30th grade
28th grade	31st grade
29th grade	32nd grade
30th grade	33rd grade
31st grade	34th grade
32nd grade	35th grade
33rd grade	36th grade
34th grade	37th grade
35th grade	38th grade
36th grade	39th grade
37th grade	40th grade
38th grade	41st grade
39th grade	42nd grade
40th grade	43rd grade
41st grade	44th grade
42nd grade	45th grade
43rd grade	46th grade
44th grade	47th grade
45th grade	48th grade
46th grade	49th grade
47th grade	50th grade
48th grade	51st grade
49th grade	52nd grade
50th grade	53rd grade
51st grade	54th grade
52nd grade	55th grade
53rd grade	56th grade
54th grade	57th grade
55th grade	58th grade
56th grade	59th grade
57th grade	60th grade
58th grade	61st grade
59th grade	62nd grade
60th grade	63rd grade
61st grade	64th grade
62nd grade	65th grade
63rd grade	66th grade
64th grade	67th grade
65th grade	68th grade
66th grade	69th grade
67th grade	70th grade
68th grade	71st grade
69th grade	72nd grade
70th grade	73rd grade
71st grade	74th grade
72nd grade	75th grade
73rd grade	76th grade
74th grade	77th grade
75th grade	78th grade
76th grade	79th grade
77th grade	80th grade
78th grade	81st grade
79th grade	82nd grade
80th grade	83rd grade
81st grade	84th grade
82nd grade	85th grade
83rd grade	86th grade
84th grade	87th grade
85th grade	88th grade
86th grade	89th grade
87th grade	90th grade
88th grade	91st grade
89th grade	92nd grade
90th grade	93rd grade
91st grade	94th grade
92nd grade	95th grade
93rd grade	96th grade
94th grade	97th grade
95th grade	98th grade
96th grade	99th grade
97th grade	100th grade
98th grade	101st grade
99th grade	102nd grade
100th grade	103rd grade
101st grade	104th grade
102nd grade	105th grade
103rd grade	106th grade
104th grade	107th grade
105th grade	108th grade
106th grade	109th grade
107th grade	110th grade
108th grade	111th grade
109th grade	112th grade
110th grade	113th grade
111th grade	114th grade
112th grade	115th grade
113th grade	116th grade
114th grade	117th grade
115th grade	118th grade
116th grade	119th grade
117th grade	120th grade
118th grade	121st grade
119th grade	122nd grade
120th grade	123rd grade
121st grade	124th grade
122nd grade	125th grade
123rd grade	126th grade
124th grade	127th grade
125th grade	128th grade
126th grade	129th grade
127th grade	130th grade
128th grade	131st grade
129th grade	132nd grade
130th grade	133rd grade
131st grade	134th grade
132nd grade	135th grade
133rd grade	136th grade
134th grade	137th grade
135th grade	138th grade
136th grade	139th grade
137th grade	140th grade
138th grade	141st grade
139th grade	142nd grade
140th grade	143rd grade
141st grade	144th grade
142nd grade	145th grade
143rd grade	146th grade
144th grade	147th grade
145th grade	148th grade
146th grade	149th grade
147th grade	150th grade
148th grade	151st grade
149th grade	152nd grade
150th grade	153rd grade
151st grade	154th grade
152nd grade	155th grade
153rd grade	156th grade
154th grade	157th grade
155th grade	158th grade
156th grade	159th grade
157th grade	160th grade
158th grade	161st grade
159th grade	162nd grade
160th grade	163rd grade
161st grade	164th grade
162nd grade	165th grade
163rd grade	166th grade
164th grade	167th grade
165th grade	168th grade
166th grade	169th grade
167th grade	170th grade
168th grade	171st grade
169th grade	172nd grade
170th grade	173rd grade
171st grade	174th grade
172nd grade	175th grade
173rd grade	176th grade
174th grade	177th grade
175th grade	178th grade
176th grade	179th grade
177th grade	180th grade
178th grade	181st grade
179th grade	182nd grade
180th grade	183rd grade
181st grade	184th grade
182nd grade	185th grade
183rd grade	186th grade
184th grade	187th grade
185th grade	188th grade
186th grade	189th grade
187th grade	190th grade
188th grade	191st grade
189th grade	192nd grade
190th grade	193rd grade
191st grade	194th grade
192nd grade	195th grade
193rd grade	196th grade
194th grade	197th grade
195th grade	198th grade
196th grade	199th grade
197th grade	200th grade

Scythe	per gross 3 50	5 00
Tacks, Brads, Etc.		
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in bulk, 15; luting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.		
Tape Lines.		
Universal, ass skin, No. 714, 66 ft., doz.		3 00
Lufkins, linen, No. 404, 66 ft., ea.		0 94
" steel, No. 264, 66 ft., each		3 50
Chesterman's linen, No. 1822, 66 ft., each		1 10
Chesterman's Metallic, No. 1821, 1 1/2 doz.		1 95
" Steel, No. 1840, 50 ft., doz.		1 00
Trowels.		
Disston's, 10 per cent.		
Thermometers.		
Tin case and dairy, 75 and 10 p. c.		
Tinners' Snips.		
Discount 35 per cent.		
Tinners' Trimmings.		
Discount, 45 per cent.		
Plain and retinned, 75 and 12 1/2.		
Traps (Steel Game).		
Newhouse, 30 per cent.		
Hawley & Norton, 40, 10 and 5 p. c.		
Victor, 60 and 5 per cent.		
Oneida Jump (Star), 50, 10 and 5 p. c.		
Traps (Rat and Mouse).		
Out O' Sight Mouse Traps		0 60
" " Rat Traps		1 20
Easy Set Mouse Traps		0 45
" " Rat		0 95
Blizzard Mouse Traps		0 45
" " Rat Traps		0 95
Hold-Fast (formerly Devil) Mouse Traps		0 25
Hold-Fast (formerly Devil) Rat Traps		0 80
5-Hole Tin Chokers		0 80
Vises.		
Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		
Washing Machines.		
New Ontario		41 25
Round, re-acting, per doz.		81 25
Square, re-acting, per doz.		77 50
Dowsell		62 50
Century, Style A		101 25
Ideal Power		180 00
Daisy		73 25
Stephenson		74 00
Puritan Motor		165 00
Connor, improved		52 50
Ottawa		55 00
Connor Ball Bearing		112 50
Connor Gearless Motor Washer		180 00
20 per cent.		
Wringers.		
Royal Canadian, 11 in., doz.		47 75
Eze, 10 in., doz.		46 75
Bicycle, 11 in.		60 50
Trojan, 12 in.		100 00
Challenge, 3 year, 11 inch		53 25
Ottawa, 3 year, 11 inch		58 25
Favorite, 5 year, 11 inch		61 75
20 per cent.		
Wheelbarrows.		
Navy, steel wheel, dozen		21 20
Garden, steel wheel, dozen		32 40
Whiffles, etc.		
Tubular steel whiffletrees, 28 in.	1 00	
" " " 34 in.	1 00	
" " " 36 in.	1 25	
" " neekyokes, 36 in.	1 25	
" " doubletrees, 40 in.	0 95	
" " lumbermans, 44 in.	0 95	
Wood Handles.		
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.		
Extra ash fork, hoe, rake and shovel handles, 45 per cent.		
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.		
Carriage neekyokes, oval and whiffles, 35, hickory, 40 per cent.		
Carriage neekyokes and whiffletrees, ash, 35, hickory, 40 per cent.		
Team neekyokes oval and round whiffletrees, hickory and ash, 35 per cent.		
All other ash goods, 40 per cent.		
All hickory, maple and oak goods, 35 per cent.		
Wrenches.		
Agricultural, 67 1/2 per cent.		
Wrought Iron Washers.		
Canadian, 45 per cent.		
WINNIPEG HARDWARE QUOTATIONS.		
Ax Handles—Oval and octagon, s.g. hickory, \$3.50. No. 1, \$2.40; 2, \$1.95. P.g. do.		
Auger Bits—"Irwin" bits, 47 1/2; the lines, 70 and 10 per cent.		
Barb Wire—Lyman 4 pt., \$1.86 f.o.b. Fort William; \$2.26 per spool of 80 rods f.o.b. Winnipeg; Guiden 2 pt., \$1.77 f.o.b. Fort William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt.		

Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H.

Ford Auger Bit Co.
Holyoke, Mass.

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

"The Choice of the Western People"

Stephens

OIL and VARNISH STAINS

Sell Quickly

These stains "add tone to the home"
and are the choice of every house-
wife who knows them.

The profits allowed the dealer are
the kind that you cannot afford to
overlook—they are reliable and
consistent.

Every can of paint absolutely
guaranteed.

Write for our agency proposition.

Prices and color cards at once.



G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

SITUATIONS WANTED

TINSMITH WITH SPECIAL EXPERIENCE of furnace work and knowledge of steam-fitting, plumbing, electric wiring and natural gas fitting will want position in spring. Ten years in business for himself. Box 728, Hardware and Metal, Toronto. (3)

EXPERIENCED HARDWARE SALESMAN with a thorough knowledge of heating and plumbing, having at present full charge of a retail hardware store, wishes to make a change. Would accept a position as travelling salesman or take charge of a hardware store. Box 730, Hardware & Metal, Toronto. (3)

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (1f)

WANTED—AT ONCE—TINSMITH AS FOREMAN. Must be first-class workman and able to figure on furnace work satisfactorily. Must be temperate. Give references, experience and wages expected, to Geo. L. Foerster, Neepawa, Man. (6)

WANTED — LIVE, ENERGETIC HARDWAREMAN to take over interest in growing hardware firm in Alberta. Good prospects for future. Man with small capital would be considered, providing recommendation and experience satisfactory. Box 718, Hardware & Metal, Toronto. (3)

WANTED—CITY TRAVELLER FAMILIAR with Montreal wholesale hardware trade. Apply "Sales," care of Hardware and Metal, Montreal. (2)

WANTED — SALESMAN TO REPRESENT going concern in New Ontario, selling to retail trade, mines, mills and contractors. This is a good opportunity for a good salesman, only no "order taken" need apply. Apply, stating experience, age, salary, to Box 726, Hardware and Metal, Toronto. (5)

HARDWARE SALESMAN—SHOWING EXCELLENT results, speaking both languages, with splendid connection in Montreal City, and fair connection throughout Ontario. Twelve years' experience, desires position with manufacturer. Box No. 725, Hardware and Metal, Toronto. (2)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbier. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (1f)

BUSINESS CHANCES

GOOD HARDWARE AND TINSMITH BUSINESS for sale, one of the best in western Ontario. Must sell quick, and good reasons. Geo. Rudolph & Son, Elmwood, Ont. (2)

OLD ESTABLISHED HARDWARE BUSINESS in Victoria, British Columbia, situated on one of the best business corners. Can be bought at a reasonable figure. Absentee heirs of founder desire to sell at once. Further particulars may be had by applying to Messrs. Day & Boggs, Victoria, British Columbia. (2)

HARDWARE, TINSMITHING, PLUMBING—stock and property in Ontario lake and rail terminal. A live proposition with excellent opportunities. Box 729, Hardware & Metal, Toronto. (4)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

STOCK WANTED

WANTED — A LIMITED NUMBER OF shares of Prentiss Wireless Train Control stock. Quote lowest price. Box 727, Hardware and Metal, Toronto. (4)

PARTNER WANTED

TOOLS, TINWARE AND HARDWARE OF all sorts—wanted, a partner to sell from samples, Halifax to Fort William. Advertiser has large Western trade, and must get partner to take Eastern Canada. Box 722, Hardware & Metal, Toronto. (2)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS —Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (1f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.



TENDERS FOR DREDGING

SEALED TENDERS, addressed to the undersigned, and endorsed, "Tender for Dredging, False Creek, Vancouver," will be received until 4.00 P.M., on Friday, January 31, 1913, for dredging required at False Creek, Vancouver, B.C.

Tenders will not be considered unless made on the forms supplied, and signed with the actual signatures of tenderers.

Combined specification and form of tender can be obtained on application to the Secretary, Department of Public Works, Ottawa, and to C. C. Worsfold, Esq., District Engineer, New Westminster, B.C. Tenders must include the towing of the plant to and from the work. Dredges and tugs not owned and registered in Canada shall not be employed in the performance of the work contracted for. Contractors must be ready to begin work within thirty days after the date they have been notified of the acceptance of their tender.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for five per cent. (5 p.c.) of the contract price, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 27, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—33298.



SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Locks and Dam, Quebec Harbor, P.Q.," will be received at this office until 4 P.M., on Monday, February 10, 1913, for the construction of two Locks and Dam in Quebec Harbor, Que.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. L. Michaud, Esq., District Engineer, Merchants Bank Building, St. James St., Montreal; A. R. Decary, Esq., District Engineer, Post Office, Quebec; C. E. W. Dodwell, Esq., District Engineer, Halifax, N.S.; F. G. Goodspeed, Esq., District Engineer, St. John, N.B., and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for five per cent. (5 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 26, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—33398.

JAMIESON'S

Pure

Prepared Paints

For a Larger and Better
Paint Trade in 1913

WRITE US ABOUT AN AGENCY IN YOUR
TERRITORY. WE CAN MAKE IT
INTERESTING.

R. C. Jamieson & Co.,

Established 54 years ago LIMITED

MONTREAL

Owning and Operating
P. D. DODS & CO., LIMITED



MYERS PUMPS

We manufacture all kinds of
PUMPS, HAY UNLOADING
TOOLS and BARNDOR
HANGERS that are service-
able, durable and reliable.
You never fail to get
QUALITY when buying
"THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N. S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint
and its past record of service enable us to
place a guarantee that it will outlast, cover
more surface, hold its color better, stand more
weather changes, and give a more brilliant fin-
ish than any high-priced paint you can buy.
It is made to meet the requirements of the most
critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - - ONTARIO

IT WILL PAY YOU

positions there. You may find just what you want.

to watch our Condensed
Ad columns. There
are many money-making



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

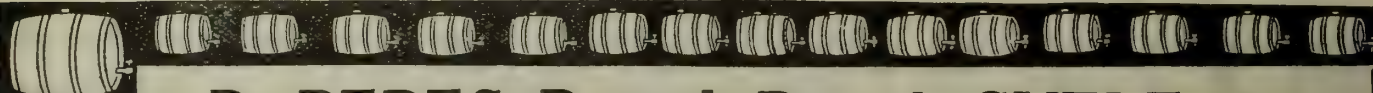
*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal

118

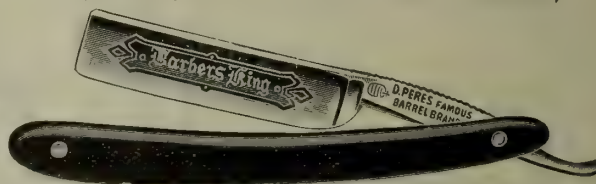


D. PERES Barrel Brand CUTLERY

Dear Mr. Dealer:—

The demand for "Barrel Brand" Cutlery is increasing rapidly. This fact is the result of the excellent quality of our goods. Be sure that your stock in Cutlery in the coming season contains a large assortment of "Barrel Brand." Our travellers will call on you shortly with full range of samples. In your own interest don't order before you have seen what we have to offer you. Barrel Brand Cutlery is the most satisfactory line to handle; it gives you both satisfied customers and a big margin of profit.

(Razors, Pocket Knives and Scissors)

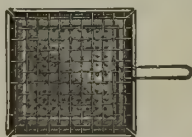


Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results

If You Sell Our

HIGH GRADE GOODS

If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd.,

WATFORD, ONT.
ROCKFORD, ILL.

WHICH WILL PAY YOU BEST?

SHERWIN-WILLIAMS PAINTS & VARNISHES

OR

THE JUST AS GOOD BRANDS



This little trade mark is known from the Atlantic to the Pacific. To the consumer it means satisfaction and good value. To the dealer it means increase trade, satisfied customers and more profits.

The Sherwin-Williams Company Selling Plan is worth knowing. It brings increased trade to the Sherwin-Williams Dealers all over the country. If you would like to know more about it send us your address.

Customers everywhere have found it pays to buy Sherwin-Williams Products, and dealers have found the Sherwin-Williams line the best line to sell.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



Goodell-Pratt's



NUMBER

53

Hand Drill

The main feature of this Hand Drill is the Rack Gear which has a wide face which can be used in place of handle for delicate work.

It has also the added convenience of a small side handle.

Gears are all cut. Chuck has capacity of 0 to 5/32. It is a seller wherever shown.

Goodell-Pratt Company

Toolsmiths

GREENFIELD

MASS., U.S.A.

The Strong Advantages
of

**Pearson's
Patent Poke No. 2**

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Give it a trial—the results are just the kind you want.

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

**Build Up a Profitable
Fence Department!**



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a **Peerless** clamp. Top and bottom wires of **Peerless** Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



SELLING POINTS TO HELP

THE
DEALER
WIN
TRADE

THE ARTISTIC SIDE OF PAINT

As wealth accumulates, society demands better things. Property owners realizing their debt to society improve their property to satisfy its demand.

They beautify to merit approval—and soon get to delight in things artistic. The annually increasing sales of

MARTIN-SENOUR PAINT

100% PURE

is a gauge of the advance of artistic taste brought to a practical issue. The paint dealer who takes advantage of prevailing conditions encourages the artistic side of paint. He cultivates it and caters to it with MARTIN-SENOUR Paint—the kind that satisfies the most exacting requirements. Get in that class Mr. Dealer—put your paint business on a higher plane and get more profit.

Better not delay getting the agency for MARTIN-SENOUR PAINTS and VARNISHES.

The Martin-Senour Co. Limited

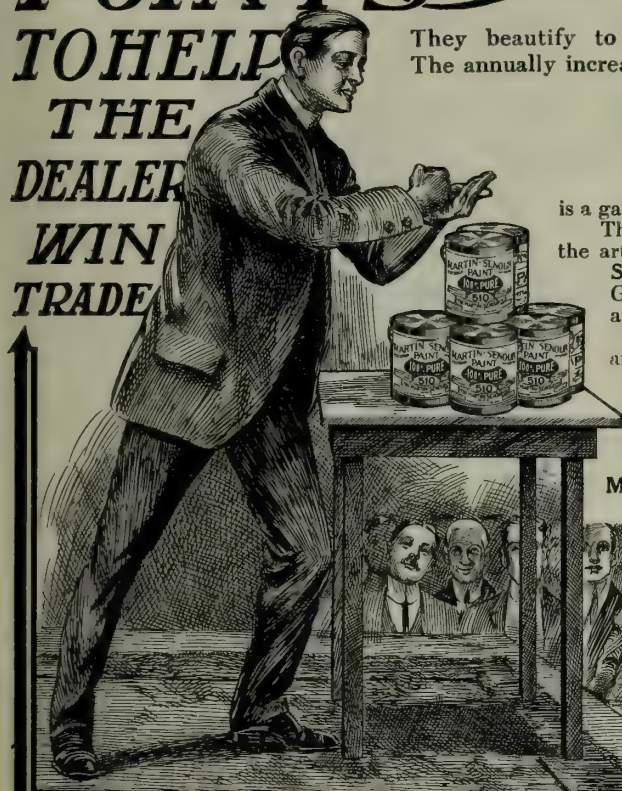
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



UNVARNISHED FACTS

DOUGALL VARNISH is the one varnish that will give perfect satisfaction.

Made under perfect conditions by the most experienced workmen, it has qualities which are not found elsewhere.

Dougall Varnish will cover more surface per gallon than any varnish made. When dry, it possesses a very high polish, which it retains for a long time. Its lasting qualities are well known and it well deserves this description:

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President.

305 Manufacturers Street,

Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

The Gun That Brings the Boys



A real gun—that's what the boys want.

Just show them this Hamilton No. 27, mention the low price, and the buying commences.

No other gun will take the place of the Hamilton on your shelves. It shoots as straight and true as the best of them, yet no hunting rifle made can be offered to your customers at such a low price.

HAMILTON 22 CALIBER RIFLES



New methods in rifle building, exclusive patents, and shop efficiency make possible the low price.

You need Hamilton Models 27 and O27 right away to make your line complete.

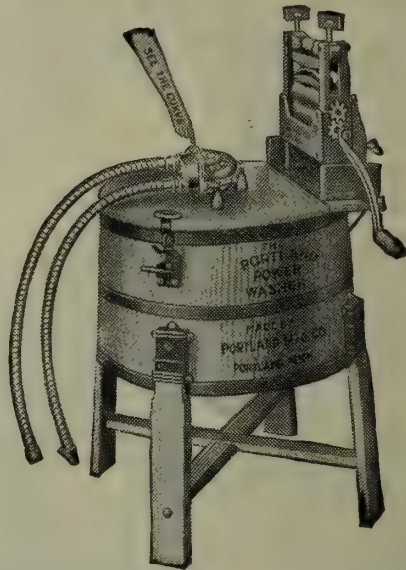
Order a supply from your jobber today. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of the Hamilton Rifle

Plymouth, Michigan

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

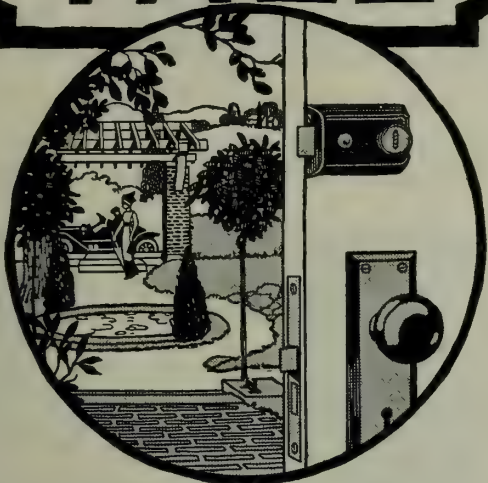
SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

The name "YALE" helps make the sale

YALE



If you want to do a profitable business in Night-latches, keep these things in mind:

First—That Yale Night-latches offer the greatest security and convenience that have ever been attained, and give you a satisfactory profit.

Second—That we advertise them in magazines and newspapers that reach your customers.

Third—That we offer our dealers-free-advertising and selling helps which really sell the goods.

For Instance :

**Newspaper
Advertisements**

supplied in plate form ready for you to use in your local papers.

**Window
Displays**

that attract and convince, designed by our show-window expert.

**Printed
Matter**

describing Yale Products, for you to send or give to prospective customers.

We have a book, "Suggestions for Selling Yale Night-latches," that tells in detail about the helpfulness of our Dealers' Advertising Service. Send for it to-day—It's free.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada; Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.

BRONZE PAINT SERVICE

Is What
Every Customer Wants

Why Sell Them A
Prepared Bronze Paint
When

Reflex Bronze Liquid

Mixed with Bronze Powder
Forms A BRONZE PAINT
That Lasts Longer

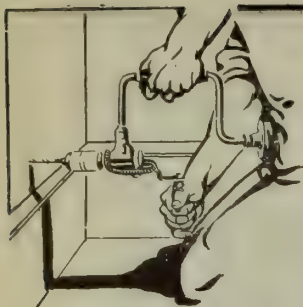
Your customers can easily mix this combination and they will be highly pleased with the ease with which they apply it

Stock Reflex Bronze Liquid and Bronze Powder now and your Bronze Paint Sales will greatly increase.

The
Ault & Wiborg Co.
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



This
**Drill Brace
No. 192**
Makes Difficult
Boring Easy

The gear as shown by illustration is attached or detached by turning a thumb screw, but what is not shown is that when set it is as rigid as if keyed on. Its possible adjustment to three positions gives the user 100% efficiency in any corner or in any position or angle.

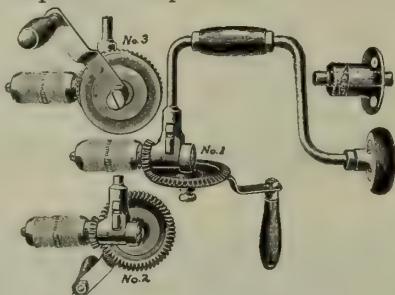
Gear Attached or Detached by Thumb Screw

The ratchet is an improved device so arranged that both dogs can be thrown out of mesh at the same time, allowing free operation of drill gears.

With drill gear detached, the brace is our regular 10 inch Sweep tool with all its patented improvements—universal chuck, taking all sizes and shapes of shanks patent ratchet, non-splitting free-acting centre Handle and ball bearing head.

Adjustable to Any Position

Of fine appearance and works perfectly



MILLERS FALLS COMPANY

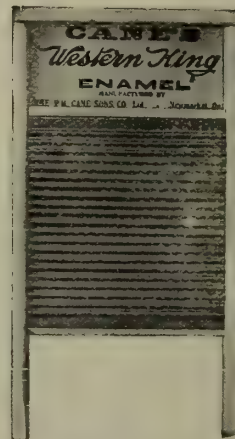
28 WARREN STREET.

NEW YORK CITY



"The Best Board I Have Ever Used"

This Talk is Common Among Users of



**CANE'S
WASHBOARDS**

Start the people talking in your vicinity by selling these washboards and your business will increase rapidly.

It's the durability, construction and excellent finish that makes neighbors talk, also the reasonable price.

We make boards in 13 different styles and grades—there is one to meet the pocket book of every buyer.

Your Jobber has them.

Write us for catalog.

WM. CANE & SONS CO.

LIMITED

NEWMARKET, ONT.

**A. & J. Automatic
ONE HAND EGG BEATER
Cream Whip and Mayonnaise Mixer**

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD . ONT.



**Pumps that Carry
Good Will**

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

These Curling Stones Will Make Friends for You

When the boys get together on the ice, the talk naturally runs to the merits of the different stones. They will speak well of the stones you sell if they are



Mac's Special Red Hone Curling Stones

Every pair you sell will make a friend for you—a friend who will be continually boosting your business to the people you are most interested in reaching. It is a wise dealer who takes advantage of this most effective advertising. Pairs perfectly matched and balanced, beautifully finished, and absolutely true-running; these are the qualities that put these stones so far in the lead.

The Winnipeg Paint and Glass Co., Limited

"Everything for a Building."

Winnipeg

Manitoba

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto.
Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
White Mop Wringer Co.

MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

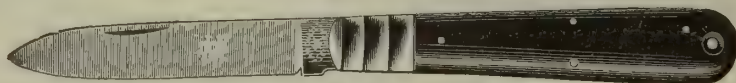
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

J. A. HENCKLES

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

Fine Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal



"Kenrick" Cast Iron Holloware

"Anglo" Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE.,

WINNIPEG, MAN.

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.



No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.

"RED CROSS" Sanitary Chemical Closets

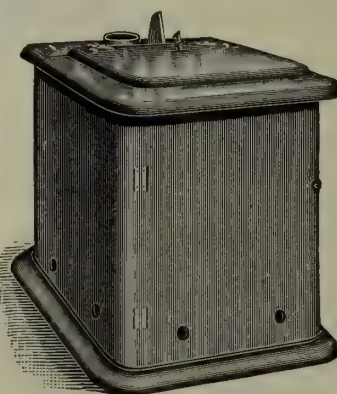
Have earned the
name

Sanitary

Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless — closets that are made right, and

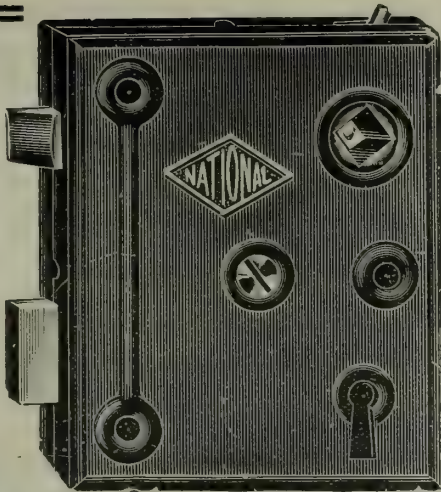
that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.



Red Cross Sanitary Appliance Co.
GRIMSBY, ONT.

National Steel Rim Locks

are noted for their strength, durability and efficiency.



Safety Demands a Good Lock

The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade. The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

Let us hear from you.

NATIONAL HARDWARE COMPANY, LIMITED
ORILLIA, ONTARIO, [CANADA]



Old Standard, Eagle, Pyramid and Globe GERMANTOWN LAMPBLACK

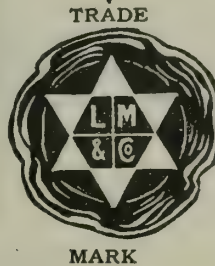
IN PACKAGES OR BULK FOR EVERY REQUIREMENT

The mere fact of having the Best Blacks at a moderate price — not necessarily the cheapest in initial price per pound, but cheapest in final results, added to the assurance of absolute purity, uniformity and good service is the reason we have the Largest Lampblack business in the world.

Dealers everywhere should sell these brands—they are the assurance of absolute satisfaction.

Why Buy The "Near Brand" When the Best is Procurable?

Established 1849.



The L. MARTIN CO.

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Orders may be sent to

SIMONDS

CANADA

SAW CO. Limited

St. Remi St. and Acorn Av.
Montreal, P.Q.

St. John, N.B.

Vancouver, B.C.



If you are looking for the best trade in your city add

SIMONDS SAWS

to your stock.

All kinds of
Hand Saws, Hack
Saws and Cross-
Cut Saws

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

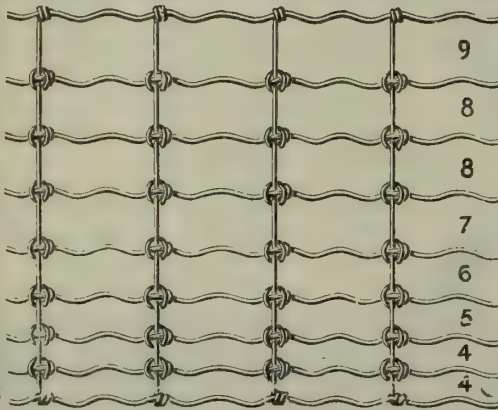
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Grate
requires no chimney, therefore anyone building a house can have a Mantel
complete for less than the actual cost of a chimney.

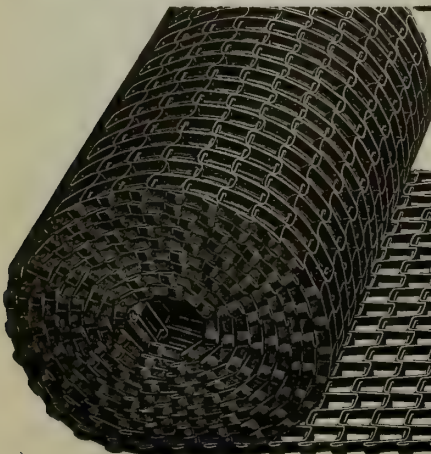
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



The "KEYSTONE" Is The BEST MATTING Of Them All.
It is Non-Rustable, Reversible, Self-Cleaning, Sanitary, and
Will Last A Life-Time

It will pay you to
stock it now.

Display it in your
window or in any
other prominent spot
and you will get splen-
did results.

Write for particulars and prices

**Kuhne - Anderton
Mfg., Co.**

PORT HOPE, ONT.

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED - - - ONTARIO

Stocked in West by

The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - - - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson - Made Files. These are the favorite made - in - Canada Nicholson Brands:—

"American"

"Arcade"

"Great Western"

"Globe"

"Eagle"

"McClellan"

"Kearney & Foot"

"J. B. Smith"

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

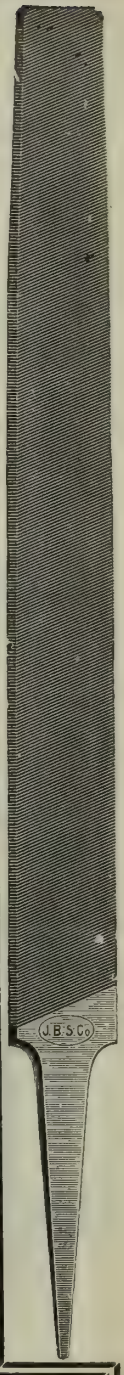
Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

**NICHOLSON
FILE CO.**

PORT HOPE

ONT.



LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO. MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION



5753 IRON

3 in..... 4/3
4 "..... 6/-
5 "..... 8/6

5754 BRASS

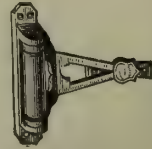
3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.

5355 IRON

4 in..... 23/6
5 "..... 32/-
6 "..... 40/-

5356 BRASS

4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401
With 2 in.
Shoe,
18/- each.



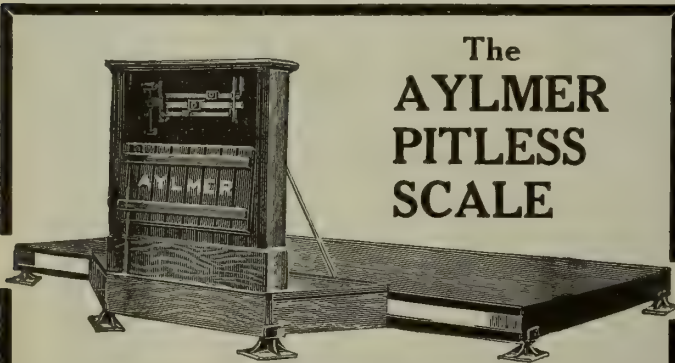
2880
With 2 in.
Shoe,
26/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

Your Trade

will appreciate the service giving
qualities of our

Roped Extension Ladders

They are ideal for painters and decorators and are absolutely safe. Automatic Hooks lock every round and unlock between rounds.

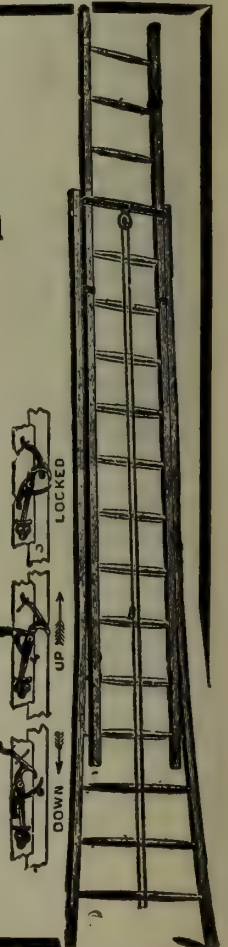
Easily converted into two ladders. These ladders are strictly high grade. Made of clear yellow pine and rock elm rounds.

Let us send you a trial order—we want you to be convinced that they are "real sellers" and very profitable.

Write for complete catalog and prices
—NOW.

The Stratford Mfg. Co.
Limited

STRATFORD .. ONTARIO



GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
**THIS MARK
OF HIGH QUALITY
Is On Every
Roll**



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

The World's Largest

PURE LAMPBLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a **WRITTEN GUARANTEE**

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto;
H. W. Glassco, Winnipeg.

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Fisk Advertising Service FOR HARDWARE DEALERS

52 ads., one each week for a year, **\$5.00**
text matter only...

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cap Screws, Set Screws, Studs Special Milled Work Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.



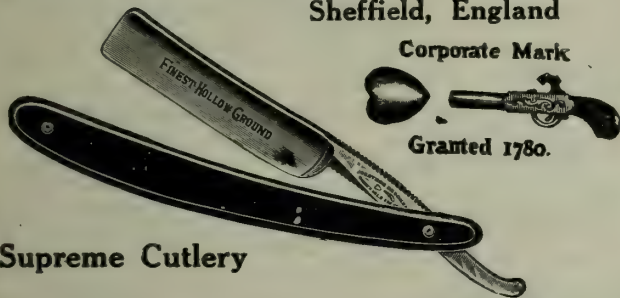
**ARE
YOU
ALIVE**

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Jonathan Crookes & Son
Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Natural Gas Goods
of every description

at

T. F. BIRMINGHAM'S

20 John Street South
HAMILTON, ONT.

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

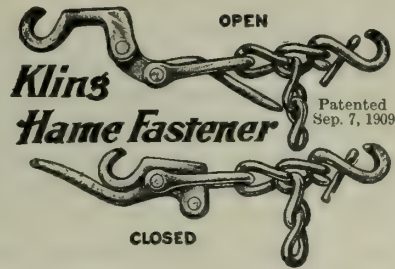
Special
Models for
Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole
Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

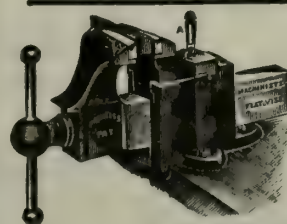


All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Do Not Be Misled by Inferior Imitations.

There is but one



**PRENTISS
VISE**

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Carleton Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehouse and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON. - SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

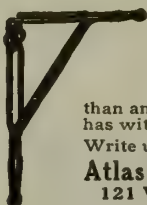
BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man.
covering the jobbing trade of Manitoba, Saskatchewan and Alberta.
This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg.,
Winnipeg.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

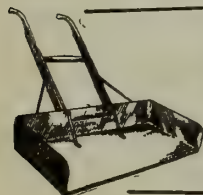
HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

H. E. JOHNSON
Factory Representative
12 Melinda St.
TORONTO
Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid
Perth - Ontario

IRON.

FIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

LEAK STOPS.

Carey
PERMANENTLY REPAIRS SMALL LEAKS
in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retail at 25 cts. Per Stick, or sent by mail postpaid for 35 cts.
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cinn., Ohio.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The
Condensed Ad.
page
will interest you



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Public Building, Brantford, Ont." will be received at this office until 4.00 P.M., on Monday, February 3, 1913, for the work mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at the office of Mr. Thos. Hastings, Clerk of Works, Postal Station "F," Yonge St., Toronto, at the Post Office, Brantford, Ont., and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 3, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—31129.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 13-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



Trade Mark

The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

Sold by Jobbers

WRITE US (we do no travelling) and we will be pleased to quote you prices.

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind.

These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

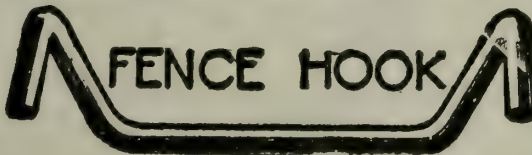
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR
CATALOGUE
AND PRICES

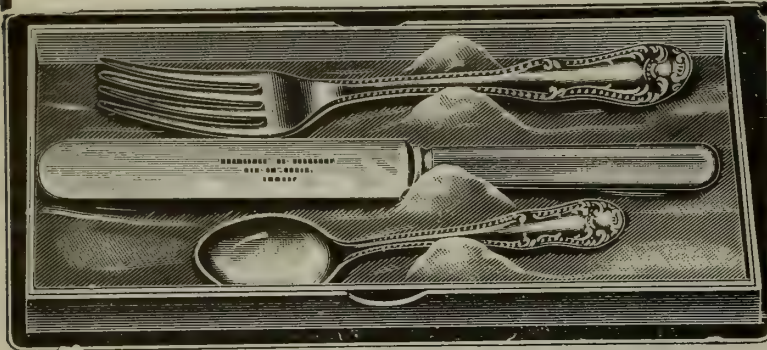
PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY, LIMITED
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make A Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tiling
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS

Made in Canada.

They have distinct advantages that YOU cannot afford to overlook.

"There's More Money in Them."

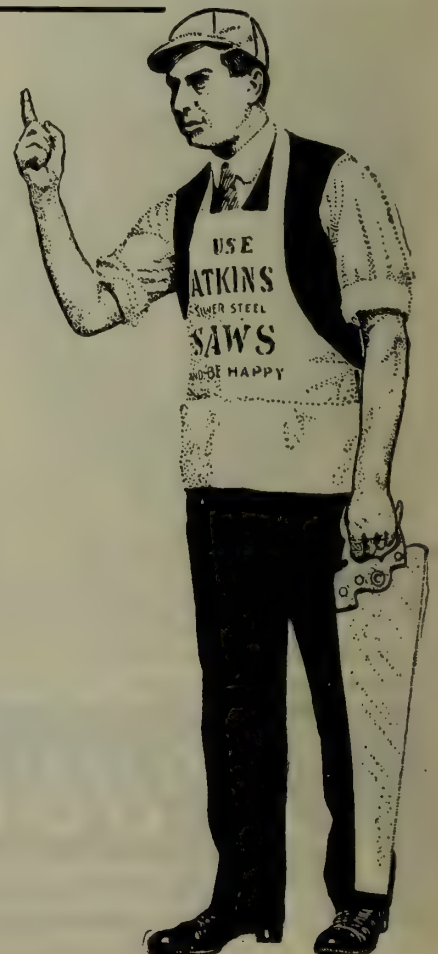
Have you our latest book? Are you familiar with our selling plans? We'll be glad to put you next if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

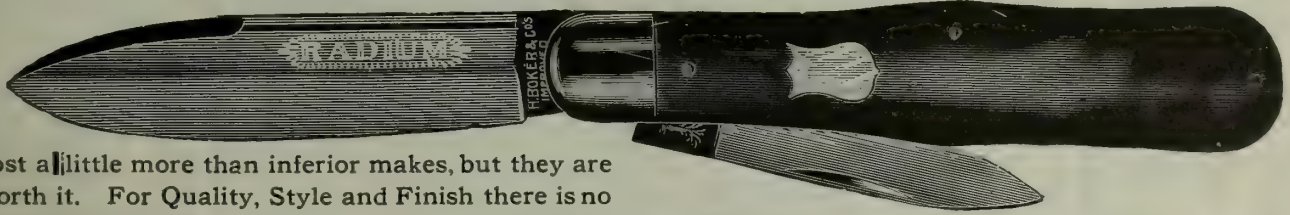
Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



If It Is Anything In Cutlery, Boker Makes It

Mr. Hardware Merchant, If you want to work up a fine cutlery trade, then stock Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

One of the most successful re-tailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

MAKE A NOTE OF THE GEM AND JEWEL LINE OF CITY MAIL BOXES

*THEIR PROFIT PRODUCING
POSSIBILITIES COMMEND
THEM TO THE DEALER.*

*THEIR MANY
POINTS OF
MERIT.
SUPERIORITY
OF
CONSTRUCTION
AND
HANDSOME
APPEARANCE
COMMEND
THEM TO THE
PURCHASER.*
MADE BY
**THE
PECK-HAMRE
MFG. CO.**
BERLIN, WIS.



Henderson & Richardson, Board of Trade
Bldg., Montreal, Distributors.

When writing advertisers, kindly
mention having seen the ad. in this
paper.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among
the thousands of Canadian
hardwaremen **AT LEAST**
ONE individual who is vitally
interested in your proposition.

HARDWARE AND METAL reaches the
retailer, the wholesaler, the manufac-
turer, the clerk and the traveller, the
men to whom you wish to sell or from
whom you would buy,

**No Other Paper Reaches
All These Men**

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number
if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the
management of a store so that not only the greatest sales
but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be
to hold trade. The money-back plan. Taking back goods.
Meeting cut rates. Selling remnants. Delivering goods.
Substitution. Handling telephone calls. Rebating railroad
fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

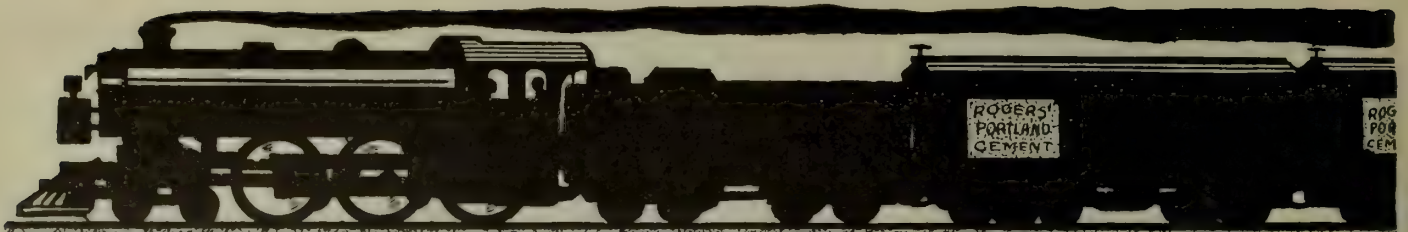
Send us \$1.00. Keep the book ten days and if it isn't
worth the price return it and get your money back.

Technical Book Dept., Maclean Publishing Co.
TORONTO

BIG

RESULTS

from small investments. Read
**Hardware & Metal's Want
Ad. Page.**



ROGERS' PORTLAND CEMENT

**Will Draw
The Particular
Cement Buyers Your Way**

A little advertising to let them know that you handle this high-grade cement will result in large trade and satisfactory profits.

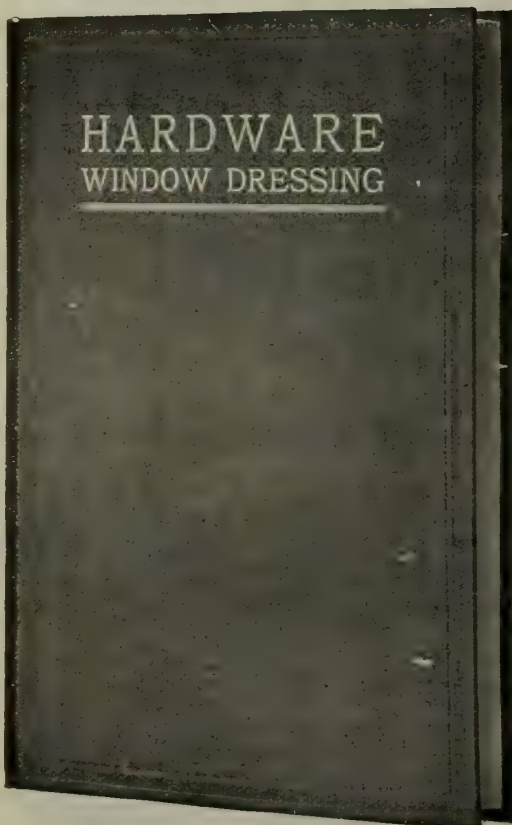
Builders specify this cement because it has great strength, wonderful stability and uniform set. They find it cheaper to buy from the near hardwaremen than to pay for cartage.

We guarantee quick delivery. Our prices are right.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

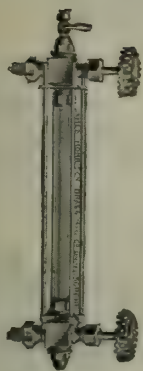
8x11 Inches

300 Illustrations

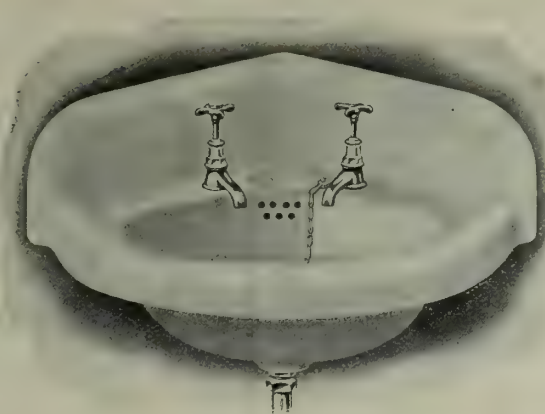
Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



Water Gauge



"VICTORIAN" Semi-Porcelain LAVATORY



Globe Valves



Swing Check Valves

Plumbing Goods and Engineers' Supplies

That Assure a Good Profit and Complete Satisfaction

We have everything that the engineer and plumber requires—everything of the highest quality and of the utmost reliability.

Send us your enquiries.

Our prices are reasonable.



J. M. T. Injector

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West

--

--

Toronto, Canada

Extra Heavy Lever Punch--No. 85

This Punch is also adapted for punching Flanges, Angles, etc., as the distance from centre of Punch to front of machine is only $1\frac{7}{8}$ in. This is a very powerful Punch, and one that should appeal to Sheet Metal Workers, who require a machine for heavy punching.



The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies.

CAPACITY, $\frac{5}{8}$ in. hole in $1\frac{1}{2}$ in. Iron to the centre of 15 in. or $7\frac{1}{2}$ in. throat.

"Maple Leaf"

Improved Racer
Lance Tooth

Cross-Cut Saws

Lay a foundation
for a larger saw
trade in 1913 by
stocking "Maple
Leaf" Saws — "The
Proven Best."

The reason for the
superiority of these
saws is the fact that
they are made of
Razor Steel and
Tempered by our
Secret Process.

"Maple Leaf"
Saws sustain their
cutting edge longer
than those of any
other tempering
process.

They have an ab-
solutely true taper
and are mirror fin-
ished.

Give "Maple Leaf"
Saws a trial. Their
selling qualities will
please you.

Write for cata-
logue and Price
Lists.

**Shurly-
Dietrich
Co., Ltd.**

GALT, ONTARIO
and 1642 Pandora St.
Vancouver, B. C.

"Norcross" Cultivator-Hoes and Weeders



**Are Certain
To Sell Quickly**

**"WE MAKE NOTHING ELSE
And our goods show it."**

For 20 years we have manufactured these exclusively; we guarantee them
to outclass all imitations on the market.

We have nearly 300 regular jobbing customers in the United States.
"Norcross" Cultivator Hoes and Weeders CAN BE EASILY OPERATED
BY ANY WOMAN.

Our 5 prong is the only one having detachable ferrule (Pat'd), providing
for attaching Cultivator to Wheel Plows.

Our new 3 prong is a modification in size, weight, and cost, cheap as the
common hoe in price, and pays a greater profit.

Our Midget is the greatest of all Flower Weeders.

A display will interest gardeners and often effect a sale. Stock a trial order.

Canadian jobbers who handle the "Norcross" line are: McLeannan,
McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal,
Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown
Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas.
Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., St. John, N.B.;
Dunlop Bros. & Co., Amherst, N.S.; W. H. Thorne & Co., Ltd., St.
John, N.B.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.

Patentees and Sole Manufacturers.

Peter Orr & Son's Flexible

GLASS PAPER

GLASS and EMERY CLOTH

HAVE A REPUTATION
OF NEARLY 100 YEARS

Order through our Canadian Agent:
George Peatt & Co., Box 1651, Winnipeg, Man.

WORKS:

280 Cathedral Street, Glasgow

INDEX TO ADVERTISERS

American Bolt & Screw Case Co.	23	McArthur, Alex., & Co.	57	Ramsay, A., & Sons Co.	62
Inside back cover		McClary Mfg. Co.	24	Raymond Bros.	78
American Can Co.	14	McDougall, R., Co.	68	Red Cross Sanitary Appliance Co.	70
American Shearer Co.	78	McGlashan-Clarke Co.	80	Robertson, P. L., Co.	57
Andrews Wire Works	62	MacLaren & Co.	22	Rogers, Alfred, Ltd.	82
Atkins & Co., E. C.	80	Magnolia Metal Co.	16	Ross Rifle Co.	88
Atlas Mfg. Co.	78	Martin, The L., Co.	71	Ruby Chemical Co.	26
Ault & Wiborg	67	Martin-Senour Co.	65		
Aylmer Pump & Scale Co.	74	Maxwell, D., & Sons	76		
		Metallic Roofing Co.	15	Sapho Mfg. Co.	28
Banwell Hoxie Wire Fence Co.	64	Metal Shingle & Siding Co.	21	Saskatchewan Glass & Supply Co.,	80
Barnett, G. & H.	72	Millers Falls Co.	83	The	30
Barton Netting Co.	72	Mitchell & Co., David	88	Seymour, Henry T., Shear Co.	79
Baxter Mfg. Co.	23	Montreal Hdw. Co.	18	Sharrat & Newth	79
Baumann, Friedr., & Sons	8	Moore & Co., Benjamin	59	Shaw, A., & Son	79
Bermingham, T. F.	77	Morris & Bailey Steel Co.	12	Sheet Metal Products Co.	
Bosse & Banks	78	Morrison Brass Mfg. Co.	83	Outside front cover	
Bowser, S. F., & Co., Ltd.	55	Greening, B., Wire Co.	12	Sherwin-Williams Co.	63
Bowser, R. M., & Son	16	Guelph Spring & Axle Co.	81	Shurly Dietrich	84
Brandram-Henderson, Ltd.	53	Gutta Percha & Rubber Mfg. Co.		Simonds Canada Saw Co.	71
Brown Boggs Co.	83	Inside back cover		Smith Hardware Co., Ltd.	17
Burrow Stewart & Milne	22	Hamilton & Son, C. J.	66	Southington Mfg. Co.	78
Bushnell Novelty Co.	79	Hamilton Stamp & Stencil Wks.	78	Spooner, Alonzo W., Ltd.	78
		Heinisch, R., Sons Co.	57	Standard Chain Co.	12
Cameron & Campbell	16	Henderson & Richardson	66	Standard Paint & Varnish Co.	61
Canada Foundry Co.	76	Howland, H. S., Sons & Co.	7	Steel Co. of Canada, Ltd.	6
Canada Metal Co.	78	Hutton, Jas., & Co.	76	Stanley Rule & Level Co.	73
Canada Steel Goods Co.	8			Steel Trough Machine Co.	16
Canada Wire & Iron Works Mfg. Co.	75	Imperial Varnish & Color Co.	51	Stevens, G. F., & Co.	59
Canadian Copper Co.	59	2 James & Reid	78	Stevens, The Jno., Co.	10
Can. Fairbanks-Morse Co., Ltd.	2	Jamieson & Co., Ltd., R. C.	61	Still, J. H., Mfg. Co.	64
Can. Heating & Ventilating Co.	24	Johnson, H. E.	78	Stratford Mfg. Co.	74
Canadian Oil Cos.	51				
Canadian Tube & Iron Co.	27	Keating, Wm.	10	Tallman Brass & Metal Co.	76
Cane, Wm., & Sons	68	Kenrick & Sons, Ltd., Archibald	70	Thompson, B. & S. H.	14
Carborundum Co., The	1	Kinzinger Bruce & Co.	2	Toronto Plate Glass Importing Co.	57
Carey, Philip, Co.	78	Kuhne, Anderton Co.	72		
Cartwright, C. G.	78			Want Ads.	60
Cartland, Jas., & Son	74	Laidlaw Bale Tie Co.	73	Western Distributors, Ltd.	78
Caverhill, Learmont & Co.	5	Lampough, F. W.	70	Western Clock Co., Inside front cover	
Chapin Stevens Co.	77	Lewis Bros., Ltd.	77	White Mop Wringer Co.	69
Chesterton, Jas., & Co.	27	London Bolt & Hinge Works	77	Whitman & Barnes Mfg. Co.	29
Chicago Spring Butt Co.		London Foundry Co.	75	Winnipeg-Martin-Wickes Co.	66
		London Rolling Mill Co.	69	Winnipeg Paint & Glass Co., Ltd.	69
Collette Mfg. Co.	68	Lowe Bros., Ltd.		Outside back cover	
Connor, J. H., & Son	13	Lufkin Rule Co.		Inside back cover	
Crookes, Jonathan, & Son	77				
Cummer-Dowsell, Ltd.	18			Wright, E. T., & Co.	27
				Yale & Towne Mfg. Co.	67

85

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakin & Sons, Hamilton.
Stevens-Hepper Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Palmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
F. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorfen Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gana-
noque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gana-
noque, Wis.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lyssacht Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gana-
noque, Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Ottawa, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

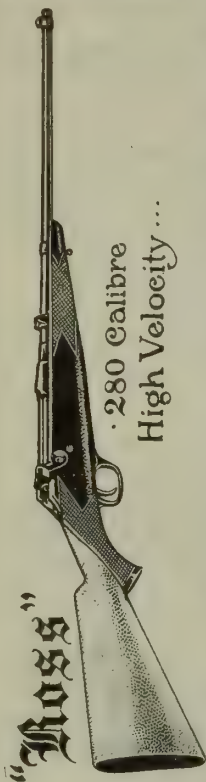
HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clippard Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oskey, John & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Farmer & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Boswell, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brannam Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brannam-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorkey Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Farmer & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Roofing.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Hamilton.
Dixon, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Scythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
E. Heinich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spartanator Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Plerton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brannam-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Gail Hdw. & Tool Co., Springfield, Mass.

WHEREVER ACCURATE RIFLE SHOOTING IS HONORED,



there will be nothing short of amazement joined to admiration at the score made by Sgt. Russell, of the Canadian Team in the Great Palma Trophy Competition at Ottawa in September: 15 shots at 800, 900 and 1,000 yards, 45 shots in all, out of which only 3 failed to find the bull, the score being 222 points, beating the World's best previous record by 3 points.

Sgt. Russell, like all the Canadian team, used the Ross 303 Service Rifle and Ross Ammunition.

Ross Sporting Rifles have the same accuracy and power as the Ross Military Arm, and are favorites with sportsmen who seek accuracy, speed and dependability.

Where big game at long ranges is hunted Ross Rifles are specially recommended.

The Ross High Velocity .280, retails at \$70.00. This is the Arm which dealers should look into. There is naturally more profit in it than in the sale of the cheaper lines, and there is absolute satisfaction for the purchaser who knows he has a World beating gun.

Dealers who have not any in stock should write at once for discounts, etc.

ROSS RIFLE CO. - QUEBEC

A Time and Money Saver and Account Collector That Will Pay For Itself Many Times Over in One Year

If you are using the old system of keeping books you do not realize how much money, time and trouble you can save by the use of the McCaskey Account system.

This system gives a complete Day Book and Ledger entry and your customers an itemized bill. It gives a statement showing all the items and amount, with previous balances brought forward and totaled up to the minute with only one handwriting.



Double Register with Electric Recorder
and Cash Till

It is Easy to Collect Overdue Accounts

The statement acts as a reminder to "Slow Pay" customers and collects accounts in a courteous way. Many dealers have collected hopelessly overdue accounts and are enthusiastic over the McCaskey System, as it also prevents forgetting to charge, eliminates disputes and does away with all necessity of night work on books.

Get in touch with us NOW. Write for particulars and booklet "John Ashley."

Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester. Eng.)

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

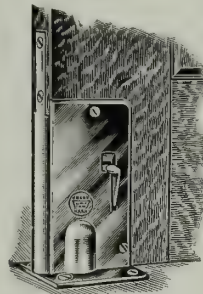
The American Bolt & Screw Case Co.
Dayton, Ohio, U. S. A.



CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET, AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.

GOOD REASONS FOR HANDLING

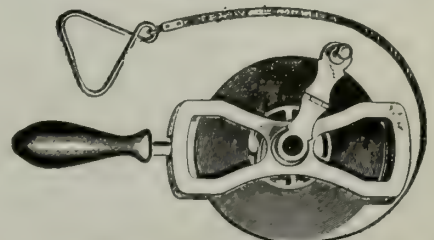
LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.
THEY ARE CANADIAN MADE.

THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.

CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





BEST ALL-ROUND PROPOSITION



An All-Round Square Deal Proposition for the Paint Dealer.

Your profits depend half upon the results of the paint you sell and half upon the results of the makers' methods to help you sell it.

Lowe Brothers' traveller will show you the quality of High Standard Paints by the most unique demonstration of comparative Paint values you have ever witnessed.

The Lowe Brothers' methods of getting and building up business for you will speak for themselves. Everything is subject to the eye test of your best judgment—there is no guesswork about this demonstration—you can see it all as plain and aboveboard as the paint test itself.

The important thing is to wait until our man gets to you, so that you may see it all—and **know** before you decide what line to carry this year.

He'll be there shortly.



LOWE BROS. LTD.
JOHNSON PAINT & VARNISH CO.
VANCOUVER B.C.

LYON-MONKHOUSE LTD.
WINNIPEG, MAN.



HARDWARE^{AND} METAL

Published Weekly by

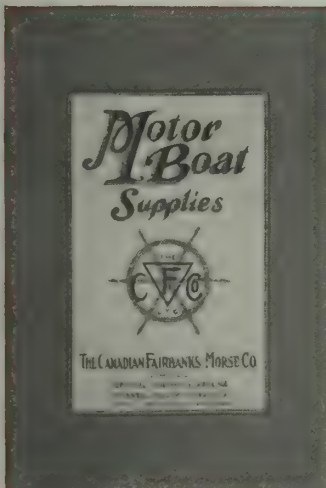
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

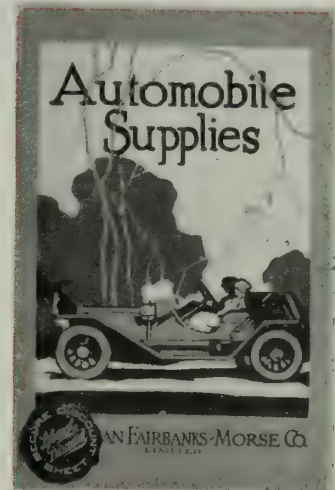
Publication Office: Toronto, Canada

No. 3

January 18, 1913



**Get These Two
New Catalogs
Before You
Stock Your
Automobile and
Motor Boat
Supplies**



They are just off the press and we want every hardware dealer in Canada to be sure to get a copy at once. We carry a complete line of standard automobile and motor boat supplies at all our various Branch Houses and can ship goods the same day as ordered.

The quality of these supplies is absolutely of the very highest grade, and they are of the many well-known makes that the Canadian trade demands. Not only do the manufacturers stand back of them, but we as Canadian distributors, guarantee their quality.

The very liberal discounts that we allow dealers enable them to obtain a handsome profit on this business.

The extensive advertising campaign conducted on behalf of these goods makes them easy to sell.

A limited edition of these two catalogs has been published, so you had better write for your copy without delay. For these catalogs address our Montreal office.

The Canadian Fairbanks-Morse Co.,
MONTREAL LIMITED



You Can't Afford to Miss The Hamilton Convention

FROM February 17th to 21st, in the big Drill Hall of the 13th Regiment Armories at Hamilton, there will be the best chance ever offered to gather hardware information, acquaintances, pointers and "ginger"—and incidentally to have a mighty good time.

THE Retail Hardware Association has this year the vigorous co-operation of the new Manufacturers Exhibitors' Association, about a hundred of whose members are fitting up attractive booths in the Drill Hall. We are right there with a **Gillette Safety Razor Booth**, where the latch-string will be out for everybody.

OUR present sales organization does not permit of our visiting all the towns in which the Retail Association members conduct business. At the Convention we hope to get acquainted with all these dealers, as well as to meet our old friends and customers. Here, when you have the time for friendly talk, we can thoroughly discuss Gillette manufacturing methods and selling plans—show you all the various models—get your suggestions, give you ours, and perhaps do business with you.

BOTH Dealers and Manufacturers realize that this Convention will offer almost unequalled opportunities for satisfactory buying and selling. We, the manufacturers, can

show you those goods which our travellers cannot readily carry to your stores. You can see the actual goods, get full information about them, compare values, and make the very best possible selections.

AT a Convention at Atlantic City in February last, nine dealers bought, among them, 229 different bills from the Exhibitors, while five others bought over \$22,000 worth of goods. A measure of such success at Hamilton would well repay both Dealers and Exhibitors.

DON'T stay away because you are not a member of the Retail Association. You'll be just as welcome and quite as well treated as if you were, and you'll probably want to join before the Convention is over. Come prepared to see the newest goods—hear the newest ideas in the hardware business—buy, if you wish, from the greatest range of hardware ever gathered under one roof in Canada—and enjoy yourself to the limit. And don't forget you're welcome at the Gillette Booth.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: The New Gillette Building, Montreal

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

**The Chatham Malleable and Steel
Manufacturing Co.**

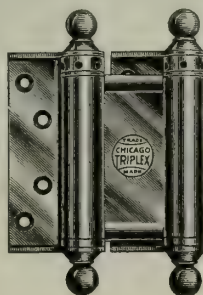
CHATHAM

ONTARIO

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your Order Now For **GEM and LIGHTNING FREEZERS**

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



2.
The "ECLIPSE" PUMPER INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped a head of over 80 feet on one pint of gasoline. This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

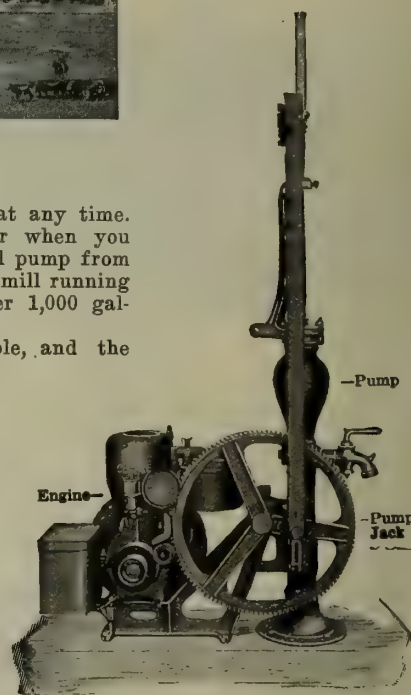
Keep one in stock.

**The Canadian Fairbanks-Morse Co.
LIMITED**

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



The Sheet Metal Products Company

OF CANADA

LIMITED

**OUR NEW
CATALOGUE**

IS JUST OFF THE PRESS.

It lists our complete line and if you have not received a copy write for one to-day

The Sheet Metal Products Company

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

Toronto

Winnipeg

\$



\$

If you want to make Money
If you want to make Friends
If you want to make Business
handle

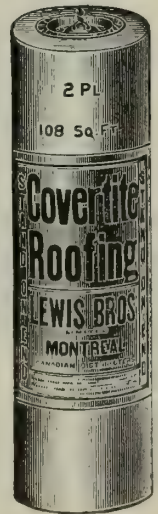
LEWISITE AND COVERTITE ROOFINGS



Now is a pretty good time to figure with us for your season's supply and contract with us for control of your territory on these roofings.

LEWISITE is the peer to any roofing made in North America. It is absolutely the **Best Roofing possible** to make.

GET OUR PRICE.



COVERTITE is an Extra Good Quality Medium Price Roofing to meet the demand for something less in price than the Lewisite. It should not be compared with the cheap roofings on the market.
It is Strictly High Grade.

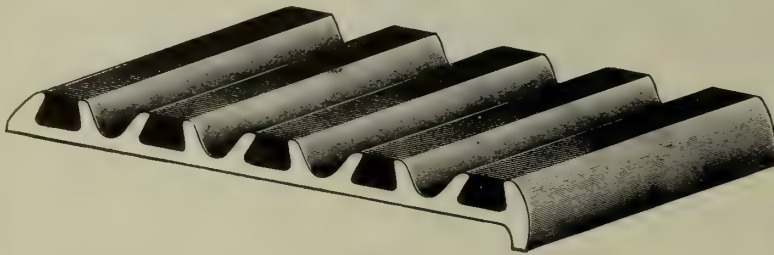
LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER

SAFETY TREADS and NOSINGS

FOR ALL REQUIREMENTS OF

IRON and CONCRETE STAIRWORK, STREET CARS, ETC.

Designs shown here carried in stock



1345

Safety Nosings

No. 1345-C— $3\frac{1}{2}$ " wide—5 fillers

No. 1345-D— $5\frac{1}{2}$ " wide—8 fillers

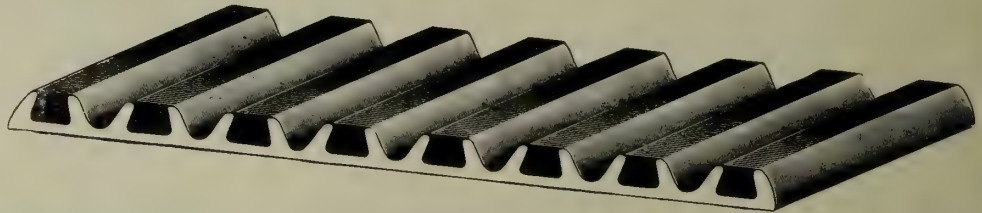
We supply unfilled sections in 18 ft. bars or cut to length, filled, drilled and counter-sunk to specifications.

Safety Treads

No. 1346C— $3\frac{1}{2}$ " wide, 5 fillers

No. 1346D— $5\frac{1}{2}$ " wide, 8 fillers

Unfilled bars, 18 ft. long, filled to specification.



1346

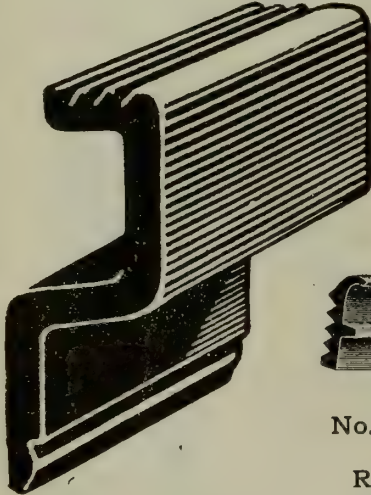
Concrete Nosings

No. 1282A— $2\frac{1}{16}$ " deep in 18 ft. bars.

No. 1282B— 3" deep in 18 ft. bars.

No. 1261— $1\frac{3}{8}$ " wide in 18 ft. bars.

This latter pattern furnished with anchors as shown on cut of back view.

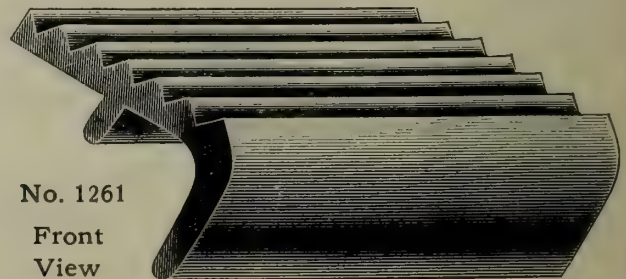


1282



No. 1261

Rear
View
Showing
Anchor



No. 1261

Front
View

We can offer over 100 other patterns for import. Our stock includes 200 tons and over 200 different designs of ornamental steel bars. Inquiries solicited for special structural shapes. Catalogues and prices on application.

STEFFENS & NOLLE, LIMITED

Exclusive Agents for L. MANNSTAEDT & CIE.

77 Beardmore Building,

MONTREAL, QUE.

Hardware and Metals

Do not Hesitate

We can take good care
of Your Mail Orders. All
Goods ordered by Letter
are Billed at our Lowest
Prices, and Shipped
Promptly.

Remember we Keep

**Railroad and Mill Supplies
Builders' Hardware
Valves and Fittings
Wheel Barrows
Pulley Blocks and Chain
High Speed and Carbon Steel**

CAVERHILL, LEARMONT & CO.
Montreal

**HEADQUARTERS
FOR
STANLEY'S GOOD TOOLS.**

**IVER JOHNSON SAFETY
REVOLVERS.**

**COMMUNITY
SILVER**

COLBORNE ELECTRIC IRONS

The Neatest, Highest
Quality Iron at
a Low Price.

**QUICK TELEPHONE AND
TELEGRAPH FACILITIES**



**SIX DIRECT WIRES
INTO
OUR OFFICES.**

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

BURLAPS FOR WALLS

Double Sized and Oil Coated

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
All standard shades.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
A good variety of shades.

LENGTH OF ROLLS, ALL LINES, 30 AND 60 YARDS.

HARDWARE DEALERS in going over their stock of Builders' Supplies for Spring should not overlook putting in a stock of our

Prepared Decorative Burlaps

There is bound to be a brisk demand for our Burlaps wherever building is being done. and the dealer with a good stock on hand will reap the benefit of this trade.

THE UNEXCELLED WALL COVERING

Handled by leading jobbers of Wall Papers, Paints, etc.

SEND FOR SAMPLES AND PRICES.

MANUFACTURED BY

The Dominion Oil Cloth Co., Limited
MONTREAL



ARE YOU A LIVE WIRE IN YOUR TOWN? IF NOT—WHY NOT?

Crescent Brand Butts and Hinges have helped many successful Hardware dealers to obtain this title by increasing their sales and satisfying their customers.

PREPARE FOR THE BIG BUILDING BOOM OF 1913.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Manufacturers of the reliable Crescent Brand Butts and Hinges

The "Bayard" Auto-Cocking and Ejection Rifle
is the Ideal Rifle For Everybody to Use.

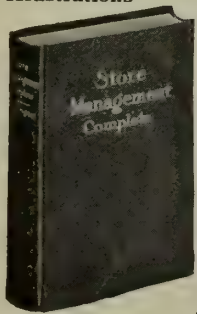


It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

For Sale By All Leading Wholesale Hardware Firms

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.



Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

protects the dealer who sells it—protects his reputation, his good-will, and his profits—because it gives satisfaction to his customers.

Genasco is made of Trinidad Lake asphalt, whose natural oils give Genasco enduring life. It protects indefinitely against rain, wind, sun, heat, cold, and fire as no roofing can do that is made of artificial asphalts, secret compounds and other man-made substitutes.

It pays to sell Genasco Roofing every time. Order from your jobber. The **Kant-leak Kleet** is the satisfactory fastener to use for smooth surface roofing.

THE BARBER ASPHALT PAVING COMPANY
Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

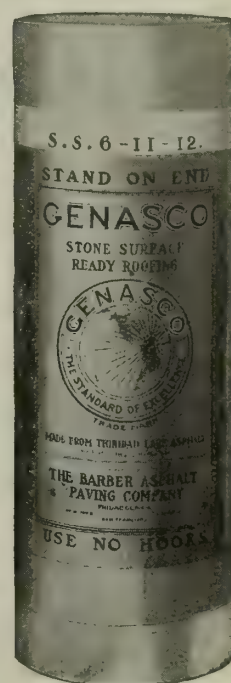
NEW YORK

PHILADELPHIA
SAN FRANCISCO

CHICAGO

The Canadian Asphalt Co., Ltd., Winnipeg, Man.

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.



PROFESSOR STRIBECK THE GREAT GERMAN AUTHORITY TESTED MAGNOLIA METAL



AT THE CENTRAL TECHNICAL EXPERIMENTING
ESTABLISHMENT—NEW BUBLESBERG

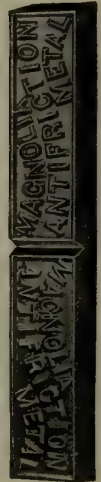
His report of test was voluminous, and there were fourteen diagrams; therefore we can only give in this limited space his

"CONCLUSION"

"The Magnolia Metal Bearing ran itself rapidly and well into good working order with the *thin* Velocity Spindle Oil. Under pressures for which this oil was too thin and with lubrication faulty, the surface of the Magnolia Metal bearing suffered no harm; it rather adapted itself more and more to the journal and became more highly polished. The bearing once in good working order ran well at 380 revolutions per minute under a pressure of 30kg|cm² or 426 lbs|inch² with Thin Spindle Oil and also with Paraffin Oil. With Gas Engine Oil, as lubricant, much greater pressures were admissable at 390 revolutions per minute. At 740 revolutions per minute the bearings ran well, even at 38kg|cm² or 540 lbs|inch² and at 1110 revolutions per minute a pressure of 26 kg|cm² or 370 lbs|inch² could be applied. As regards the influence of pressure, speed and temperature upon the friction co-efficients, the accompanying diagrams give full information.

(Signed)

Stribeck."



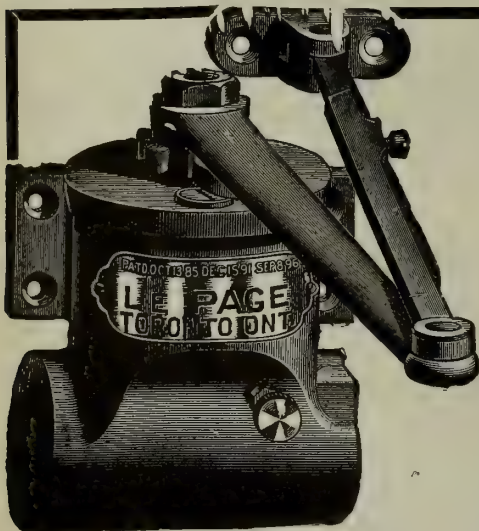
SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

Office and Factory

225 St. Ambroise St. - MONTREAL



**Every Hardware Dealer Should Be Familiar
with**

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

**It's Profitable And Is Certain To Give Buyers
Complete Satisfaction**

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade, as it gives a satisfaction that is essential to procure re-orders.

Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

Write for full particulars now.

WM. KEATING

266 MACDONNELL AVE.

TORONTO



Have YOU received YOUR Coin Mat?



If not, a Postal to us
will bring it.

Place it where it will do
the most good.

Make it a point to always
pass the change on the
Brantford Mat. Not only
because it protects your
glass from being scratch-
ed, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice.
This means SALES and
moves the goods.

Help YOUR profits by
using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatin of all kinds and for
all purposes.

SUPPORT HOME INDUSTRIES

**HARRIS
HEAVY
PRESSURE**

made in Canada
by a Canadian
firm.



**HARRIS
HEAVY
PRESSURE**

The best Babbitt
for all general
machinery.

NO HARDWAREMAN SHOULD BE WITHOUT A SUPPLY

**HARRIS
HEAVY
PRESSURE**

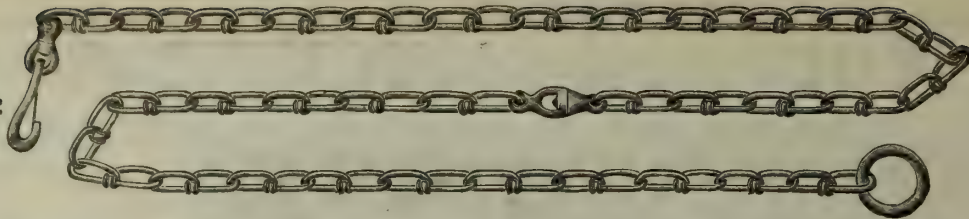
Will not crack or squeeze out
Positively eliminates friction
Runs cool at any speed
Is Doubly Copper Hardened

Write for a sample box to our nearest factory. Manufactured and Guaranteed by

THE CANADA METAL CO., LIMITED

HEAD OFFICE TORONTO

BRANCH FACTORIES MONTREAL and WINNIPEG



TIE-OUT OR TETHERING CHAINS

LIGHTEST, STRONGEST AND BEST
CHAINS ON THE MARKET.

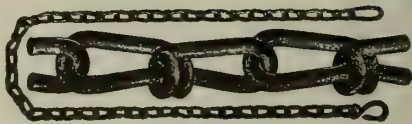
Halter, Dog, Cattle and Trace Chains

Manufactured by

The B. Greening Wire Company, Limited



HAMILTON
ONTARIO



MONTREAL
QUEBEC



STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.**

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

American Cans

IN SELECTING your PAINT, COLOR and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE.

HAMILTON, ONT.

The name YALE helps make the sale



One way to make more money in 1913 is to hitch the YALE Dealers' Advertising Service to your business equipment.

WE will act as your advertising manager—or as a helper to your advertising manager. Our business is to increase the efficiency of your advertising and selling campaign at no cost to you—to help you in every possible way to put your

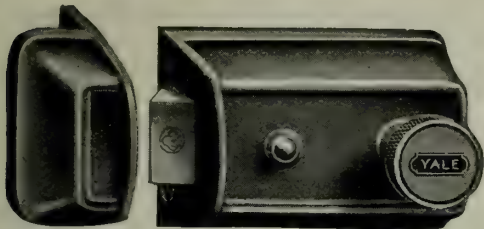
store where you feel it ought to be. In hundreds of towns in this country there is at least one hardware store that has increased its business materially because of the help given it by the Yale Dealers' Advertising Service.

Take Yale Night-latches for instance: We have a book, "**Suggestions for Selling Yale Night-latches,**" that tells in detail about the striking newspaper ads, the convincing printed matter, the attractive window displays, the hangers, the display boards and many other forms of advertis-

ing and selling helps that we offer to our dealers.

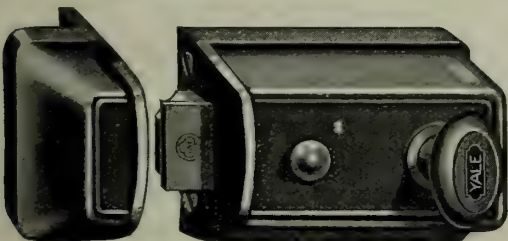
Send for this book as a first step. It's free. And remember that we have equally interesting books about selling other Yale Products. Address **Yale Dealers' Advertising Service.**

Four leading Yale Night-latches



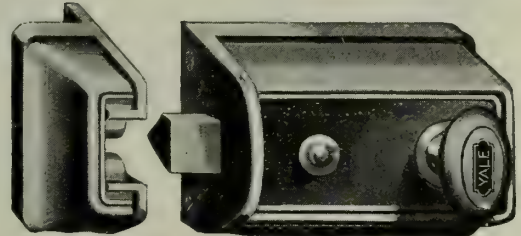
YALE Cylinder Night-latch No. 42

Operated by key from outside, by turn knob from inside. Bolt may be held back by stop.



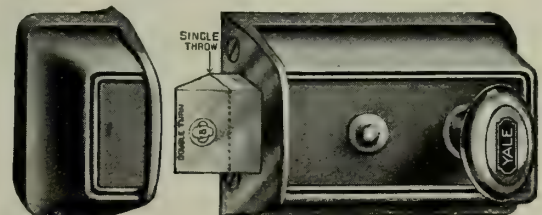
YALE Cylinder Night-latch No. 44

Operated by key from outside, by turn knob from inside. When door is closed the "protector" on back of bolt is held retracted and operates automatically to deadlock the bolt against end pressure.



YALE Cylinder Night-latch No. 45

Operated by key from outside, by turn knob from inside. When door is closed the two pivoted hooks in the strike are forced apart by the bolt and automatically close over it. The hooks are so guarded as to make it impossible to attack them.



YALE Cylinder Night-latch No. 46

Operated by key from outside, by turn knob from inside. The bolt may be given a second throw by key from outside or turn knob from inside which makes it a deadlock.

The Yale & Towne Mfg. Co.

Makers of YALE Products

Local Offices:

CHICAGO: 74 East Randolph St.

SAN FRANCISCO: 134 Rialto Bldg.

9 Murray Street, New York

Canadian Yale & Towne, Limited
St. Catharines, Ont.

Every time you put into stock anything bearing the name Yale, you add a very valuable asset to your business—the Yale reputation.



Yale Quality helps keep alive a friendship which creates business and holds it. Yale Night-latches fill any specification.

Look for the name YALE

on Locks and Hardware

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6¾ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

**715 Park Avenue,
Worcester, Mass.**



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

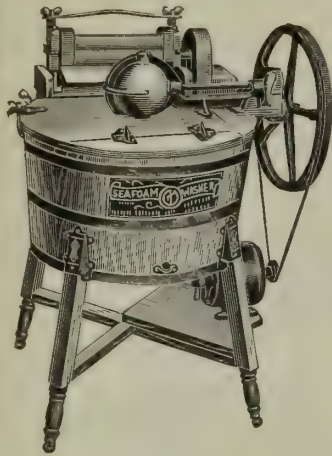
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



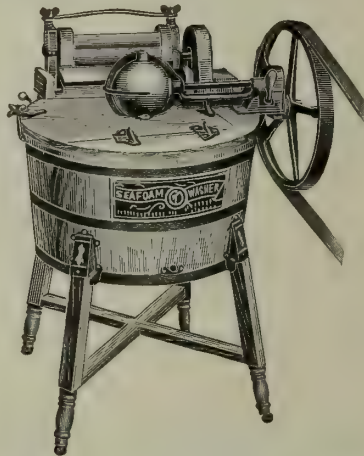
Style A

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

Style B



Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Windmill Power, and is especially adapted for rural districts.

BOTH are equipped with a first class metal frame.

Five year guaranteed Wringer that runs automatically in either direction.

Both Washing and Wringing can be done at the same time, or separately.

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.

To the Dealer:

It will pay you to get in touch with us, when you require **Anything in the Hardware Line**. We only carry goods which we know will bring the dealer and ourselves re-orders. We guarantee absolute satisfaction.

Our service is quick. Our prices are reasonable.

To the Manufacturer:

We are manufacturers' agents. If you have dependable goods which we are not handling, we would be pleased to hear from you.

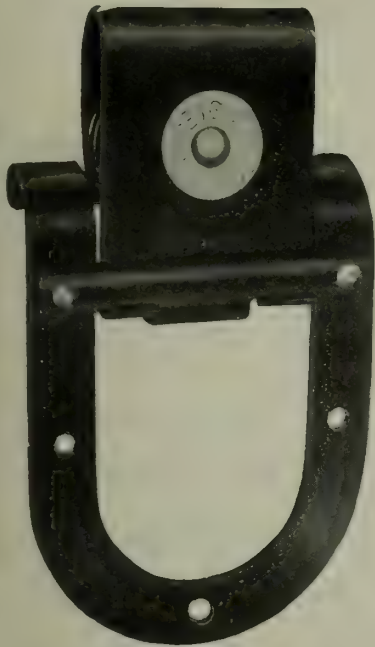
We will sell your goods quickly.

We have a reputation for square dealing and will maintain it at all costs.

Reynolds & Jackson - Calgary, Canada

We Initiate—Never Imitate

Hanger Superiority



Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

Simple in construction.
Easily attached to door.
Flexible and rigid hanger in one.
Great strength and durability.
Anti-friction steel roller bearings.
Axles and rivets galvanized
to prevent rust.
Shoulder on axle prevents wheel housing from binding.



View of "Big 4"
Hanger, Showing
Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from $1\frac{1}{4}$ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE, - N. J.



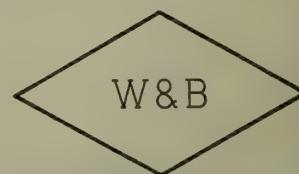
The Results Obtained By Using "Hercules" High Speed Twist Drills Will Convince You

Have you a record of the efficiency of your tools? If not, it is time to prepare one and determine your factory cost of production. When you make your comparative tests of Drills you will find all others outclassed by "Hercules."

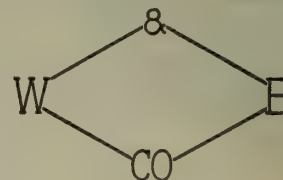
They are the **STRONGEST** and **TOUGHEST** made, will **LAST LONGER**, give **GREATER EFFICIENCY**, **INCREASE YOUR OUTPUT**, **REDUCE your FACTORY COST** and are **ACCURATE TO SIZE**.

Conduct a test and be convinced. You can verify these statements. Join the host of satisfied users of "Hercules" Drills. Every one has the "W & B" Diamond Trade Mark, a guarantee of quality, stamped on the shank. Jobbers in all large cities will supply, or write us.

Ask for Catalogue No. 82-B.



Tools Of Quality Bear These Marks



The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Factory at St. Catharines

Stocks Carried at Winnipeg and Montreal

Work With Us and Make Big Profits in 1913

OUR books show that some dealers made from \$300 to \$1000 *in commissions alone*, selling "Preston" Sheet Metal Building Goods, in 1912.

They hustled for business. They invested their energies and sold "Preston" goods from catalogue. But they did not need to risk any of their capital in carrying stock.

Their commissions were all "velvet"—net profit absolutely.

They were constantly on the lookout for prospects. If they heard of a farmer who intended to build a barn, they told him about **Preston Safe Lock Shingles** and **Corrugated Sheets**. They also sent in the name of the prospect.

If any church or school was to be renovated, they hunted up the Building Committee and boosted Preston Steel Ceilings. Then they wrote us and asked us to send letters and catalogues to the Committeemen.

All through the year they kept sending us the names of people who would be interested in Preston Sheet Metal Building Goods, and we got after them hard, with letters, circulars and salesmen.

Be a live Preston agent in 1913! Send us the name of every intending builder you hear of. We'll see that you make money by it.

Write us about our new line of **Preston Steel Tanks**. Made in all shapes and sizes. This is another money maker for the hustling dealer.

We Do Most of the Work, But, You Get All the *Commissions*.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

Factories at .

Montreal, Quebec; Toronto, Ont.; Preston, Ont.; Winnipeg, Manitoba; Saskatoon, Saskatchewan; Calgary, Alberta

Head Office: PRESTON, ONTARIO

There's A Big Field For
HELLER - ALLER
Double Acting, Three Way
FORCE PUMP

In Many Farm or Suburban
Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

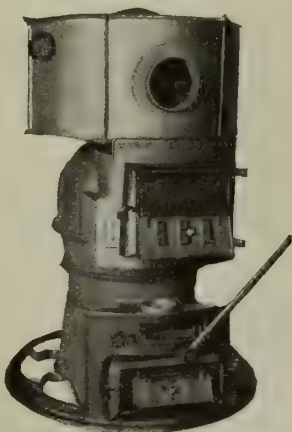
MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**

"Rival" Furnaces
For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested.

Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers

Quick and Profitable Sales

are the only kind worth much nowadays.

Nine-Tenths

of all the lines of Gas Ranges on the market are almost identical in appearance and equipment. In selling one of these lines you have nothing different from your competitors.

On The Other Hand

BAXTER BANNER GAS RANGES



Baxter Banner Ranges Bake—
"Cake Like Mother Used To Make."

Sell quickly, and yield you a handsome profit every time—because they have so many special features and conveniences, not found on other ranges.

We Guarantee Them To Do Splendid Work.

A copy of our new Catalog No. 41 will be sent free for the asking. You're not in position to decide the Gas Range question **right** until you've seen it.

After you have the Catalog, just select a few samples, and see how fine they look after they're set up on your floor.

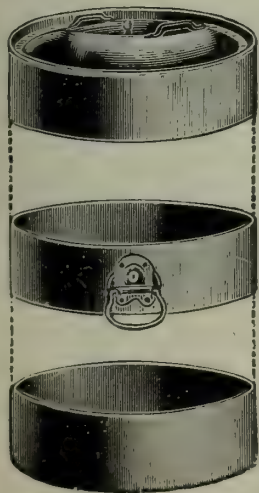
THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY CO., Ltd.
Montreal

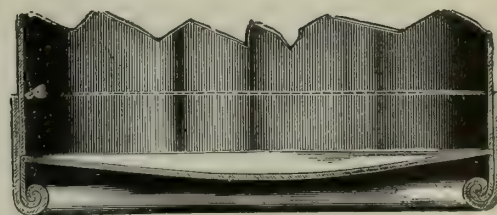
Factory: **THE BAXTER STOVE CO.**

Mansfield, Ohio, U.S.A.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and inner rims are rolled in and then riveted to bottom hoop.



Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gal.; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto



McClary's Model Teakettle

THE ever-increasing demand for Model teakettles is the result of the housewife's appreciation of the following unique features:

Hinged side-cover makes easy refilling possible and eliminates any chance of the rising steam scalding the hands. Cover securely hinged to prevent loss.

Rigid handle keeps the kettle under perfect control—no swinging or spilling.

All parts made from heavy sheet copper brightly finished with McClary's duplex nickel plate.

One size only—flat bottom, fits any size of stove.

SEND FOR BOOKLET AND PRICE LIST.

McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

McClary's—"The House That Quality Built."

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

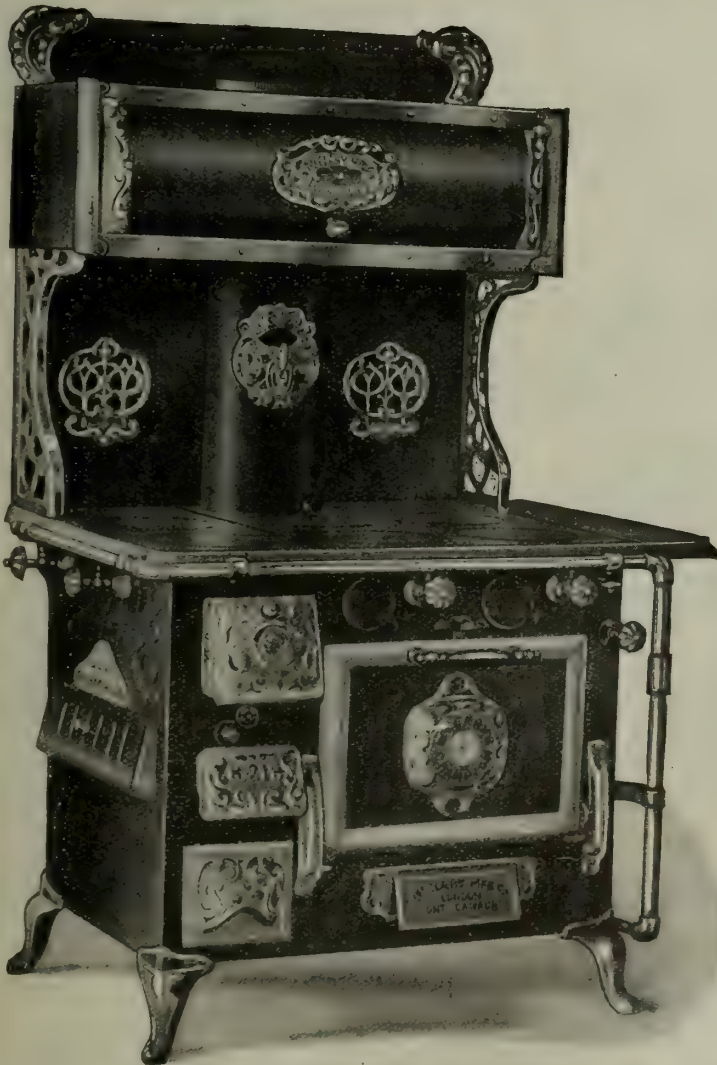
MONTREAL

WINNIPEG

VANCOUVER

McClary's

Champion Interchangeable



Two ranges at the price of one.

Semi-steel indestructible fire-box linings.

Can be changed from gas to coal or vice-versa in one minute.

Economical on fuel, labor and space.

White enamelled broiler pan.

Burns Gas, Wood or Coal

Write for Gas Stove Catalog No. 80

McClary's
Ship Quick

McClary's

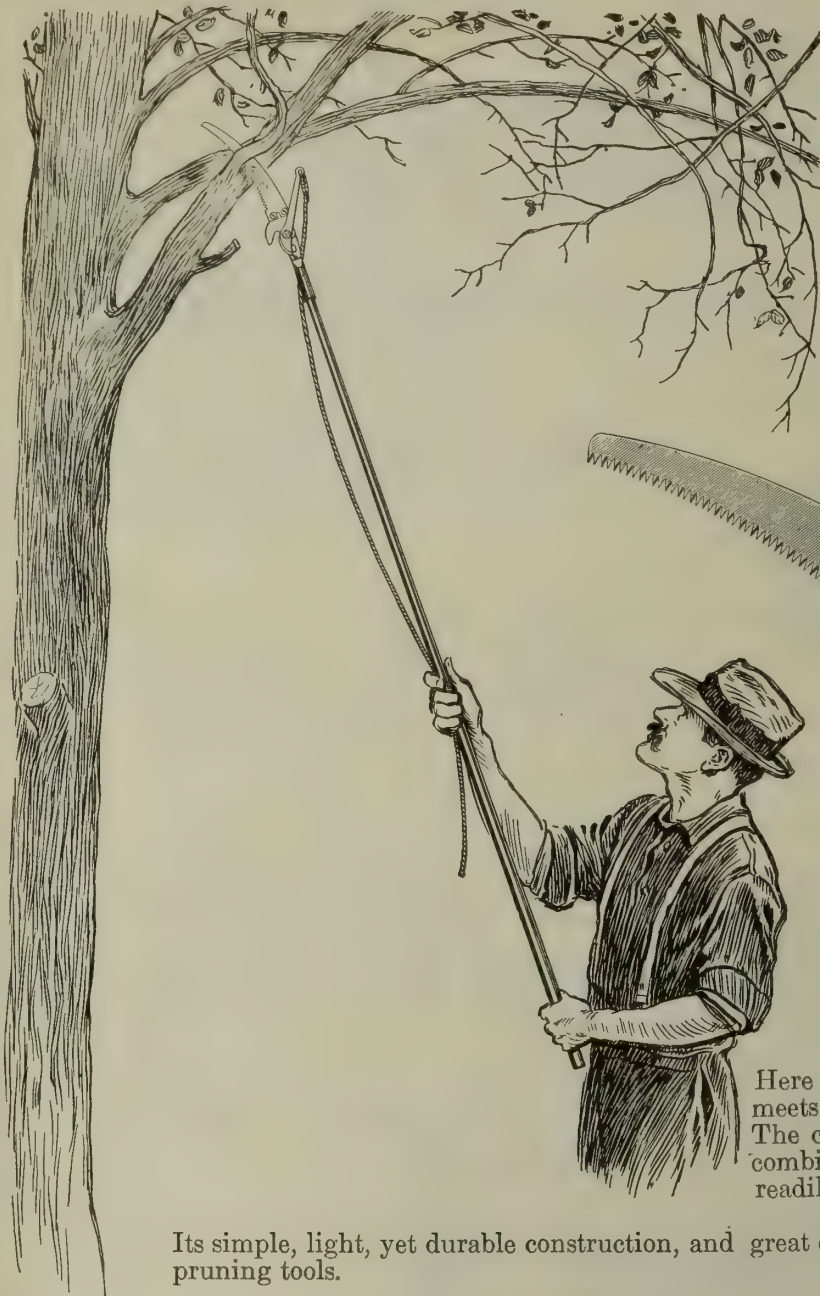
McClary's
A Quality Name

London Toronto Hamilton

Edmonton Vancouver St. John. N.B. Montreal Winnipeg Calgary Saskatoon

"LARGEST STOVE FOUNDRY IN THE BRITISH EMPIRE"

DISSTON "Orchard" Pruning Hook and Saw



Here is a pruning tool that meets all general requirements. The convenience and economy of combining two tools in one will be readily appreciated.

Its simple, light, yet durable construction, and great efficiency make it one of our most popular pruning tools.

In addition to the Hook for clipping twigs and branches, it has a curved Saw Blade of the best Crucible Steel. The long, slender teeth *draw* the Saw into the wood, making it particularly adaptable for cutting light branches.

The DISSTON "Orchard" Pruning Hook and Saw can be used with or without a pole. Two clamp screws permit quick and easy removal of the Saw Blade when not required. Length of Blade is 10 inches; Hook will take in branch half inch in diameter.

A similar tool, with Saw only, or Hook only, can also be obtained. This is only one of a large line of pruning tools made by us—send for circulars.



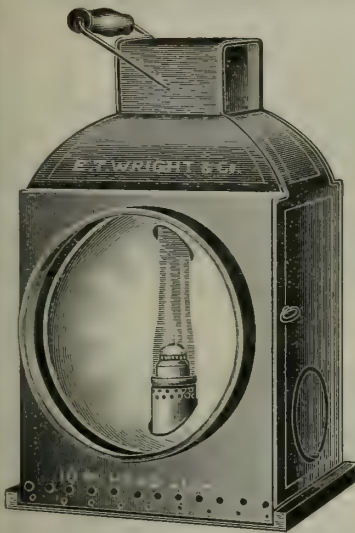
ESTABLISHED
1840

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA



WRIGHT'S TRACTION ENGINE HEADLIGHT, No. 10 JAPPANED BLACK

Total height, 22 inches.
Width, 12 inches.

Depth, 9¼ inches.
Diameter of glass front, 10 inches.

Copper parabola reflector, nickel plated, 10½ in. diameter, 4 in. deep. Takes No. 87 Pearl Glass Chimney.

Special high cone nickel-plated burner, with ¾ in. circular Moehring Wick. Capacity of Oil Tank 2½ pints.

A foot rest and circular bracket with bolts for attaching to smoke stack are supplied with each Headlight. The smoke stack bracket is for a 12 in. stack, but we can supply 10 in. if required.

Supplementary parts—chimneys, wicks, front glasses, reflectors, brackets, etc., always in stock.

THESE HEADLIGHTS ARE STANDARD THROUGHOUT CANADA.

Manufactured By

E. T. Wright & Co.
(H. G. Wright)

Hamilton, Canada

Agencies at Vancouver, Winnipeg, and Toronto

CANADIAN TUBE & IRON CO., LIMITED, Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Bur-Nor Hatchets Never Lose Their Heads.



The Center of Efficiency In Bur-Nor Hatchets

Lies in their reinforced handles, which insures **50 per cent.** more service than can be secured from a wooden handled hatchet, and enables them to stand a strain of **over 300 pounds.** The blades are carefully tempered in oil to take and maintain a keen cutting edge. There are **nine** styles from which to choose. Some of them will just fill your demand.

We want every dealer who reads this "ad." to send for catalogue and prices. Do it to-day.

Burgess-Norton Mfg. Co., Geneva, Ill., U.S.A.

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart machines turn easier, cut faster and cleaner and the knives stay sharp longer than any others. When dull they can be resharpened to cut like new in a few minutes.

They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO



—Announcement of—

A NEW LINE Of Bath Room Fixtures — IN CANADA

- ¶ We have spent months getting our new line ready—and can now offer you something very attractive—and distinctive.
- ¶ Then, too, we have made up a complete stock, so that we can fill all orders promptly.
- ¶ We have prepared a fine 40-page catalogue which illustrates a large assortment of shower baths—mirrors—glass and opal shelves—towel bars—soap and sponge baskets—tumbler and toothbrush holder hooks—match holders, etc., etc.
- ¶ Write to-day for a copy to the makers.



Kinzingers, Bruce & Co., Ltd.

NIAGARA FALLS, CANADA



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

Build Your Business with Pilabrasgo Oil Lamps

START 1913 with a rush, Mr. Merchant.
Feature the Pilabrasgo Lamps. You can't
find a stronger leader—nor one that will repay
your efforts better. The line includes:

*Plain and Decorated Glass Lamps, Kopp's Solid Color Glass
Lamps, Library and Hall Lamps, Metal Lamps of every kind,*

and they're all equipped with the patented SUCCESS burner. (That's
the burner, you know, that has been **proven** by comparative tests to give
the most light with the smallest consumption of oil.) They're serviceable
to your customer, and—consequently—mighty salable for you.

☛ You ought to have a complete assortment. Drop a card and we'll
bring photos.

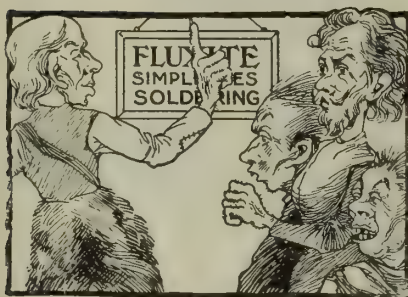
The Pittsburg Lamp, Brass & Glass Co. (of Canada), Limited

119 Wortely Road,



London, Ontario

R. E. Davis, Special Representative.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

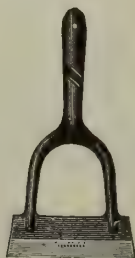
Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

Canadian Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.



ROBERT SORBY'S

Special Tools for Canadians

Look for the Kangaroo Trade Mark

Geo. H. Saywell, Winnipeg



TRADE MARK



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch

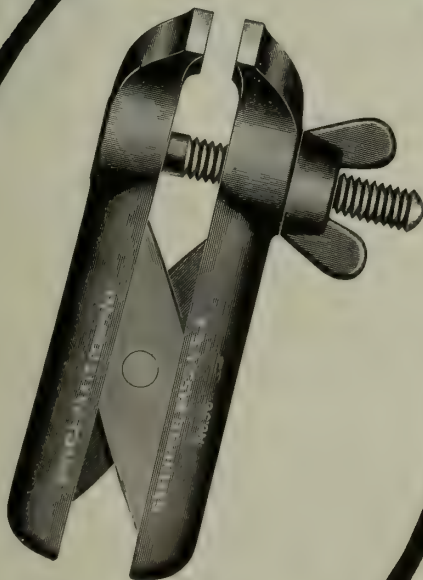


CHARCOAL TINPLATES

High grade genuine Charcoal Plates.
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL



96

Goodell-Pratt's

96

HAND VISE

One of the main features of this Hand Vise is its parallel jaws. No matter how far you open them, provided you don't unscrew the wing nut, you will always find the jaws parallel. Although we show our 96 Hand Vise here, it is only one tool of the many which we make.

The line in its entirety comprises over 1,200 tools and devices, which are fully shown and described in Catalog No. 10.

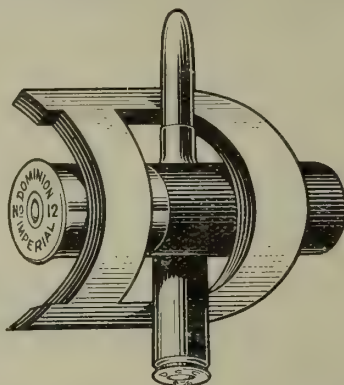
SEND FOR ONE.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD

MASS., U.S.A.



Dominion Metallic Cartridges

They are noted for their fine workmanship, sensitive primers, uniform velocity, and great killing power.

You will make no mistake when buying Dominion PROVED and IMPROVED Ammunition because every Cartridge is guaranteed. Cartridges for every Standard Make of fire-arm. For sale by all dealers

DOMINION CARTRIDGE COMPANY, LIMITED
MONTREAL, - CANADA



FOR DEALERS — “The Line of Least Resistance”



“To Make Remington-UMC Arms and Ammunition Easiest for YOU to Sell”—that is the motto throughout every department of our organization.

No part of our sales plan involves the “loading up” of any dealer—the major part of our sales effort is aimed at moving the goods from dealer to consumer on a steady, profit-making schedule.

We are persistently courting the consumer for **your** benefit—personally showing the very man who shoots that it is to his vital advantage to tie to Remington-UMC for best scores and to buy his supplies at **your** store.

Our development representatives and demonstrators are not only working constantly among **known** shooters everywhere, but they are encouraging beginners—preaching and teaching the principles and practice of good, clean shooting.

Our unceasing advertising is driving home to sportsmen in **your** territory, **every day**, the merits of our line and the meaning of our continual string of victories won the world over.

A perpetual harvest is being maintained for **your** reaping. Your crop will be in proportion to your sowing—which means only showing a **representative line** of Remington-UMC Arms and Ammunition. This is **your** share in the work.

To get full efficiency in your sporting goods department, enlist our sales experts and your jobber in your service to-day. Find the Remington-UMC line best adapted to your territory and show it.

Remington Arms-Union Metallic Cartridge Co.
299-301 Broadway NEW YORK CITY

Canadian Office: J. H. Ross, Mgr. 604 Standard Bank Bldg., Toronto, Ont.

Government Will Act re Parcels Post

"Something Must Be Done," Says Postmaster-General, in Debate on Question in the Commons—Inauguration of Measure Similar to That in United States Is Urged—Minister's Statement Is Significant.

Ottawa, Jan. 15.—"I am not at liberty at the present time to say what the Government will do, but I am ready to admit the principle that something must be done," was the declaration of Postmaster-General Pelletier, in discussing the resolution of Hon. Rodolphe Lemieux, declaring the establishment of a cheap system of parcels post to be of advantage to the consumers of Canada. The Minister answered Jos. E. Armstrong, of East Lambton, who had just a moment before stated that the establishment of parcels post immediately was of less significance than some action to force the express companies to reduce rates by increasing the size of the parcel which goes by post. "I would not dream of going into a war of rates," replied Mr. Pelletier.

Mr. Lemieux Cites Examples.

Hon. Mr. Lemieux, who was supported by Dr. Michael Clark of Red Deer and Messrs. W. M. Martin of Regina and E. W. Nesbitt of North Oxford, dealt with the subject of parcels post at some length and with considerable care. For some time he had hesitated as Postmaster-General to take action, owing to protests, presumably from the country storekeepers, who took the ground that it would serve to increase the grasping power of the departmental stores. He had discovered, however, that they had been put up to protesting by the express companies. In England, France, Germany, Switzerland and other countries in the old world, as well as in Japan, parcels post worked out well.

Prof. Mackenzie, in his report to the Toronto Board of Trade, had pointed out that it would have a direct relation to the high cost of living, and the Board of Trade had subsequently adopted unanimously a resolution asking the adoption of the system. Mr. Lemieux quoted rates for express to show that they were enormously greater than those for parcels post in the United States. He believed a parcels post system would bring money into the cash box, just as a re-

duction in postal rates for letters had done. He thought that increases might be given the employes, and the mail subsidy to railways might be increased with the inauguration of the system.

Matter Being Considered.

Hon. Mr. Pelletier said the question "was bristling with difficulties." If express rates were too high the matter should be submitted to the Railway Commission. However, parcels post was successful in many countries and Canada would have to do something. The whole matter was being carefully considered. In response to Mr. Lemieux, the Postmaster-General said that since the beginning of the year Canada had been carrying the parcels of the United States mail when they were directed to this country. "It is too bad," said he, "that we should carry others and not our own." The postal arrangements in the United States had been completed without consulting Canada, and while delivery was going on in this country the department had written Washington stating that it should have been informed regarding the matter. In considering the matter it was necessary to determine that the system should not spell financial wreck to the Postoffice Department.

... Early Action Promised.

He agreed with Mr. Lemieux's suggestion that reasonable additional com-

pensation should be given to the postmasters and postal employes for the extra work entailed, but he was not prepared, whatever he personally thought, to make any admissions concerning the amount paid to railways in transportation of mails. At the present time Canada was paying two million dollars a year to the railways for transportation of mails, "but we may be able to make a deal all round," concluded the Minister. He asked that the Lemieux resolution be withdrawn for the present, promising early action.

Mr. Lemieux consented, and the motion was allowed to stand over.



COMPANIES INCORPORATED.

The Canadian Metal Shelter Co. have been incorporated in Winnipeg with a capital stock of \$200,000. The company will manufacture portable metal buildings and shelters of every description, ornamental and structural sheet metal, iron work, etc.

The Joliette Steel Casting Works, Ltd., with a capital stock of \$2,000,000, have been incorporated for the purpose of manufacturing and dealing in steel and iron, brass and aluminum plants, motors, gas generators, crucibles, etc. The chief place of business will be in Joliette, Que.

Modern Store in Small Western Town

A Description of the Establishment of Ralph J. Cutten, of Olds, Alberta—A Well Laid Out Store With Modern Equipment—Agressive Methods Have Built Up a Good Connection for the Proprietor.

The population of Olds, Alberta, is given as 917. It is not intended to imply that this figure is correct, however. While it was probably approximately correct when the last census was taken, it must be remembered that quite a little time has elapsed since then and, out West, the towns have a habit of making wonderful use of short spaces of time. Olds, Alberta, may have grown to 1,500 or 2,000 or even 3,000 by this time. There is no use talking figures relating to the West, which may perhaps be three or four months old, and assuming them to be correct. They have

a habit of breaking records over night out there, and statistics are continually being upset.

The fact remains that Olds is still a comparatively small place. It is with increased interest, therefore, that one learns that store of Ralph J. Cutten, hardware merchant, is fully on a par with the best that can be found in places ten times as large as Olds.

Mr. Cutten completed the building of a new store block this year, two views of which are presented herewith. The building is of red brick and covers an area of 5,480 square feet. It is situated

on Railway avenue east, the main thoroughfare of the town. The hardware store occupies the main part of the building, one end being leased to a dealer in men's furnishings. The leased section has a floor space of 1,100 square feet, so that the hardware store covers an area of about 4,380 square feet. There is, in addition, a two-storey section at the rear of the store, providing an addition 800 square feet. It will thus be seen that the establishment is unusually commodious and capable of housing a large stock.

At the rear is a warehouse and above



Views of the new store of Ralph J. Cutten, Olds, Alberta.

it is the tinshop. There is a basement 32 by 55, which is used for storage purposes.

The store is modern in every respect. The front was planned to admit plenty of light into the interior, an object accomplished effectively by the glass work above the store windows. Being wide and high, the windows also admit plenty of light into the store as well as being admirably fitted for display purposes. As the accompanying illustration shows, the exterior of the building presents an unusually attractive appearance.

The interior is fitted out with modern fixtures, including several glass silent salesmen. Counters and shelving are of oak and the box system has been installed. A particularly commendable feature is the metal ceiling which is absolutely free from all obstructions in the way of stock.

To the left, on entering, is the tool and shelf hardware department. Directly facing the entrance is a silent salesman containing silverware and cutlery while to the right is the stove stock.

Ranges have been lined up along on the wall and on the central side of the aisle, the heaters are placed. Quite a large stock of stoves is shown.

The office is on an elevated floor at the rear, with steps leading up from the main floor. Thus no part of the floor space is lost.

Complete Equipment.

In point of equipment, the store is very complete. It is heated with steam and the lighting system is the latest production of a big gas machine company.

Mr. Cutten is doing a big business and has adopted aggressive principles in the management and handling of each department of the store. A large part of his trade is with ranchers and farmers in the districts around Olds and he has worked up a big connection.

When the smaller towns are able to boast of such live and pretentious stores, one feels a growing confidence in the ability of the retail body to hold their own despite the opposition from many quarters which is making itself felt.

standard of quality is maintained by the rope manufacturers, and there is no reason to doubt that it will not be, it would appear that a considerable further advance may be looked for on British Manilla and that it is a good buy at the present price, which is four cents lower than pure Manilla.



CATERING TO THE CARPENTERS.

The goodwill of the carpenter is the wedge that will often move orders for builders' hardware your way and, if properly cultivated, will be very instrumental in boosting your sales.

One wide-awake retailer went at this problem in a new way. One day a salesman called and offered him a bargain on a very excellent grade of carpenter's hammers. As a special inducement to take the lot he offered to burn the dealer's name and address on the handles. The dealer bought but soon found that he had a "white elephant" on his hands and was at his wits' end to find a way to get them moving. A few days before Christmas he got an idea and lost no time in carrying it out. He first secured a list of all the carpenters in his city and vicinity and to each and every one of them he presented one of these excellent hammers. Accompanying each hammer was a neat little card saying "Blank and Co. extend to you and yours sincere wishes for a Merry Christmas and a Happy and Prosperous New Year."

On the reverse side of the card was printed:

"Blank and Co. carry a complete line of carpenter's tools. Every tool is the very best that money can buy and is fully guaranteed by us. If you have never visited our store, we will be pleased to have you call and inspect our stock. If you are an old customer you are assured of a hearty welcome and good service.

"Use the hammer all you like but don't knock. Rather boost Blank and Co.'s tools."

This unique plan resulted in cementing to Blank and Co. the goodwill of the carpenters, for every time one of them used his hammer it reminded him of this progressive firm and the quality of their goods and service. The initial outlay for the hammers was thus made to pay handsome dividends to this firm. What would possibly have been "dead stock" to them for many months was put to work for them.

Put on your thinking cap and look over your shelves for neglected opportunities. This article will give you an idea of how to start them working for you in a way that will increase your prestige and your bank balance at the same time.

Some Facts with Reference to Rope Advance

Prices Have Gone Up Rapidly and There is Every Reason to Believe That They Will Remain High — Change in Relative Value of British Manilla and Pure Manilla is Worth Noting.

The continued high prices in the cost of Manilla hemp has caused the prices of the finished article to take big advances during the past year. The accompanying table will show the prices that have existed from the fall of 1911 to the present time. In the fall of 1911 the manufacturers and jobbers would

of damage has been done as a result. A few dealers expected that the high prices were only temporary but in the majority of cases the dealers have taken in their stocks earlier than usual on account of the threatening advances.

In the issue of Dec. 21, Hardware and Metal stated that further advances

A COMPARISON OF PRICES.

	Pure Manilla	British Manilla	Sisal	Lath Yarn
Mar. 25, 1912	10¾	9	8¾	8
June 18	11	9	8¾	8
June 27	11¼	9¼	8¾	8
July 24	12½	10	9¼	8½
Aug. 8	13½	10¼	9¼	8½
Sept. 4	14½	11	9¾	9
Oct. 17	15½	11½	10¾	10
Dec. 9	16	12	11¼	10½
Dec. 27	17	13	12	11¼
Fall, 1911, for spring booking	10½	8¾	8½	7¾

book orders for spring delivery at 10½c base for pure Manilla, and 8¾ base for British. At the present time, booking will only be accepted for 60 days delivery at 17c for pure and 13c for British.

Manufacturers are making heavy purchases of raw material at the present prices and there is no indication of a decline. It is said that typhoons have visited the islands producing the best grades of hemp and that a large amount

would take place despite the high price at that time, and on Dec. 27, an advance of 1c per lb. went into effect.

A very interesting point in connection with rope quotations as shown in the table is the relative cost of British Manilla and Pure Manilla during the fall of 1911, and the present time. During the booking period and also in the spring there was a difference of 1¾c per lb.; at the present time there is a difference of 4c per lb. If the relative

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, January 18, 1913

MUST FIGHT MEASURE NOW.

ANNOUNCEMENT is made on another page in this issue that action re Parcels Post has been promised by the Postmaster General in the course of a debate on the subject in the House of Commons.

The announcement can have but one effect: To arouse the retail merchant to a sense of his danger and to a sturdy opposition. That a strong fight will be waged by the mercantile interests against the measure is certain, of course, but success will depend upon the speed with which the opposition unlimbers its artillery and gets into action. Delay now may be fatal. If the noxious measure is to be successfully blocked, the merchant and manufacturer must make their opposition felt without a single day's delay.

THE DECREASE IN FAILURES.

THE NUMBER of commercial failures which occur during a certain fixed period is a pretty clear and fair indication of business conditions during that period. Of course, there are many things to be reckoned with in finding the cause of failures. Individual incompetence, rash speculation outside of the business itself, excessive local competition, all play their part in causing the wreckage of commercial enterprises. Back of it all, however, the condition of trade in general is the main factor. If business is uniformly good, failures are comparatively few: If general depression is noted, the number of failures grows in proportion to the extent of the depression.

This statement of the case is borne out by a very material decrease in the number of failures during the past year. Prosperity during 1912 was very marked, and the number of commercial failures was the smallest since 1907. In that year, 1,365 were reported, in 1908 there were 1,715 in 1909, 1,588, in 1910, 1,469, in 1911, 1,401 and in 1912, 1,310. The amount of the liabilities has shown an almost proportionate decrease from \$17,582,304 in 1908 to \$12,261,682 during the past year.

The failure statistics show that this decrease has been brought about in the Eastern provinces. In the West, in fact, the number has increased. In Manitoba, there were

96 failures against 89 in 1911. Alberta shows 73 failures as against 68 the previous year, and British Columbia shows 145 as against 122. Saskatchewan has a balance on the right side with 37, as compared with 48 in 1911.

It is not hard to find the reason for this state of affairs. The West is developing very rapidly, and the number of new commercial enterprises started is nothing short of amazing. That a large number of these should be started on an insufficient basis or begun through faulty conception of trade possibilities is inevitable. In the sections where the expansion is greatest and most rapid, there the greatest number of failures will be found.

The increase in failures does not hint at lack of prosperity in the West; paradoxically enough, it seems to point rather to unusual expansion.

A POINTED CRITICISM.

An American hardwareman, after a visit to England, has penned a rather sweeping criticism of the ironmongery establishments that he visited there. Some extracts from his remarks are worth quoting, inasmuch as they have a considerable bearing on conditions in this country. The ironmonger's shop, he writes, which is the English term for hardware store, seems to be very well stocked so far as tools, cutlery and garden utensils are concerned, but it appears entirely to neglect the possibilities in appealing to the housewife. I have never seen a window in which kitchenware of any kind has been on display, and those in which other forms of decoration have been attempted have usually been crowded so full of small articles, frequently thousands of pieces, that they offered absolutely no attractive feature to the passer-by. The most such windows can do is to acquaint people with the nature of the store, and they have no selling value through creating a demand or suggesting articles the public may require. Within the shops my first two impressions were that the appearance resembled the windows, in that little thought had been given to arrangement, and that a big stock had been crowded into a small space. Though rents are comparatively low, most ironmongers have packed their businesses into stores too small properly to meet their requirements. The result is that walls, ceilings, and most of the floor space are all sprouting wares of some sort, and in such confusion that, rather than any articles being capable of attracting purchasers, they suggest a confused mass of dusty goods which seem to have been in the particular spot so long that they have become fixtures instead of articles for sale.

The criticisms thus voiced hold good with reference to a great many stores in Canada. Although the standard of hardware stores has been raised very materially, there is still room for improvement in the respects mentioned.

HARDWAREMEN IN CIVIC LIFE.

IT IS quite apparent from reports that hardware merchants throughout Canada have again been in the forefront in civic elections. The number of hardware Mayors this year is larger than ever before, and there is a representative sprinkling on council and school boards.

Still, the representation is not as large as it should be. Business men, particularly men engaged in retail business, are needed on boards of civic government. Their training eminently fits them for service of this kind. They are confronted daily with the necessity of adjusting expense and income, of carefully considering problems of development or retrenchment. The financing of a retail business is in many respects, though on a smaller scale,

not unlike the financing of a municipality. Thus, the retailer is better fitted for civic service than the professional man or the mechanic.

So much from the standpoint of the public. From his own personal standpoint, it behooves the retailer to take a deep interest, and, if possible, to personally participate in the management of civic affairs. Questions are continually arising which affect commercial interests very vitally. These questions are frequently mishandled to the detriment of trade through lack of mercantile representation on the boards that have the handling. Where business experience is lacking, mistakes will sometimes be made which the presence of one or more retail men would check and, perhaps, rectify.

It consumes a lot of valuable time to act in a civic capacity. But, from every standpoint, it is well worth it.



PROTECTION FROM THE INVENTORY.

IN CASE of fire how are insurance adjusters to get at the value of the stock burned unless the merchant takes an inventory? It can only be approximately arrived at and then the merchant is quite likely to get the "short end of the stick."

When an inventory is taken at end of each fiscal year and a record kept of merchandise bought and sold, then the dealer is practically assured of getting what is coming to him. This should be the situation with every merchant. No one can afford to take chances with fire.

Hardware and Metal ran across an instance where a merchant kept no inventory and as soon as he paid his bills to the wholesale houses, he destroyed the invoices, leaving no record whatever of goods on hand. This is assuredly "playing with fire," and if such a man is caught once, the lesson will have been dearly paid for in insurance loss.



POINTED EDITORIALS.

Prosperity is reflected in the decreased number of commercial failures.

* * *

The introduction of cheap power into so many sections of Canada opens up infinite possibilities of trade for the dealer in hardware.

* * *

The country is in the throes of another thaw. Hardwaremen had better start to overhaul their stock of garden tools, hose and screen doors. Winter is being abolished.

* * *

American retailers are meeting conditions created by parcels post resolutely. The mail order houses have been strengthened, but they are opposed by a sturdier front on the part of the retail trade. It is hoped that trade conditions will not be materially altered.

* * *

The enforced idleness of the holiday season has given way to the nerve-racking activity of stocktaking. The rest obtained around Christmas is needed to enable the merchant to go at inventory making with freshness and vim.

* * *

The Balkan embroglio is practically settled without international complications. Getting down to the root of the matter, one realizes that commercial and financial interests are strong enough to give the world a guarantee of peace, in so far at least as a general European war is concerned.

Buying "Unsight Unseen"

THE writer ran across an anecdote the other day which recalled the old boyhood habit of swapping "unsight unseen." Do you recall how it was done? There is in all of us, most of us at any rate, an inherent liking for a trade; and the trait is never more marked than in boyhood. Boys love to swap possessions and no article changes hands more often than the jackknife. A common habit is to trade knives without either party to the agreement seeing what the other party offers. The knives are held behind the back until the dicker is completed. This is called swapping "unsight unseen."

Needless to state, every boy who possesses a knife lacking in blades or sadly damaged in any way, is always hankering to swap with someone else.

This old custom of boyhood days is recalled in the habit so many people have acquired of buying by mail order. They are buying "unsight unseen," except that they lack the prerogative of barter. Instead of being able to force the other party to accept in exchange something that has not been seen, they must pay coin of the realm for an article that they have not been able to actually inspect themselves.

It is not intended to state that the mail order purchaser is likely to receive an article of inferior grade or quality, but rather to point out that one cannot judge of the suitability of an article until it has actually been seen and inspected. To order goods in any other way than by going down to the store and buying, is to take a chance on it not being the kind desired or required. While the article secured may possibly be good value, it may easily not be to the taste of the purchaser or not "fit in" with other possessions. Such points can only be decided by personal inspection before purchasing.

The "unsight unseen" method is not followed in any other respect. When a man secures a new position, he has to meet his employer personally first. The latter wants to "look him over" and judge him personally before making the appointment. It is a wise precaution, even when the applicant's reputation has been sufficiently high to warrant the employer in assuming him to be a valuable man. A man does not pick a wife by mail; or at least, he doesn't if he has the saving grace of common sense. "Unsight unseen" courtships, conducted by means of Cupid's Bureau, seldom turn out to be other than complete and disastrous failures.

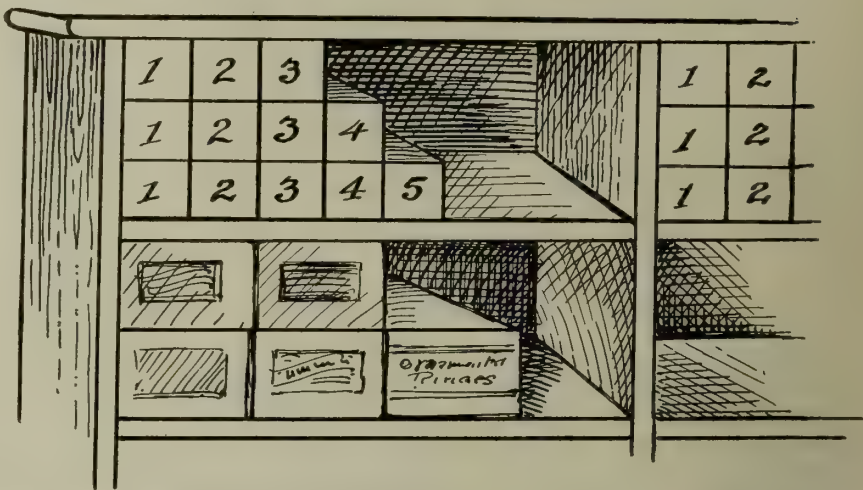
Still, people will buy by mail; and they will continue to do so until the retailers as a whole convince them that this course is not a wise one. To effect this purpose, it is necessary for the retail body to improve their stocks, the services they give and the publicity measures they adopt.

A Good System for Handling Cutlery

Salesmen Use Samples Only in Waiting on Customers and Thus It Is Not Necessary to Open Boxes or Explore Stock—A Simple Method of Selling by Sample—The Many Advantages of This Method.

A large percentage of hardware dealers have no special system for displaying or sampling table cutlery. In showing many lines of plated ware, the usual custom is to bring down a box of each kind of goods and take samples from the boxes. This method very often results in the covers of the boxes becoming mixed or broken, and where juniors are employed, they very often put the wrong covers back on the boxes. The stock also becomes untidy, the boxes become soiled and the goods present a tarnished or rust-spotted appearance.

In making a call at a hardware store a short time ago the writer observed a salesman showing a lady some silver-plated tea and dessert spoons. The salesman had about ten boxes of spoons on top of a show case and had taken a sample from each box, in several cases the spoons were tarnished and the boxes broken from having been shown many times in the same manner. After making a selection the lady stated that she wanted nice bright spoons. On looking at the spoons in the box the salesman discovered that nearly all in that particular box were tarnished and lying



How cutlery stock is stored under system outlined in this article. . . Numbers on samples.

loose in the box, the result being that he was compelled to open a new box in order to fill the order. On questioning the salesman regarding the tarnished goods he stated that they shined them up occasionally or sold them at reduced prices when they became scratched from continuous cleaning. In this store they

show cutlery, such as dessert and table knives, in the same manner and they often get an accumulation of rust-spotted knives on their hands as a result. By this method the dealer has a disorderly cutlery department, and the packages become soiled and broken. There is also a leak in profits through selling shop-worn goods at a reduction. A large amount of time is wasted by the salesman in showing and in replacing the goods on the shelves.

A customer entering a store to purchase cutlery is much more favorably impressed if shown a nice clean set of samples than if they have to wait until numerous boxes are opened only to find in many cases that the goods are tarnished or in a disorderly condition.

A Simple System.

In many of the larger stores they have introduced systems of various kinds for the purpose of keeping the cutlery department in a clean and tidy condition. One system that has been tried out and proven very successful is a very simple one that could be easily used by any hardware dealer with practically no cost whatever. The idea is to show samples in rolls in the same manner as cutlery is generally shown by travelers. As an example we will take silver-plated tea-spoons. When a customer asks for spoons, the salesman produces and unrolls the sample roll which contains tea, dessert and table spoons, a neat price ticket being attached to each spoon. The price is quoted on one side and the stock number is quoted on the reverse side, and the result is that the customer can

(Continued on page 39.)

CUTLERY DEPT.					
No.	Tea Spoons.	Sell.	No.	Dessert Forks.	Sell.
1	Make and Pattern ...	\$ 1.00	31	.....	.....
2	2.00	32	.....	.....
3	3.00	33	.....	.....
4	4.00	34	.....	.....
5	5.00	35	.....	.....
6	6.00	36	.....	.....
7	7.00	37	.....	.....
8	8.00	38	.....	.....
9	9.00	39	.....	.....
10	10.00	40	.....	.....
Dessert Spoons.			Medium Forks.		
11	41	.....	.....
12	42	.....	.....
13	43	.....	.....
14	44	.....	.....
15	45	.....	.....
16	46	.....	.....
17	47	.....	.....
18	48	.....	.....
19	49	.....	.....
20	50	.....	.....
Table Spoons.			Dessert Knives.		
21	51	.....	.....
22	52	.....	.....
23	53	.....	.....
24	54	.....	.....
25	55	.....	.....
26	56	.....	.....
27	57	.....	.....
28	58	.....	.....
29	59	.....	.....
30	60	.....	.....

Price card for cutlery dept.

Hardwaremen in Elections

Additions to the List—One of the Successful Candidates Urges That Merchants Should Be Well Represented on All Civic Boards—Suggests Action Before the Next Elections.

The list of hardwaremen who had taken a prominent part in civic elections, published in last week's issue of *Hardware and Metal*, was not a complete



Wm. Black, elected Mayor of Durham.

one. It has been learned since that other members of the trade figured as municipal candidates in various sections. The majority were successful.

Among those who proved the confidence that the people of their home town



H. Occomore, hardwareman, elected Alderman at Guelph.

have in them by headings the polls were:

Milton Adams, of the hardware firm of Adams & Vandusen, was elected Mayor of Picton, Ontario.

W. H. Bartlet, manager of the St. Mary's Hardware, Limited, was elected as a member of the St. Mary's, Ontario, council.

The question of retail representation on civic boards is an important one. It is dealt with in the editorial columns in this issue at some length, but it is interesting to quote the opinion of one hardwareman, who by the way was a successful candidate himself on Monday last. He says:

"To fill a position on any civic board means that a merchant must give willingly of his time, without any remuneration and sometimes at the expense of his own business. I believe, however, that every merchant who serves his municipality in this way reaps a tangible benefit. I feel that it is distinctly necessary that there should be a good representation of merchants on every council and civic board. The necessity is so great, in fact, that next fall the retail merchants in each city and town should see to it that a certain number offer themselves for election."

Presented with Watch.

St. John, N.B.—Henry S. Magee has severed his connection with the firm of W. H. Thorne & Co., Ltd., and has engaged in the promotion of a sales agency



E. J. Wanless, elected alderman at Chatham.

on his own account. Before leaving the firm he was nicely remembered by his fellow employes, on whose behalf Robert Sancton presented to him a handsome watch as a token of esteem and goodwill. Mr. Magee is held in high regard by his fellow employes and the firm as well, and was with W. H. Thorne & Co. for several years.



A GOOD SYSTEM FOR HANDLING CUTLERY.

(Continued from page 38.)

be shown the full line in a few minutes and there is no confusion regarding the prices. The accompanying illustrations will show the method of keeping the stock in order.

Each kind or style is given a stock number and the number is marked or stamped in neat figures on the end of each package. The goods are arranged on the shelves in order of number as shown in the illustration. It is considered best to give the cheaper goods the lowest numbers and in this manner the goods will run from left to right according to quality. There is no necessity for taking a package from the shelf until a sale is completed from the sample roll.

The price card, as illustrated, may be in the shape of a plain card or a small price book for the cutlery department. If a price ticket should become detached from the samples, it is an easy matter to get the stock number and price of the goods from the price card. In making up the price card, the dealer can mark prices in plain or private figures and, if thought advisable, an extra column may be added for quantity prices. It is not necessary to have the cost price appear on the cutlery card as a complete record is usually kept in the regular store price book.

Price Marks Are Eliminated.

By selling goods in this manner it is not necessary to mark prices on the packages, and when a sale is completed from the sample roll, the customer is given a nice clean-looking package without price marks appearing on the cover. In stock taking it has been found very useful as the packages of each number may be counted in a very short time and the numbers entered in the stock book. The illustration shows spaces for ten styles of each kind of article but this may be increased or decreased according to the number carried in stock. There are many other lines of cutlery that may be sampled in the same manner, and numbers and prices may be entered on a large card or several small ones as may be desired.

Complete Course of Sheet Metal Work

By L. W. KOSER

Develop the dotted lines in the same manner.

The oblique lines on the diagrams then are the true length of the corresponding lines shown on the elevation.

To develop the pattern proceed as follows:

Draw the line 7-7' Fig. 12, making it equal to 7-7' of Fig. 8.

With 7 as centre and radius equal to 7-6 of the circle Fig. 3, describe a small arc.

Then with 7' as centre and radius equal to the dotted line 7'-6 of Fig. 9 cut the arc swung from 7' thus locating the point 6 of the pattern.

Then with 6 of the pattern as centre

and with a radius equal to the line 6-6' Fig. 8 swing an arc which intersects by an arc swung from 7' with 7-6 of Fig. 5 as radius. Continue thus to the line 4-4' of the pattern using diagrams 8 and 9 and stretchouts Fig. 3 and Fig. 5.

Then with 4' of the pattern as centre and 4'-m of Fig. 10 as radius swing an arc in the neighborhood where m of the pattern is shown.

Then with 4 of the pattern as centre and a radius equal to the line 4-3' Fig. 7 swing an arc which intersect by another one swung from m as centre and a radius equal to m-3' of the plan Fig. 2.

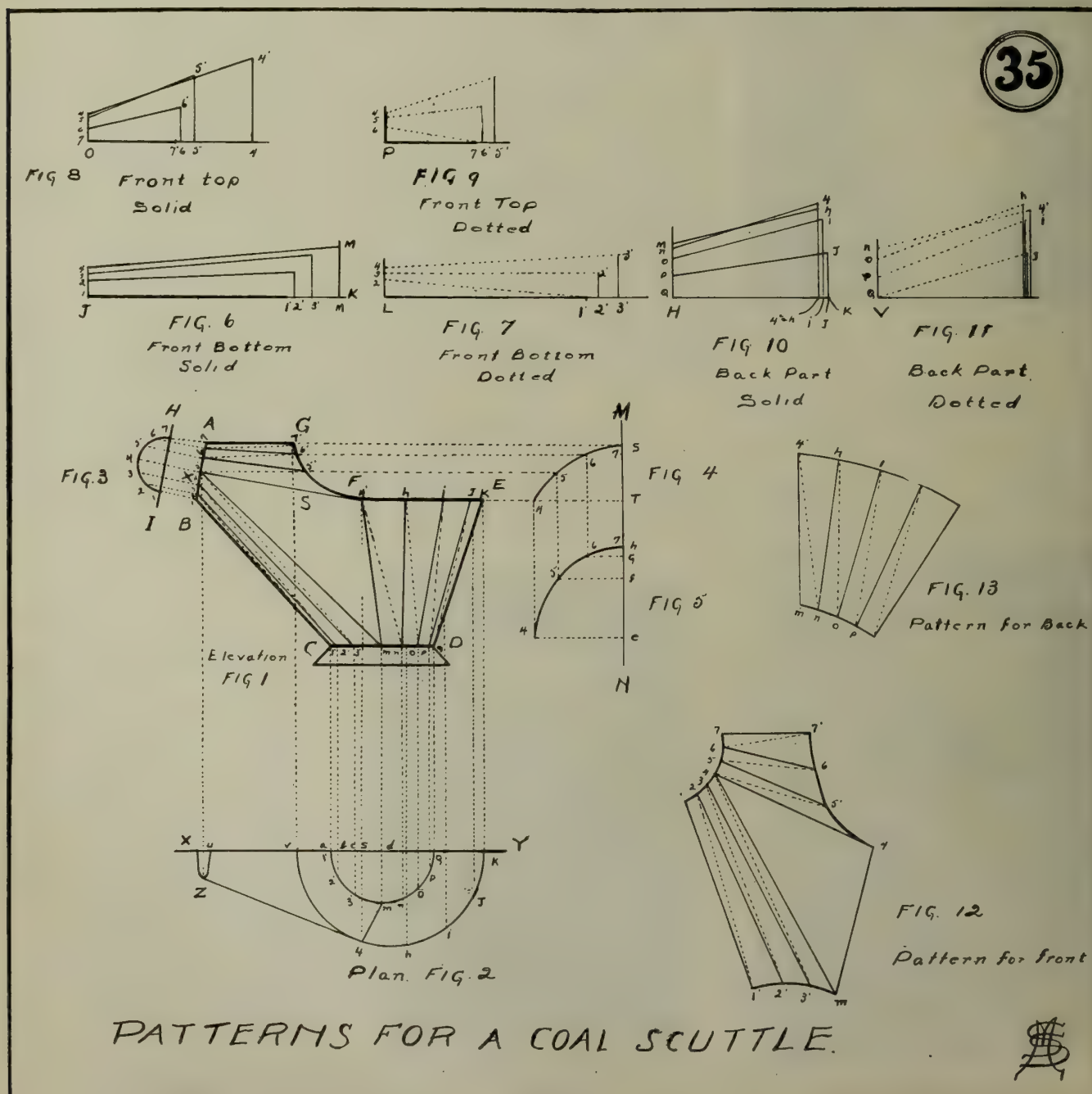
Continue thus until this part is completed using diagrams 6 and 7 for solid

and dotted lines and spaces on Fig. 3 for stretchout of the neck and spaces m-3'-2'-1' of the plan Fig. 2 for the stretchout of base.

To develop the pattern for rear piece first draw the line 4'-m Fig 13 making it equal to 4'-m of Fig. 10.

Then with 4' as centre and radius equal to 4'-n of Fig. 11 swing an arc which intersects with one swung from m as centre and m-n Fig. 2 as radius.

From n as centre and n-h Fig. 10 as radius swing an arc which intersects with one swung from 4' as centre and radius equal to 4-h of the plan. Continue thus until the pattern is developed.



Catalogues and Booklets

Banner Gas Ranges.

The Baxter Stove Co., of Mansfield, Ohio, has issued catalogue No. 41 of their line of Banner Gas Ranges. The catalogue is neatly gotten up and half-tone illustrations of their many lines of gas ranges are shown together with full descriptions. Copies will be mailed on request.

Coal Trucks.

The Geo. P. Clark Co., Windsor Locks, Conn., have issued Bulletin B illustrating and describing their lines of two-wheeled hand, barrel and keg, box and coal trucks, push carts, skids and timber dollies.

Calendars Received.

Hardware and Metal has received a calendar from Ludger Gravel, Montreal. Illustrations of many of the lines carried by this company are shown in the calendar.

A calendar has also been received from T. J. Trapp & Co., of New Westminster, B.C. The title of the picture is "Home to the Farm" and represents a winter scene in which the cattle are being driven home.

Souvenir Tiepin.

The Tallman Brass & Metal Co., of Hamilton, Ont., are distributing souvenir tiepins to their friends and customers.

Circulars and Booklets.

Hardware and Metal acknowledges receipt of a handsome greeting card which has been sent out from Worcester, Mass., and bears greetings from the following firms:

Coates Clipper Mfg. Co.
Coes Wrench Co.
Harrington & Richardson Arms Co.
Hill Dryer Co.
Norton Co.
The Samuel Winslow Skate Mfg. Co.
The Wire Goods Co.

New Year's greetings have also been received from P. & F. Corbin, of New Britain, Conn.

BENJAMIN MOORE CO. CONVENTION.

The annual meeting of the sales force of Benjamin Moore & Co., was held at the main offices, 231-233 Front Street,

Brooklyn, N.Y., on December 16, 1912. The programme of the convention, which lasted one week, was as follows:—

December 16.—Inspection of Brooklyn plants by the visiting forces of Chicago, Cleveland, and Toronto; after which there was a general discussion regarding the outlook for the paint and varnish trade in 1913.

December 17.—Discussions on various products manufactured by Benjamin Moore & Co., and reading of papers submitted by different salesmen relative to chief talking points on the various lines put out by the company.

December 18.—Continuation of reading of salesmen's papers in the morning; and in the afternoon the entire force boarded a special train which took them to Carteret, N.J., where they inspected the whitening, wall finish, oil and varnish plants of the company. Theatre party at Weber & Fields' Music Hall in the evening.

December 19. — Addresses by President Benjamin Moore; Vice-President L. P. Moore; Secretary and Manager of Brooklyn sales department C. H. Bergmann; Geo. T. Goodrow, manager of Chicago sales department; J. P. Cochran, manager of Cleveland branch; Fred Moore, manager of Benjamin Moore & Co., Ltd., Toronto; and C. C. Moore, assistant manager of Brooklyn sales department.

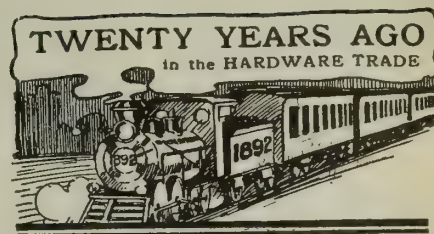
December 20.—Prices for 1913, issued to Brooklyn salesman and prizes awarded for best selling ability on various articles. The Chicago, Cleveland, and Toronto delegations spent the day in sight-seeing.

The above culminated in a large banquet which Benjamin Moore & Co., tendered its officers, managers, sales force, and Brooklyn and Carteret office forces, and factory heads (about one hundred in number) at the Lincoln Club, Brooklyn. The club was open all afternoon, which time was occupied by the guests in bowling, billiards, etc.

W. P. Talbot, the treasurer of the company, was toast-master, and when introducing each speaker was followed by the Secretary C. H. Bergmann, who had composed a limerick which was applicable to the one about to speak. The Rev. Dr. F. J. Belcher invoked the blessing, and Rev. Dr. J. Herman Randall. Messrs. L. P. Moore, A. S. Somers, R. P. Rowe, G. L. Gould, J. P. Cochran and Fred Moore delivered eloquent speeches.

President Benjamin Moore closed the affairs with a stirring and inspiring address.

The programme arrangements were in charge of Messrs. C. C. Moore and W. C. Belcher, of Brooklyn.



The following items are taken from the issue of Hardware and Metal of January 21, 1893:—

"W. H. Evans, of the Canada Paint Co., Montreal, has decided to locate permanently in Hamilton to look after the western portion of the company's business."

Editor's Note.—Mr. Evans afterwards moved back to Montreal and was associated with Canada Paint Co. up to a little over a year ago.

"A bicycle, weighing only eleven pounds, made of aluminum, has been tried out and a number of dealers have taken it up."

Editor's Note.—The hardwareman handled bicycles to advantage at that time. In fact, bicycles were handled very generally in hardware stores then. Dealers are coming back to it now, recognizing that there is a splendid opportunity in the sale of bicycles.

"A permit has been issued by the city to the Kemp Manufacturing Co., Toronto, to erect a one-storey addition to their plant, River and Gerrard streets, at cost of \$1,300.

Editor's Note.—The Kemp Manufacturing Co. was merged a few years ago in the Sheet Metal Products Co. The factory on Gerrard street is now several times the size of the plant of twenty years ago.

Francis, Frost & Co., hardware brokers, have bought out the business of Dixon & Dixon, Toronto.

Editor's Note.—Mr. Dixon has gone to the United States, but is still in the turpentine business.

May Make Stores at Brandon.

Regina, Sask.—The Brand Store Co., Milwaukee, is contemplating establishing a manufacturing plant in Regina, Sask. The cost is estimated at \$100,000, and the Regina council is considering the company's application for privileges.

Will Build New Store.

North Battleford, Sask.—It is anticipated that Bowers Bros. will open a hardware store in temporary premises in the near future pending the completion of permanent store buildings.

Window Display Suggestions Heating Goods

An Unusually Effective Display in the New Store of McKinnon's, Limited, Weyburn, Sask.—How Stucco Effect on Pillars is Obtained—Effective Use Made of Large Space.

The accompanying illustration is of a stove window display in the store of McKinnon's, Limited, Weyburn, Sask., trimmed by F. S. Kickley. It is undoubtedly one of the most elaborate displays of the kind that has come to the attention of the writer.

There are a number of unique features about this window which will be of interest to window trimmers. The background was built up by means of pillars of unusual size, the larger being twelve feet high. A stucco effect had been given to these posts by the following method. They were first covered with white cotton and were then sized with glue. This gave a rough, deeply-grained effect. The sides were then covered with alabastine, care being taken to shade them carefully. Starting with a bright yellow tone at the top, it was gradually shaded down to a buff at the bottom.

Between the first two pillars a scenic panel was placed, representing a woodland scene. Above this, artificial flowers were used.

The most noteworthy feature in connection with the arrangement of the stock is the sparse use made of space. Despite the fact that the window is one

of unusual dimensions in every way, a few samples of stoves only are shown and there is plenty of space in the window not used at all. Undoubtedly, however, this is a commendable feature. The stoves shown stand out strongly for the very good reason that there is not a crowded assortment of stock to "scatter" the interest of the spectator. The trimmer has applied here the same principle that teaches the advertising writer to make good use of "white space."

It would not do to dismiss the subject without some reference to the splendid window display facilities in the McKinnon store. The windows are unusually high and deep, giving Mr. Kickley (who, by the way, is vice-president of the Canadian Window Trimmers' Association), an opportunity to arrange displays of unusual size and merit. Modern fixtures and equipment have been installed and the windows are steam-heated.

—❁— THE JUNIOR CLERK'S PHILOSOPHY.

The wise man puts his troubles in pawn, and then proceeds to lose the ticket.

An idle dollar doesn't declare dividends.

A blow is remembered longer than a kindness bestowed.

More men would go to church if there was a law against it.

The man who never made a mistake never made anything.

Consider a ten-penny nail—the harder you hit it the faster it gets there.

Courtesy to customers is a stock in trade that pays Standard Oil dividends.

There must be plenty of room at the bottom or so many wouldn't be there.

The man who loafs on the job soon discovers that every day is Friday the 13th.

The world is full of willing people—some willing to work and the rest willing to let them.

If you would strike a man favorably, never hit him in the vicinity of the pocketbook.

It may be better to give than to receive—but the wise man watches his collections.

If you want to find out a lot of things you didn't know about yourself just run for office or get mixed up in a divorce suit.



A splendid store window in new store of McKinnon's, Ltd., Weyburn, Sask.

Current News of Hardware Trade

Loan Was Authorized.

London, Ont.—A by-law authorizing a loan of \$25,000 to the Dennis Wire & Iron Co. was carried at the recent elections.

Oil Mill to Resume.

Owen Sound, Ont.—It is expected plant will begin operations next week. The big mill has been closed down for about six years.

By-laws Carried.

Thorold, Ont.—The by-laws to aid the Beaver Board Co. and also the new glass company were both carried with little opposition.

New Cement Plant.

Coquitlam, B.C.—The Hayes Ornamental Cement Co. will shortly build a large plant for manufacturing the lines the name indicates.

Loans Will Be Made.

Fort William, Ont.—The by-laws authorizing the giving of bonuses to the Maritime Nail Co. and Canada Steel Foundries Co. were both carried.

New Standard Oil Plant.

Vermilion, Alta.—The Standard Oil Co. have decided to locate a distributing plant comprising three tanks and other handling facilities. Work on the plant will commence immediately.

Early Closing.

Mirror, Alta.—A meeting of the business men of the town was held in Duitman & Johnson's hardware store, and it was unanimously decided to close all stores at 8 p.m., with the exception of Saturday and before public holidays.

To Start on Nail Works.

Fort William, Ont.—Work on the construction of the Maritime Nail Works, is expected to commence March 1. The company expects to have the plant in operation in one year's time. The plant will be 275 x 717 feet, and will be of reinforced concrete and saw tooth construction.

Frank E. Johnson Robbed.

Rainy River, Ont.—The hardware store of Frank E. Johnson in Old Baudette was robbed recently and rifles and shotguns valued at \$180 were stolen. Mr. Johnson offers \$50 reward for the recovery of the guns or the capture of the burglars.

Bonuses to Companies.

Medicine Hat, Alta.—The three industries to which bonuses were granted in the shape of land and free gas were as follows: George Sillman, who has organized the Alberta Steel Products Co., the Medicine Hat Pump & Brass Co. and

the Alberta-Saskatchewan Paper & Strawboard Co.

Harriston Store to Enlarge.

Harriston, Ont.—The Harriston Stove Co. are making arrangements to enlarge their present plant. The past year has been a very successful one with the company. Present trade is chiefly with Ontario markets but the firm is contemplating opening out in the Western markets.

Have Moved Offices.

Toronto, Ont.—The International Importing Co., of this city, have moved their offices and samples to London, Ont.

Fort William, Ont.—Peter Borman has taken an interest in the D. Kennedy, Hardware, and the firm name is now Borman & Kennedy. A small blaze occurred in the brass foundry owned by H. J. Varlow, but was extinguished before a great amount of damage was done.

Personal Notes.

Chamberlain Carter, for the past seven years salesman for Carter Bros., Picton, Ont., is now taking the steam heating course at the New York Trade School, preparatory to taking a position on the road as salesman in the heating line. Douglass Carter has returned from the West and is taking the position vacated by his brother. Mr. Carter was on the road while in the West and says that he found Hardware and Metal invaluable to him as it invariably posted him on price changes.

Harry Borland, lately on the road staff of Wood-Vallance, Hamilton, Ont., has recently joined the road staff of Lewis Bros, Montreal, and will cover much the same part of Western Ontario, as he has been covering for Wood-Vallance.

W. R. Turner, who has for some time been connected with Winnipeg branch of the McClary Mfg. Co., returned a week ago to Toronto where he will act as sales manager for the same firm.

A. R. Dundas, hardware merchant, Cobourg, Ont., has left his business in charge of his brother for the winter and with his wife is enjoying the balmy air of California.

W. H. Boyle, of Boyle & Son, Napanee, Ont., who has been ill for some weeks is now reported as gaining strength rapidly and expects to be back to work in the course of a couple of weeks.

Alex. Stanley, president, and Robt. Peck, sales manager, of the Stanley Rule and Level Co., were in Montreal this week on business.

N. L. Stewart, of Toronto, has been appointed to represent the Baxter Stove Co., Mansfield, Ohio, for Central and Southwestern Ontario.

W. Ball, of the Sargent Co., was in Montreal during the past week.

Mr. Howe, of the Dover Manufacturing Co., is at present in Montreal.

Justin Sigrist, special representative of the Beaver Co., Buffalo, was in Montreal last week on his way to England.

J. T. Ling, special representative of the Chicago Flexible Shaft Co., was in Montreal this week on business.

Fire Losses.

Arcola, Sask.—A disastrous fire destroyed the O. R. Mears hardware store, Youngbud & Patterson's tinshop on Main street. Difficulty was experienced in preventing the spread of the fire to the Moose Mountain Co., Hardware store.

Montreal, Que.—The building at 38 St. Dizier St., occupied by Ontario Lamp and Lantern Co., of Hamilton, Canadian Tungsten Lamp Co., of Hamilton, and J. H. Roper & Co., Montreal, was destroyed by fire.

Winnipeg, Man.—Fire practically destroyed the plant of the Manitoba Rolling Mills Co., situated east of Archibald Street, St. Boniface, with a loss of about \$150,000.

Arcola, Sask.—J. R. Mears' hardware and furniture was completely destroyed by fire.

Business Changes.

Waldena, Sask.—J. P. Youngquist, hardware merchant, has sold out to the American Hdwe. Co.

Saskatoon, Sask.—D. S. Taylor, of Rolph & Co., hardware and grocers, has retired, and Arthur G. Powe admitted.

Lucknow, Ont.—Murphy & Sutherland are dissolving partnership and are now holding a stock reduction sale. The business will continue to be carried on in Lucknow by Mr. Murphy.

Arden, Man.—J. Fry has sold his hardware business to W. W. Matthews.

Elgin, Man.—Hannah & Sons have sold their hardware and implement business to Mr. Kerslake.

Ponoka, Alta.—Courtright & Steele have sold their hardware and furniture business to Batson & Beal.

New Retail Firms.

Delhi, Ont.—Harry Morgan has opened a hardware store in John Crysler's machine wareroom.

The Household Goods Department

A Big Field for Sale of Woodenware

Lines Which Are Handled, or Should Be Handled, in Hardware Stores To-day.—Sales Can Be Made When Efforts Are Put Forth to Attract Attention to These Lines—Points To Be Taken Up in Advertising Woodenware.

The sale of household goods is being taken up by many up-to-date merchants and in several cases they have introduced departments in their stores for the sale of this class of goods. There is a big demand for goods that may be used in the home and in all stores where a department of this kind has been introduced, it has proven a paying proposition.

It is a well-known fact that goods of merit for use in the home are good sellers if brought to the attention of the public. The sale of woodenware for many years was sadly neglected in many places until brought into prominence by the large department stores. If a lady entered a hardware store a few years ago and asked for an ironing board she was usually referred to a local carpenter or planing mill. The same rule generally applied to requests for curtain stretchers, clothes racks, etc. Conditions have changed, however, and wide-awake hardware dealers have good assortments of woodenware now. The field for the sale of woodenware is very large as the goods are mostly lines that may be used in every home. They also afford a good margin of profit for the dealer.

A few of the lines that are now being carried in stock are plain and folding ironing boards, sleeve boards, bake boards, curtain stretchers, wood bowls, spoons, butter prints, ladles and spades, clothes racks, wall racks, wash tubs, wash boards, clothes baskets and many other lines.

Pushing Sale of Woodenware.

One large firm, who have made a success of the woodenware department, run a special article of woodenware each week in their ad. They find that woodenware is a line that sells easily if displayed and advertised and it also helps to sell other goods. They also make it a point to have their clerks show the goods to ladies, especially those who have been enquiring regarding any line of goods that may be associated with woodenware. This line of goods may also be advertised effectively by the use of electros in newspaper advertising. It is considered advisable by many dealers to quote prices as householders are very

often under the impression that an article is much more costly than is really the case.

Window displays will also attract attention and a good display of woodenware on which the prices are quoted in large figures will attract a great deal of attention.

There is a good sale for many lines of woodenware during the winter months as a large amount of work is done in the home during this season and anything that will assist in lightening house work is appreciated. Folding clothes racks are sold to a great extent during the winter as clothes may be dried in the house and the rack folded up and kept in a small space when not in use.

Small goods such as wooden spoons, rolling pins, ladles, spades, butter prints, etc., may be sold readily if displayed on a counter or table where they will be noticed by customers in the store. Clothes baskets are also a line on which there is a good margin of profit. Dealers have no difficulty in disposing of baskets that range in price from seventy-five cents to two dollars. The sale of clothes hampers is also being taken up and in every instance they are meeting with success in selling this line. It is not an uncommon occurrence to see customers purchasing a washing machine or wringer who will also purchase a clothes basket, ironing board, rack or some other article if the goods are brought to their attention.

Selling Curtain Stretchers.

Curtain stretchers are also sold in large numbers and are a line in which every householder is interested. In advertising stretchers there are many points which may be explained such as adjustment for various sized curtains, non-rusting pins, folding when stretcher is not in use and many other features usually found on a good set of stretchers.

The featuring of woodenware and household goods if placed before the public in the proper manner will attract a class of trade that has a great purchasing power. It is the experience of many dealers that sales increase in many other lines as a result.

The fact that woodenware is being featured strongly by many departmental stores and mail order houses has a tendency to show that it must be a line of goods for which they find a large and ready sale and it should not be a very difficult matter for the hardware dealer to secure a large amount of this trade.

HARDWARE LETTER BOX



Monarch Electric Vacuum Cleaners.

The Acme Co., Edmonton, Alta.—“Kindly give us the address of firm manufacturing Monarch Electric Vacuum Cleaners.”

Monarch Electric Vacuum Cleaner Co., New York City.—Editor.

Joy Steel Ranges.

W. G. Butler, Perth, Ont. — “Who manufactures the Joy Steel Range, formerly manufactured by the Joy Mfg. Co., Toronto?”

Canadian Heating & Ventilating Co., Owen Sound.—Editor.

Repair Bolts for Enamelware.

Jas. Simonds, Ltd., Dartmouth, N.S.—“Can you inform us what firm manufactures bolts and nuts for repairing enamelware?”

Try the Collette Manufacturing Co., Collingwood, Ont.—Editor.

Roofing Canvass.

Bonthron & Drysdale, Hensall, Ont.—“What firms manufacture sail canvass for roofing purposes?”

John Leekie, Ltd., 77 Wellington St., W., Toronto; American Tent & Awning Co., 430 Yonge St., Toronto; J. J. Turner & Sons, Peterboro, Ont.; Raymond Bros., London, Ont.—Editor.

Stencil Cutting.

J. E. Prescott, c/o Geo. Taylor Hardware Co., Cochrane, Ont.—“Kindly advise where I can get full information regarding stencil cutting.”

Superior Mfg. Co., 93 Church Street, Toronto, Ont.—Editor.

New Hardware Goods

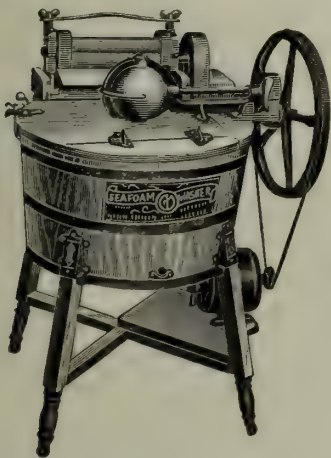
NEW POWER WASHERS.

Cummer-Dowswell, Ltd., of Hamilton, Ont., are placing two styles of their new combination power washer and wringer on the market.

The Seafoam electric power washer and wringer is equipped with a $\frac{1}{8}$ -horse-power electric motor, complete in every detail and ready to attach to any ordinary electric light socket. The wringer, which is fitted with rolls that are guaranteed for five years for family use, is permanently attached and runs automat-



ically in either direction, while the washer is in operation or independently. Motors will be supplied for alternating or direct current and for any voltage that may be required. In operating the wringer the following instructions are supplied.



To start the wringer simply press down the lever fixed at side of wringer board.

To stop—Move lever back to central upright position.

To reverse—Press lever down opposite way. All gears are completely covered and machines are mounted on casters.

The Seafoam style B. is a combination power washer and wringer designed to be operated by gas, gasoline, steam engine, electric or windmill power. The operating mechanisms are very strong, carefully fitted and very simple. All metal parts in contact with water are coated with zinc. Every gear on the machine is covered with a metal shield and the cover lifts independently of pulley and belt. The inside of the tub is fitted with a rust-proof inside steel ring which is intended to prevent warping. The machine is mounted on casters and is complete and ready to run when it leaves the factory. The machine should run at a speed of 250 revolutions per minute. The wringer is operated in the same manner as on the Seafoam electric.

THE AVEY FEED BAG.

The American Commercial Corporation, 110 Worth Street, New York, are



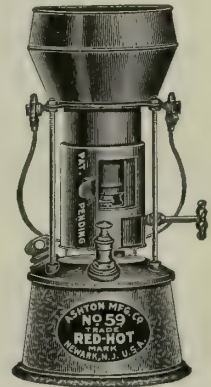
offering to the trade the Avey feed bag, which should appeal not only from a standpoint of economy but also from one of humane treatment of the horse. The bags are made in a number of grades which are sold at different prices. The bags are made with large eyelet ventilators.

KEROSENE FIRE POT.

The Ashton Mfg. Co., of Newark, N. J., makers of the Red Hot line of fire pots and torches, have added another new fire pot to their line. Realizing that there was a demand for a fire pot using kerosene as a fuel, they have placed upon the market their new No. 59 Red Hot Kerosene fire pot.

The tank is made of heavy galvanized iron with cast top plate and bottom ring braced with rod running from the centre of the top to the base of tank, making it strong and durable, and it is fitted with patented automatic brass pump, insuring constant air pressure.

The burner is made of special bronze generator metal controlled with needle valve fitted with packing nut and produces a steady blue flame of intense heat. The No. 59 Kerosene Red Hot Fire Pot is guaranteed to work out-



doors in windy or zero weather, as the flame is protected by a metal slide or shield.

BERRY BROS. BECOME CORPORATION.

Berry Bros. have become a corporation instead of limited partnership beginning January 1. The corporation assumes the designation of Berry Bros., dropping the word limited, which was a part of the title of the partnership of Berry Bros., Ltd. The corporation has a capitalization of \$3,000,000. The 1912 business of the house has been greatly beyond that of all prior years. The business was begun in 1858 by the late Joseph Berry. Thos. Berry joined him a few years later and the limited partnership was organized about twenty years ago. The directors of the new corporation are: Thomas Berry, Geo. H. Russel, Edwin Lodge, E. W. Pendleton and Frank W. Blair. The officers are: President, Frank W. Blair; vice-presidents, Thomas Berry and E. W. Pendleton; treasurer, Geo. H. Russel; secretary, Edwin Lodge; assistant secretary, F. L. Colby; assistant treasurer, W. R. Carneige; general manager, James S. Stevenson. The official list is about the same as in the partnership with the titles of president and vice-president substituted for chairman and vice-chairman. The principal stockholders, other than those in the official list, are estate of Joseph Berry, estate of Alfred Hooper, H. B. Ledyard and Henry Russell.

Weekly Market Report --- Metals

DELIVERIES ARE SLOW.

Deliveries are reported to be still slow in steel, particularly bars, sheets and plates. In many cases mills are three or four months behind with their orders.

Weakness in certain lines is reported at Montreal.

MONTREAL.

Montreal, Jan. 14.—Business in the metal line has a brighter tone even though there is a slump in prices. Everybody is out for this year's business in earnest and a prosperous year is predicted.

The slump in metal prices is due to too heavy stocks coupled with the high level at which prices have been held. These surplus stocks were the direct cause of the slump.

Lead.—The lead market is easier and a decline was listed yesterday. The prices are 48c per 100 lbs. higher than January, 1912, but there is every indication that prices will firm up.

Tin.—The demand for tin remains about the same with prices easier.

Plates and Sheets.—Black sheets are firm and there is every likelihood that there will be an advance. However, no change in prices has taken place but the market is very firm.

Copper.—The copper market is very weak and prices have declined. Business generally is quiet.

TORONTO.

Toronto, Jan. 16.—The metal market is in much the same condition as last week. There is still the same pressure in obtaining deliveries in steel, particularly bars, sheets and plates. Mills are far behind in their orders and no immediate relief is in sight. A large number of mills are from three to four months behind in deliveries and are working to their full capacity. A large number of orders booked in 1912 are not yet filled and yet the production of iron ore in 1912 is believed to have been a record breaker. The outlook is for a monumental year and higher prices are expected on many lines of iron and steel. Copper is weaker and lower prices are expected.

Pig Iron.—The demand is steady and active, no price changes are reported at present. American reports state that there is a belief in some quarters that there will be an advance in the next few weeks and that operating furnaces are

well sold up on all grades and in many cases are making smaller shipments than buyers desire.

The Canadian market is firm.

Tin.—There is a good demand for tin at present and prices are firm. The London market was reported weaker during the past week but an advance has taken place in New York and no doubt many interesting changes will occur in the next few months.

Copper.—The copper market is weak and lower prices are expected. Foreign markets are very unsettled. Toronto prices have not changed up to date but are expected to in a few days.

Spelter.—The market is quiet and prices are unchanged. The demand is not heavy at the present time.

Galvanized Iron.—Business in this line is much the same as last week. The advanced price at the factories has not affected prices here on account of jobbers having booked their spring supply at the old prices. However, there is every likelihood of higher prices later on.

Iron and Steel.—There is still a heavy demand for many lines and it is very hard to obtain deliveries in bars, plates and sheets. A large volume of business is expected this year and a record-breaker would not be surprising to the majority of dealers.

Lead.—The market is quiet and no price changes are noted at present.

Babbitt Metal.—Prices on many lines have been withdrawn and the new quotations have not been issued. It is expected that higher prices will prevail on several lines.

Plates and Sheets.—There is still a scarcity in these lines and no immediate relief is in sight. Prices have advanced from 5 to 10 cents per hundred pounds and further advances are expected in some quarters.

WINNIPEG.

Winnipeg, Jan. 13.—With the United States Steel Corporation now no less than 8,000,000 tons behind in unfilled orders the prospect of obtaining supplies is rather worse than better with the opening of 1913 than at the close of 1912. Conditions here are unchanged. There is plenty to do but supplies are hard to get.

The long expected advance in bar iron is announced this week. Swedish iron and sleigh shoe steel are also dearer. Further advances in plates are expected and an advance of \$1 per ton on galvanized wire products by the manufacturers may be taken as an indication of

the general upward trend of prices of metal products.



Planning New Plant.

St. John, N.B.—The firm of T. McAvity & Sons are after greater space for their factory. They have requested the city to reclaim a site on the Ballast Wharf for their plant, and in accordance with the request have prepared plans which show that they propose to erect eight new buildings of quite large dimensions and as many more smaller ones, arranged four tiers deep at the widest part of the site. According to the latest methods of up-to-date industrial concerns the buildings are all of one storey to avoid the expense of carrying heavy materials from one floor to another. Thus more room is needed. The various departments, which at present are overcrowded, are provided with greater accommodation, and provision is made for at least one new department. The plans for this building have not been definitely decided upon, but it will probably be wrought iron or steel works. The buildings are so grouped as to make the handling of the materials and the process of manufacture as convenient as possible and much more advantageous than the way in which the buildings of the firm are now placed in different quarters of the city. Railway lines would run between the buildings, having convenient access to each and on one side a deep water terminus would be provided.



Recognizes His Good Work.

Ex-Ald. Yeomans, who for the past eighteen months has been fighting for a proper investigation into the conditions under which the filtration plant was constructed, is abundantly justified by the recent disclosures. His task was a thankless one, but he did his duty.—The Toronto Globe.

Howland's Won Hockey Match.

Toronto, Ont.—The first game in the Mercantile League was played last evening in Victoria Rink between H. S. Howland, Sons & Co. team and Massey-Harris Co. The game was fast and clean throughout and resulted in a score of 2-0 in favor of Howland's. Both goals were scored in the first half. Howland's line-up was as follows: Goal, H. Marshall; point, F. Robertson; cover, L. Ross; left wing, G. Mitchell; centre, Fred Dewitt; rover, R. Warum; right wing, F. Rogers.

Weekly Market Report --- Hardware

HIGHER PRICES EXPECTED.

Despite the season, business has been fairly brisk in some lines. Travelers are now out on the road and they report that prospects for spring business are of the best.

The feature of the market at the present time is the certainty of higher prices in a great many lines. New prices will be issued on builders' hardware next week and it is confidently expected that some advances will be seen.

Montreal, Jan. 13.—Orders are coming in very rapidly for spring delivery and every indication points to a lively spring trade which should eclipse all previous records. The orders for immediate delivery are mostly orders resulting from stock-taking and sorting up. Tinning shears and tinners' tools are in demand as this is the tinners' busy season in preparing for the spring rush. Fencing pliers and pruning tools are in demand as are also lumber jacks, calks, sap spouts, sap buckets, bits and utensils are in good demand which indicates preparation for spring.

Everywhere one sees activity and the market has a decidedly brisk tone. Mail orders are particularly satisfactory and a number of telegraphic orders are received daily.

Household Goods. — The demand for this line is especially good and everybody seems to be in active preparation for spring.

Builders' Hardware.—Quite a little demand for these lines is evident mostly to fill in shelf stock. The outlook is very encouraging, wholesalers and manufacturers in particular are very optimistic in view of the great activity in the building trade. While the cold snap has tied things up considerably it is apparent that the building will be resumed very actively with better weather conditions. All this building means prosperous times ahead for the hardware trade, and it is principally for this reason that so few failures are reported at this time.

TORONTO.

Toronto, Jan. 16.—The past week as may be expected has been rather quiet for the hardware jobbers. A number of retailers are still engaged in taking the annual inventory and are not placing

many orders at present. Travelers are all out and spring booking is good. Winter goods have been moving slowly on account of the mild and unseasonable weather. Business in cutlery has been holding up well and there has also been a good demand for builders' hardware and shelf goods. A large amount of new work is being carried on this winter and is causing a good demand for hardware. The past few years have seen a large increase in the consumption of hardware during the winter on account of the large amount of construction work that is carried on during that season of the year. A banner year is expected by all the jobbers and manufacturers and higher prices are expected on many lines. It is said that another advance on nails may be expected before long and that several lines of builders' hardware will also advance in price.

Winter Goods.—The mild weather has caused a slackening in the demand for winter goods and sleighs, skates, toboggans, etc., are not moving as rapidly as usual for this season of the year.

Builders' Hardware.—The demand is good and new prices are expected to be issued in a short time a large number of advances are expected.

Rope.—Pure Manilla is still selling at 17c and British at 13c. Despite the present high prices it is expected that further advances will take place. The cost of raw material has advanced considerably, and the price of the finished goods has not been advanced in proportion. Booking is only accepted for delivery in 60 days.

Spring Goods.—Jobbers are booking large quantities of goods for spring delivery and a busy spring is expected by retailers.

Sporting Goods.—The mild weather of the past few days has affected the sale of skates, hockey sticks, etc., and very little is being done in these lines, toboggans and snow shoes are usually sold in large numbers at this time of the year, but the absence of snow has affected the sale of these goods and little business is being done. Sporting goods travelers have started out with samples of baseball goods, fishing tackle and other lines of summer sporting goods and good business is expected in these lines.

Household Goods.—There is a good demand for household goods of all kinds, electrical appliances are being sold in large numbers and a volume of business is expected in this line during the pres-

ent year. A large number of dealers who have not stocked electrical goods in past are preparing to stock them and if the right goods are selected they will no doubt meet with success in selling this line.

Heavy Hardware.—There have been no price changes during the past week, and the volume of business has not been large. Booking has been very good as advances in price are expected by many dealers.

Lumbering Supplies.—Demand is good for this season of the year.

WINNIPEG.

Winnipeg, Jan. 13.—The year has commenced with a revision of prices in many lines. Barb-wire prices have considerably advanced as will be seen on consulting the list. Rope has again advanced. Cut nails are 10 cents dearer. Bar iron, Swedish iron, sleigh shoe steel and coil spring are dearer and galvanized wire products have been advanced \$1 per ton by the manufacturers, although no change is announced as yet by the local wholesale houses.

Declines in the form of larger discounts have gone into effect on hooks and ferrules, ferrules and rings, clips and rings and neckyoke centres.

Business is seasonably quiet although some good orders for spring supplies have already come to hand. Inventory taking is about completed and much satisfaction is expressed at the volume of 1912 business, which undoubtedly greatly exceeded that of any previous year in the history of the West.

Plans for 1913 point to an immense development in building and in railroad construction and a brisk demand for builders' supplies and contractors' tools and material is expected to develop in the early spring.

POLISHED CANADA PLATES.

Witting Bros., Ltd., Montreal, have been appointed sole agents for a new line of polished Canada plates that are being manufactured by one of the larger independent steel sheet mills in the United States. It is claimed that these sheets have the high black polish that is characteristic of the best Canada plate. On a test in making stove pipe it was found that the sheets would crimp, fold and rivet perfectly without cracking.

Stoves, Furnaces and Accessories

A Novel Method of Selling Stoves

Striking Displays Were Put in Both Store Windows and a Young Woman Gave Demonstration of How Range Was Operated—Wagon Displays Were Then Arranged and Sent to Every Part of City.

A hardware merchant in an American city of less than 100,000 population was not satisfied with the volume of sales in his stove department. He was handling a better stove than most of his competitors and a stove that was more widely advertised by the makers. But somehow sales did not come his way in the volume he had every right to expect. There was no apparent reason for this lack of business; and bargain prices did not improve matters much.

At last he came to the conclusion that he would have to adopt something startling to increase the sales or else give up his stove department. After much planning and many sleepless nights he originated this novel plan.

Demonstration in Window.

He had two show windows of very good size. In one he placed his best range and arranged the window to represent a model kitchen. A fire was put in the range and a pretty young woman took possession in the capacity of cook. Demonstrations were given showing how quickly different foods were prepared on this range: how economical it was on fuel and how free from dust and dirt.

In the other window was placed a self-feeding heater and a fire placed in it. The window was arranged to represent a modern living room. The main idea of this display was to drive home the fact that this heater consumed less coal and gave more heat than the average heater. It was a success from the minute the curtain went up and the merchant found that customers started to come at once.

The news of the novel display spread like wildfire and people came from all parts of the city to see it. A notice was placed in the newspapers asking the readers if they had seen the windows at such a number on such a street. No name was given and the notice was designed to arouse the reader's curiosity to such an extent that he would go to see the display.

The display attracted so much attention and drew such enormous crowds that it was kept in the windows for a longer time than usual. Circulars describing the stoves and setting forth

their many advantages and economies were distributed among the crowds outside the windows. The number of stoves sold during this one month was greater than this merchant had sold previously in a whole season. In one month he had practically built up a good stove connection.

When interest in the window display began to fall off a wagon was fitted with a glass frame the same size as the window and the kitchen display placed on the wagon. The wagon was drawn up and down the principal streets of the city and stops were made on busy corners as long as possible. Circulars were distributed again and a "spieler" was on hand to demonstrate to the gazing crowds the wonderful merit of the stove. The wagon and horses were decorated and the firm name and address was prominently displayed.

In due time this display covered every street in the city and was sent to many neighboring villages and towns.

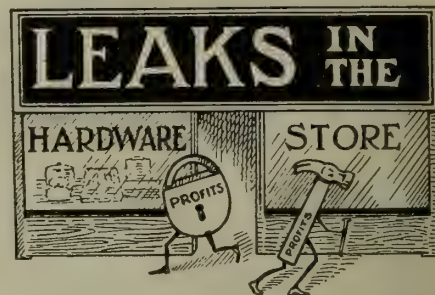
MOVE TO LARGER PREMISES.

The firm of John Moxon & Son, who for the past fifteen years have been doing a hardware and stove business in the town of Pieton, intend moving this spring into larger premises. They have leased what is known as "The Vandusen Block," which is one of the finest and largest stores in Pieton. They will add many lines and increase their present stock and will have something new in the line of stoves for their customers next fall.

A novel campaign is being planned to sell stoves, of which further particulars will be given later.

Fire in Brantford.

Brantford, Ont.—The Brantford Cordage Co. had a close call from being entirely wiped out by fire last night. The fire broke out in the heavily stocked warehouse, which contained 800 tons of twine, all of which is a total loss. The main part of the factory was saved.



A hardware dealer stated a short time ago that his delivery man lost a large amount of time in traversing the same ground many times each day. He had no regular system for delivering goods and it very often occurred that after having made a trip his driver would discover that there was another rush order to be delivered in the locality from which he had just returned.

The delivery of goods by hardware dealers has grown to a very large extent during the past few years. The adding of new lines is also helping to overtax the delivery facilities of the majority of hardware merchants.

Enquiries at several stores which deliver large quantities of goods daily, and do so with one wagon or auto, reveal the fact that in many cases the regular system is to make four deliveries daily. The town or city is divided in two sections and each section has a delivery in the morning and one in the afternoon. In this manner each locality is served twice a day. One dealer states that he finds the system very satisfactory and that it is only a matter of a short time until the customers will become educated to the system.

In making sales the clerks inform the customers of the time at which their goods will be delivered and they seldom have difficulty with dissatisfied customers on that account.

Another firm have a bulletin in the shape of a blackboard in a prominent place in the store on which they state the time of the deliveries and the sections of the town that are served.

A few dealers state that they have to deviate from their regular plan occasionally in order to accommodate a contractor or factory but as a general rule they find that a system of two deliveries a day is sufficient and that by using a system they save a large amount of time and there is no confusion regarding undelivered goods.

Weekly Market Reports---Stoves

THE STOVE SITUATION.

Naturally, the amount of business being done in stoves at the present time is not very heavy, except in some lines such as gas stoves, which are becoming all year round sellers. However, the prospects are of the best and manufacturers are preparing for a very brisk year.

There is a particularly heavy demand noted for radiators.

MONTREAL.

Montreal, Jan. 15.—The mild weather has put a crimp in the stove sales but has increased the demand for sap utensils and sap buckets.

The past year has been a most successful year in the stove business and gas ranges and heaters have been especially active. The travelers are sending in a nice volume of business and everyone is anticipating a very active year.

Ranges, Stoves and Heaters.—The mild weather has decreased the demand but has started inquiries for gas and oil stoves for the spring and summer trade. Retailers are still making a few sales of ranges but the mild winter has enabled many purchasers to get along without these lines when the severe weather would have forced them to purchase new stoves. A few furnaces are being installed in buildings just completed but the bulk of this business is over for this season.

Kitchen Furnishings.—There is always a fairly steady demand for this line at all seasons of the year but at this time it is a little more active than usual. Orders are reported to be above the average with several good-sized ones being placed.

Tin Plates.—The tinsmiths have been ordering tin plate to enable them to keep their help busy during the slack season making up goods for the spring rush. Most of the work is on milk cans and sap buckets, etc.

The demand for coal shovels, stove piping and elbows is falling off as the demand has practically been filled for this season. Tinware and graniteware is reported to be active and business in these lines is very fair.

TORONTO.

Toronto, Jan. 16.—Business is rather quiet in the stove line at the present time. The mild weather has affected

sales to a certain extent. Travelers are out after 1913 business and manufacturers are expecting a banner year in the stove business in Canada. It is very gratifying to manufacturers and dealers to know that the public are becoming educated as to the advisability of purchasing high-grade stoves, and there is a good demand for the better grades. Gas ranges are being sold during the winter and many dealers are doing a large business in a line that was formerly overlooked during the winter months. The demand for small coal oil heaters, gas heaters and coal heaters has been very good but a cold snap would help to push sales in these lines. Tinware and enamelware are in good demand for this season of the year. It is expected in some quarters that there will be several advances on these lines during the coming year. Coal hods, ash sifters and other seasonable lines are in fairly good demand and manufacturers and jobbers are well satisfied with the business that is being done at present.

Radiators.—There is a good demand for radiators, in fact much more than is usually the case at this season of the year. Manufacturers who usually close down their plants for a short time for repairing and overhauling are unable to do so on account of the heavy demand.

Gas Heaters.—Small gas heaters have been in demand and are being featured in many places by retailers.

Ranges, Heaters and Stoves.—With the exception of gas ranges and small heaters there is not a very large demand at the present time; gas ranges are being sold during all seasons of the year. The mild weather has no doubt affected the sales of the retailers in many lines and cold weather would have a good effect in helping to stimulate business in the stove line.

Furnaces.—There is a good sale for furnaces on account of a large amount of building being started late in the season as a result of the very mild weather.

Dairy Supplies.—A large number of shipments of milk can and dairy utensil fittings are being sent out at present. These are principally lines that have been booked for some time and are taken in by the retailer at this season to enable him to keep his tinsmiths busy during any slack period that may occur.

Enamelware.—The cost of steel and enamelling materials used in the manufacture of enamelware has advanced about 25 per cent. during the past year.

Manufacturers have not advanced the price of the finished goods and claim that at the present prices the percentage of profit is very small. As soon as raw material contracts are finished up, the manufacturers will have to pay much higher prices for the goods used in the making of enamelware and no doubt they will be forced to advance prices on the finished product. American manufacturers have advanced their prices on enamelware and claim that it has been caused by the increased cost of enamelling material.

Salamanders.—There is a good demand for salamanders on account of the large amount of building that is being carried on.

WINNIPEG.

Winnipeg, Jan. 13.—The advent since New Year's Day of some real winter has during the last two weeks given a big impetus to the trade in heaters. Wholesale houses have had a gratifying number of rush orders to fill and retailers have cleared out a lot of stock that it was feared might have been held over if the winter had continued as mild at the beginning of 1913 as at the end of 1912. Sales have been mostly of the cheaper lines of heaters.

With the approach of spring will come a brisk demand for gas stoves and oil cookers. These lines are now extremely popular for use in hot weather and the tendency is towards the installation of one or the other class in every house or cottage in the city and suburbs.

Electric cooking apparatus is growing in popularity among the more wealthy classes and its use will greatly increase as its value and handiness become better known.

H. L. Massey Sells Out.

Saskatoon, Sask.—One of the oldest business houses in the city changed hands at the beginning of the year when ex-Ald. H. L. Massey sold his hardware business on Twentieth Street West to Jos. A. Cooper and David S. Campbell who had formerly been associated with the Ashdown Hardware Co. here. Both men have had a wide experience in the hardware business. Mr. Cooper was at one time junior partner in Kobold Tool & Cutlery Co., Winnipeg, and was also in the employ of the Marshall Wells Co. in that city.

Methods of Retailing Paints and Varnishes

Card Index as a Paint Salesman

A Method of Tabulating "Prospects" with a View to Increasing Sales in the Paint Department—A Good System to Inaugurate at the First of the Year When Spring Season Campaign Is Being Mapped Out.

Now is the time to begin planning your spring paint selling campaign. Now is the time to begin hunting up paint prospects. Soon the paint travelers will be calling on you for your spring order and it behooves you to be prepared to purchase your supply intelligently.

By means of the card index system, the dealer can approximate his sales and can keep perfect tab on his customers' paint needs. Below is a diagram showing how to rule the card and the information to gather. From this design the dealer can plan a card suitable for a business of any size. By careful inquiry, observation and a systematic canvass, he can gather this valuable information and if acted upon intelligently and aggressively the paint sales will be greatly increased; and, what is equally important, customers will be better served.

It would be a good plan to send each prospect circulars on paints and color cards about the time the card index indicates that they would be in the market for paint. If a certain customer has a building in need of painting, then it is time to get after him and draw his attention to the loss from decay. By tactful suggestion along this line many avenues for paint sales will be opened to the merchant. The card index system could be broadened to other lines

and by its use merchants could get into closer contact with their customers and, by anticipating their needs, win their business and respect.

turned brass work, valves and fittings, plumbers and steamfitters' supplies, heating systems equipment, etc. The Moose Jaw Engineering Co., will manufacture gas engines, traction engines, cement mixers, etc. The Metal Specialties, Ltd., will be capitalized at \$500,000, and the Engineering Co., at \$300,000.

Annual Meeting of Association.

St. John, N.B.—The St. John Iron & Hardware Association held its annual

Owner—	
Address—	
Building where,	Contractor.
When started.	Will be completed about
Total outside surface. —Gals. body needed. —Trim Colors, body. " trim.	Total inside surface. —Gals. wall. —Gals. varnish.

Another form of card index to be used to boost business in paint department.

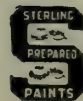
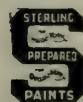
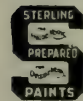
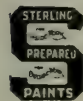
New Industries for Moose Jaw.

Moose Jaw, Sask.—The Moose Jaw, Engineering Works, Ltd., and the Metal Specialties, Ltd., have been incorporated and it is expected that work will commence on the new plants in a very short time. The Metal Specialties, Ltd., will manufacture all kinds of drawn and

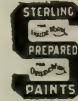
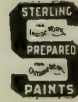
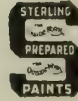
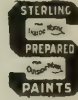
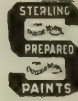
meeting on Monday evening, January 6, and the following officers were elected for the ensuing year: A. M. Rowan, president; S. L. Emerson, vice-president; W. S. Clark, secretary-treasurer. It was decided at this meeting that the association hold its annual dinner at the Union Club on January 21.

Name					Credit Rating	
Address					Occupation	
Buildings.	When Painted.	Cost.	When should be Painted again.	Contemplated Improvements.		Remarks.
				Inside.	Outside.	

Form to be used in card index to keep track of paint prospects.



**The Secret of a Large
PAINT TRADE**



Dealers who are handling our high grade paints are rapidly increasing their paint trade. The reason for this is that *Sterling Prepared Paints* always give the user satisfaction, both as to the durability and the surface covering qualities.

Our Paints are tested under adverse conditions before being placed on the market. *The years of splendid service* which they have given proves that they are right in every respect. *Let us connect you with some users*—they will convince you that this is the shortest road to paint success.

Act Now—Write us to-day.

Canadian Oil Companies, Limited, - Toronto

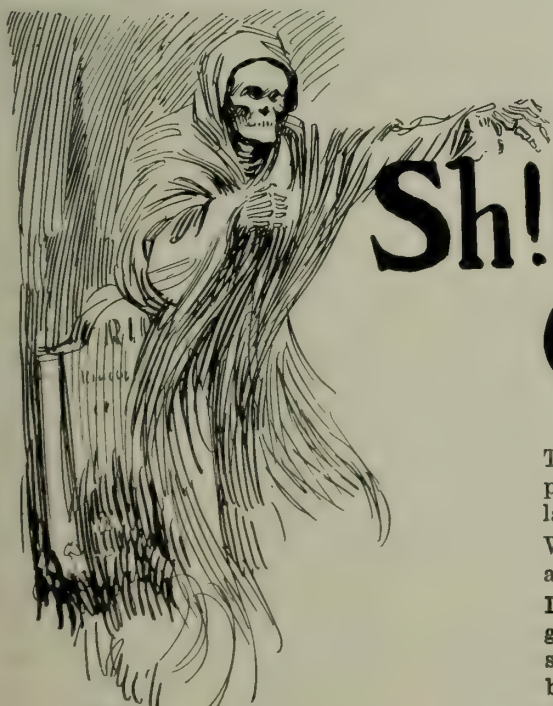
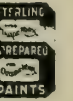
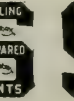
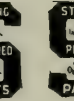
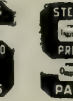
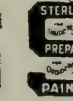
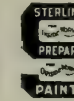
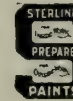
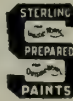
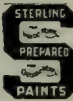
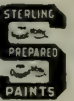
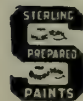
HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



Sh!Hist! There are Ghosts around

The ghost of the business world is the "phantom" proposition. These phantom propositions are chiefly noted for their great promises and large statistics.

When you come to thoroughly investigate them, they grow transparent as the mists of the morning sun.

Let us show you a real "get-down-to-facts" paint proposition—one that grows more attractive on thorough investigation—one that has achieved surprising results in multiplying the paint business of many of the best known hardware dealers in Canada.

Write us that letter to-day.

**Lyon-Monkhouse
Limited
WINNIPEG**

**The Johnson Paint
& Varnish Co., Ltd.
Vancouver, B.C.**

**Lowe Brothers
LIMITED**

TORONTO

Weekly Market Report --- Paints

BUSINESS STARTING.

Although there has been little business done as yet this month, there is every evidence that the spring demand will start early. It is asured that business will be extremely heavy, as dealers are estimating their requirements on a liberal scale.

No price changes of any moment are reported though the markets generally are firm.

MONTREAL.

Montreal, Jan. 15.—Travelers are reporting that stock-taking is not yet completed and consequently it is a difficult matter to get spring orders from these dealers. However, business generally is very promising and every indication points to a banner year.

No great amount of business is reported up to the present but the outlook is pleasing. The old antiquated idea that it was folly to paint in frost weather has been exploded, and many jobs are being gone on with. Whenever the humidity does not permit the painting of wood, metal can be successfully painted. Of course the activity is not very general, but is sufficient to keep things moving.

Orders are mostly sorting up orders while those booked for spring delivery are very satisfactory.

Linseed Oil.—The market is very firm with an advance in boiled oil to 59c., which was anticipated last week. It is the general opinion that prices will be much firmer. Many think that the lowest price has been reached but it is impossible to foretell this with any degree of certainty.

White Lead.—There is no change in the white lead market even though primary markets are easier. The same prices are current for this week as were quoted for the past week. The demand is not very large and will be quiet till spring opens up.

Glass.—Very little is doing in the glass trade and prices are unchanged but the outlook for spring business is rosy and a big trade is anticipated.

Putty.—Like the glass trade putty is not very active but will brighten up with activity in the glass trade.

Turpentine.—Prices are unchanged in turpentine with the demand light which is only to be expected at this season of the year.

TORONTO.

Toronto, Jan. 16. — Trade with the paint manufacturers and dealers has been quiet during the past week. A few sorting orders have been coming in. Spring booking has commenced and it is expected that trade will be heavy.

Paint dealers do not expect a large volume of trade during the present month. There has been a good sale for interior finishes, and specialties, however. A large number of retailers are completing stock-taking and will probably book their spring orders immediately.

There is little likelihood of a decline in the price of ready-mixed paints. A number of retailers expected a decline on account of the low price of oil but this has been offset by the high price of lead, zinc and dry colors, which are used in manufacturing prepared paints. Potash has advanced considerably in price and has increased the cost of many dry colors. The high cost of labels, cans, labor, etc., will also help to counteract the low price of oil.

There will be great activity in the paint markets during the coming spring and a very large volume of business is anticipated.

White Lead.—Lead is firm and no immediate change in price is expected, the high prices during the latter part of 1912 have had very little effect on sales and the volume of business in this line was very heavy.

Linseed Oil is still being quoted at 55 for raw and 58 for boiled in single barrels with the usual allowances for quantities. The present time is considered an opportune one for the retailer to buy as an advance may be expected at any time. The price in Canada is much lower than the price at which foreign oil could be imported.

Turpentine.—Turpentine is quoted at 62c, and the market is firm. Higher prices are expected in a very short time.

Putty.—There has been no change in price and there is a good demand for this time of the year.

Prepared Paints.—No price changes are reported and present prices are likely to be maintained. The cost of many of the dry colors used in the manufacture of paints has advanced to a great extent and will help to maintain the prices. There has been a big yearly increase in the consumption of paint and the present year is expected to be a record breaker. The public are paying more attention to the value of paint and larger sales are the result.

WINNIPEG.

Winnipeg, Jan. 13.—V. C. Maddock, a Winnipeg real estate man, has returned from a visit to Alabama where he has spent the last three weeks. He says the weather in that state is mild, and business was exceptionally good, this being especially the case in the turpentine industry, which is one of the principal commercial pursuits along the Gulf of Mexico. As a result the price of turpentine is lower than it has been for years.

Trade at wholesale in paints and oils is at present at low ebb as is to be expected at this time of the year but orders for spring stocks should come in freely before very long.

Prospects for 1913 business are generally looked upon as exceptionally good but no great movement either wholesale or retail is to be expected at present.



GORDON C. SEYBOLD TO BE GENERAL MANAGER OF COCHRANE HARDWARE CO.

Gordon C. Seybold of Starke, Seybold & Co. has severed his connection with that firm to become general manager of the Cochrane Hardware Co. of Sudbury, with branches in North Bay, Copper Cliff, Little Current and Sault Ste. Marie. Mr. Seybold, whose connection with the hardware trade dates back some twenty-two years, was a member of the firm of Seybold & Sons until six years ago, when that firm joined forces with the Starke Hardware Co., forming the present firm of Starke, Seybold & Co. When this company was formed, Mr. Gordon Seybold became buyer and sales manager, which position he has occupied since. While the fact that Mr. Seybold is transferring his active attentions to another concern will be a great loss to his present partners, it is interesting to note that he will still retain a silent interest in the firm of Starke, Seybold & Co.

It is the intention of the Cochrane Hardware Co. to extend more into the wholesale business and Mr. Seybold will have full charge. He is one of the best known buyers of hardware in Canada and his extensive connection with the different manufacturers, both in this country and the United States, will stand him in good stead in his new position. Mr. Seybold will enter upon his new duties on February 1 and will make his headquarters in Sudbury.

Value Granted—

What Else?

TRUTHS as to paint value have been laid bare for you. Simple facts and figures have been *eloquent* in proof of Brandram-Henderson "English" Paint's better value to your customer. Now, what else? Just this: A way has been found to bring the purchase price across your counter *quickly*.

And, when you come to think of it, that is a most essential thing to do. It is hard to put a White Lead with more than a Century's success behind it, into paint. Especially is it hard to put as much as 70 per cent.—unless, as in our *solitary* case, the paint maker corrodes and grinds his own White Lead. But to assure you *quick* sale is a job that ranks with the hardest.

Now that we have done all these things and more, a unique chance for paint profit is open to a few more dealers. You should assure yourself of being one of them *now*. Such a sum of paint-selling advantages isn't offered often.

Write us for full particulars. Think the whole thing over carefully; a conclusion will force itself upon you through sheer weight of *facts*. You will want an exclusive Agency.

*Better Value — Better Business.
That is our offer. Don't let the
chance slip. Mail a card at once
to nearest office.*

BRANDRAM-HENDERSON
LIMITED

Montreal ⁴⁴Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 55c; Imperial, special, 50c; A Special, 38c; Hoo. Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.

BOILER PLATES AND TUBES.

Montreal. Toronto
Plates, 1/2 to 1 inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch, 2 70 2 80
Tubes, per 100 ft., 1 1/2 inch, 8 65 8 70
" " 2 " 11 00 11 00
" " 3 " 12 60 12 70
" " 3 1/2 " 15 75 15 85
" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge, 0 27
Rods, base 1/2 to 1 inch, round, 0 23
Tubing, seamless base, per lb., 0 26
Tubing, iron pipe size, 1 inch base, 0 26
Copper tubing, 4 cents extra

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 55 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER PER 1000 LB.

Casting ingot 18 75
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 13 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 22 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00 22 00
Summerlee, No. 2 pig iron 24 00 24 50
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 22 00 25 00
Clarence, No. 3 22 50 24 50
Jarow 25 50
Glenamock 26 00
Radnor, charcoal iron 33 75 34 50
Aysosine, No. 3 25 00
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50
Angles 2 50 2 50
Common bar, per 100 lbs. 2 10 2 05
Forged iron, per 100 lbs. 2 25 2 35
Refined iron, per 100 lbs. 2 35 2 40
Horseshoe iron, per 100 lb. 2 35 2 40
Mild steel 2 20 2 20
Sleigh shoe steel 2 15 2 25
Iron finish machinery steel (domestic) 2 15 2 25
Iron finish steel (foreign) 2 20 2 25
Rolled machinery steel 2 60 3 00
Tire steel 2 25
Sheet cast steel 0 15 0 15
Toe cask steel 3 05 3 15
Mining cast steel 0 07 0 07
High speed 0 65 0 65
Capital tool steel 0 50
Cammell Laird 0 15
Black Diamond tool steel 0 08 0 08
Corona tool steel 0 06 0 06
Silver tool steel 0 12 0 12

Cold Rolls Shafting.

5-16 to 11-16 inch 0 06
3/4 to 1 7-16 inch 0 05 1/2
1 7-16 to 3 inch 0 05
Montreal, 35 and Toronto, 30.

BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2 80	2 70
12 gauge	2 70	2 75
14 gauge	2 60	2 55
17 gauge	2 60	2 65
18 gauge	2 60	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 75	2 85
26 gauge	2 80	3 00
28 gauge	2 80	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 90	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4 45	4 45
60	4 70	4 70
20x28y80	8 90	8 90
20x28x80	9 40	9 40

GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00
Less 10 p.c.	

GALVANIZED SHEETS.

	B.W. Queen's Fleur-de-Lis	Gordon Gorbals	Crown Best
16-20	3 70	3 35	3 60
22-24	3 75	3 40	3 65
26	4 20	3 80	4 05
28	4 45	4 15	4 35
Colborne Crown—3.65	3.70	3.75	4.00

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—

	Montreal.	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10% oz., equal to	4 50	4 40

IRON PIPE.

	Black.	Galv.
1/4	2 04	2 86
1/2	2 72	3 57
3/4	3 16	4 31
1	4 54	6 19
1 1/4	6 19	8 44
1 1/2	7 48	10 13
2	9 00	13 50

IRON PIPE FITTINGS.

Canadian malleable, 30 and 10; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal.	Toronto
Heavy copper and wire, lb.	0 11	0 11 1/4
Light copper bottoms.	0 09	0 09 1/2
Heavy red brass	0 10	0 10 1/4
Heavy yellow brass	0 08	0 08 1/4
Light brass	0 06	0 06 1/4
Tea lead	0 02 1/2	0 02 1/4
Heavy lead	0 02 1/2	0 02 1/4
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	5 00	6 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lb.	5 00
Imported pig, per 100 lbs.	5 00
Bar pig, per 100 lbs.	5 50
Sheets, 2 1/2 lb. sq. ft., by roll.	8 00
Sheets, 3 to 6 lb. ft.	7 50
Cut sheets 1/2 lb. per lb. extra.	
Cut sheets to size, 1/2 lb. per lb. extra.	

LEAD PIPE.

Lead pipe, 7 1/2 to 10 per cent. off.
Lead waste pipe, 9c. 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER. Per lb.

	Montreal.	Toronto
Bar, half-and-half, guarant	40 30 4 30	
Wiping	0 28 1/2 0 28	

SHEET ZINC.

5-cwt. casks	8 25 8 50
Part casks	8 50 8 50
Foreign, per 100 lb.	7 50 7 00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$55 00 \$54 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

	Per box
1 C, 14x20 base	\$7 00
1 X, 14x20 base	8 25
1 X X, 14x20 base	9 50
Raven and Murex Grades—	
1 C, 14x20 base	5 00
1 X, 14x20 base	6 00
1 X X, 14x20 base	7 00
1 X X X, 14x20 base	8 00
"Dominion Crown Best"—Double.	
Coated, Tissued.	
1 C, 14x20 base	7 00
1 X, 14x20 base	8 25
1 X X, 14x20 base	9 50
"Allaway's Best" Standard Quality.	
1 C, 14x20 base	4 65
1 X, 14x20 base	5 65
1 X X, 14x20 base	6 65

Bright Cokes.

Bessemer Steel—	
1 C, 14x20 base	4 50
20x28, double box	9 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
1 C, 20x28, 112 sheets	8 25
1 X, Terne Tin	9 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
XX, 14x60, 50 sheet bxs.	7 50
XX, 14x65, 50 sheet bxs.	
Tinned Sheets.	
72x30 up to 24 gauge, case	8 00
lots	8 00
72x30 up to 26 gauge, case	
lots	8 50

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line. No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line. No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Colled Spring Wire.

High Carbon, No. 9, \$2.30 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.55; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g. 60 p.c. off.

Other sizes 60, and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, 2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.

spring wire \$1.25, bright soft drawn 10c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and paperings 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 55
Galvanized, plain twist 2 90
Car lots and less

Dominion special field fencing, 33 1-3 r.c. small lots; extra 5 p.c.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, 3/4, 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, 3/4, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 55

PAINTS, OILS AND GLASS.

Bar Paint.

In barrels, 5-gal. tins 0 80 0 90

In barrels, 5-gal. tins 0 80 0 90

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb. 0 07

Sulphate of copper (bluestone) 0 07

Litharge, ground, pure 0 07 1/2

" flaked 0 07 1/2

Green copperas (green vitrol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ocre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 19

Signwriters' black, pure 0 13

Marine black, 25 lb. irons 0 26 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) 1 80

Cee Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue.

Per lb. 0 10

French medal 0 10

German common sheet 0 10

German prima 0 10

White pigstool 0 15

Brantford medal 0 10

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 28

"



The One Perfect Floor Varnish

It's a pleasure to handle and recommend

TRADE ELASTICA MARK

FLOOR FINISH

because it makes good every time on everything we claim for it.

"ELASTICA" Floor Finish won't mar, scratch or turn white under the action of water, gives a lasting, brilliant finish, and dries dust-free in a few hours.

Ask the man who handles "ELASTICA." He will bear us out. A Full Imperial Measure in Every Can.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

LONDON

BERLIN

BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.

R-16

HOW YOU AND YOUR CUSTOMERS LOSE

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummy up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums—and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

S. F. BOWSER & CO., INC., 70-71 FRAZER AVENUE
TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen
BRANCHES:

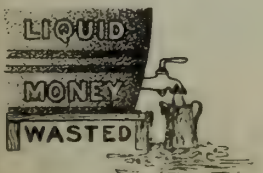
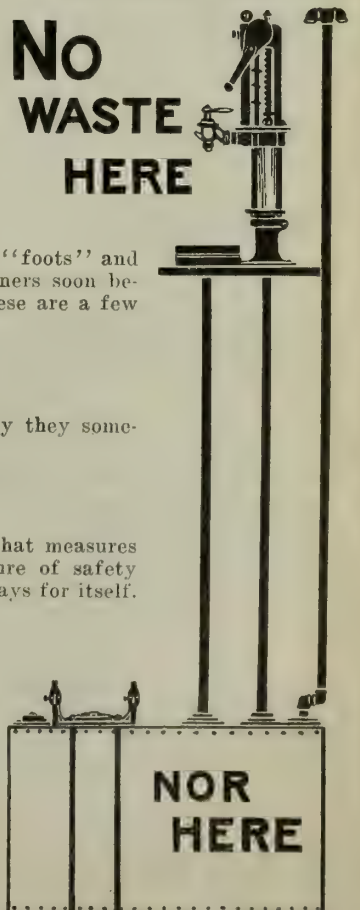
32 Victoria St., S.W., LONDON

5 Rue Denis Poisson, PARIS

JOHANNESBURG BUENOS AIRES PORTO RICO MEXICO CITY

Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.



HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastite varnish	2 25
Copaline varnish	2 25
Granite floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
R.H. Ltd. "Gold Medal" cases	2 25
Depend on L.H. Oil Finish	1 55
Everlastic Floor	2 55
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
Inches	Star Diamond
Under 26	\$ 4 25 \$ 6 25
26 to 40	4 65 6 75
41 to 50	5 00 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Size United	Double
Inches	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	5 00 8 50
81 to 85	5 50 10 00
86 to 90	10 00
91 to 95	11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25 8 40
Brandram's B.B. Genuine	9 25 9 40
C.P.C. decorators, pure	8 25 8 25
Crown and Anchor, pure	8 25 8 40
Elephant, Genuine	8 55 8 65
Essex, Genuine (Windsor)	8 00
Island City Decorators'	
pure	8 25 8 40
Lily Pure	8 25 8 40
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50 8 65
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25 8 15
Ramsay's Exterior	8 05 8 15
Sterling Pure	8 40
Tiger Pure	8 25 8 40

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911

White Zinc (Dry)	
Extra Red Seal, V.M.	0 07 1/4
White Zinc in Oil	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2
Whiting	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 9 00
Double bit	10 50 12 50
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 8 00
Barrell hatchets	5 37 6 85

Buckworth, per lb	0 10 1/4
Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, A.A. to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70

Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's explosive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Steamers wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
DeLance, dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 25c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass Bolts and Nuts.	Per cent.
Carriage Bolts, common, new.	\$1 list.
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 1/4c per lb. off	
Nuts, Hexagon, all sizes, 1/4c per lb. off	
Stove rods, per lb., 5/16 to 5/8.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 85
O.K. Paper, No. 1, per roll.	0 85
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, 400 ft. roll	0 50
Plain Fibre, No. 2, 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 55	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 20
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00
" " English	17 00 21 00
" " American, low	23 00 25 00
" " high	27 50 30 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr.	2 40 6 75
Chisels.	
Cold chisels, 5 x 6 in. doz.	2 50
Bevel edge, 1 inch, doz.	2 20
Chin.	
Proof coil, per 100 lb.	1/2 in., \$6.00; 5/16 in., \$4.85; 3/8 in., \$4.25; 7/16 in., \$4.00; 1/2 in., \$3.75; 9/16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent, f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pints, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 88
15 " "	5 53

Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra, Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	

Files and Rasps.	Per cent.
Files and Rasps.	Per cent.
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	68 1/2
Delta Files	60
Nicholson	66 1/2
Jowett's (English list)	77 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	8 25
" straight claw, 1 lb., doz.	7 50
Farriers hammers, 10 oz., doz.	4 50
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 60
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 25
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7/16-in., \$10.25; 1/2-in., \$11.40; 9/16-in., \$13.20; 5/8-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 1/2 0 13 1/4
Trimmed, green and partly cured	0 13 0 14
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Rings.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25

Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 90
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crates hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.50; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	

Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oar (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" door hinge, 50 p.c.	
Wrought iron hooks and staples—1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.			
M.R.M. cold forged process list,		10th	
January, 1912.		Price	per
Size	Length	25-lb.	box.
Nos. 3	1 1/4-inch		\$4 10
4	1 3/4-inch		3 75
5	1 15-16		3 50
6	2 1/4		3 10
7	2 5-16		2 90
8	2 3/4		2 75
9	2 11-16		2 60
10	2 3/4		2 50
11	3 1-16		2 45
12	3 1/4		2 45

Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	

Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 50 per cent.	
Knives.	
Hay knives, net list.	
Clauss, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33 1/2 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	

Enamelled street signs, 50 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star A1 chopper, 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	0 00
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 5 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lanterns.	
J	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	7 00
Lift Tubular and Hinge Plain, per doz.	5 25
Japanning, 50 dozen extra.	
Prism globes, per dozen, \$1.25.	
Cold Blast Globes, 55c doz.	
Lamp wick, 50 per cent.	
Lawn Hose.	
Competition grade lawn hose, 70 and 50 per doz.	
Lawn Mowers.	
D. Maxwell & Sons.—3-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 8-inch wheel, 3 knives, 12 in. size, \$6.75; do., 4 knives, 12 in. size, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 MCGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO



If You Want to Give Your Customers Complete Satisfaction

Sell Them **“HEINISCH” SHEARS**

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street

F. J. SCHUCH, Agent

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00

Mallets.	
Tinmiths' 2 1/2x5 1/2 in., per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.	
Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 12 lbs., \$4.50 dozen.	
Pick handles \$1.35 dozen.	
Prospectors' hammers, 16 1/2 in.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	

Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	1 50

Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.80.	

Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85

Oakum.	
Plumbers'...per 100 lbs.	4 50

Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	

Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	

Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singalee" and "Alaska," Nevada silver flatware, 42 per cent.	

Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	

5, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	

Coal hods, 35 per cent.	
Boiler and tea kettle pitts, 30 and 5 p.c.	

Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	

Stanley plane, \$2.80 to \$3.60, net list prices.	
Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	

Plough Lines.	
Russia snap ...per gross	30 00
Indian snap	25 00

Pumps.	
Berg's wing pump, 75 per cent.	

Razors.	
Boker's ...per doz.	7 50
Boker's King Cutthroat	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00

Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27

Russia Deep Sea line, 1/4 in. diam. and over, 17; under 1/4 in., 18.	
Jute, 7-16 and upwards, 10 1/2c.	

Lath yarn, single	
Lath yarn, double	0 10 1/2
Sisal bed cord, 48 feet per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35

Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	

Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/4 lb. packages 1c per lb.; 1/2 lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	

Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	

Boxwood, No. 68, 2 foot, doz.	
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 50, nickel-plated, per set	0 95
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, 1/2 lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord	
No. 8, per lb.	0 33

Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	

Canadian discount, 40 per cent.	
Screen Doors and Windows. Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 00
Perfection window screens, 14x15, square cap	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Champion, Scales, 50 p.c.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	

Scythe Snaths.	
Canadian, 40 per cent.	

Wood F.H., bright and steel.	
" R.H., bright	85 10 7 1/2
" F.H., brass	75 10 7 1/2
" R.H., brass	70 10 7 1/2
" F.H., bronze	70 10 12 1/2
" R.H., bronze	65 10 12 1/2

Drive screws	
Set, case hardened	50 and 05
Hexagon cap	45
Bench, wood, per doz.	55 00
" iron, per doz.	4 25

Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	

Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80

Scissors and Shears.	
Clauss, nickel scissors and shears, 60;	
Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co. nickel-plated and japanned, 40 per cent.	

Shelf Brackets.	
No. 140, 65 and 10 per cent.	

Skates and Hockey Sticks.	
Star skates, 37 1/2 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	

"	R.H., brass	70	10	7 1/2
"	F.H., bronze	70	10	12 1/2
"	R.H., bronze	65	10	12 1/2

Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	

Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	2 85

Snaps.	
Harness, 25 per cent.	

Soldering Irons.	
Base, per lb., 28 cents	

Stamped Ware.	
Plain, 72 1/2 and 15.	
Retinned, 72 1/2 and 5.	
Tinners' trimmings, 72 1/2 and 5.	

Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings	
Dennis Wire & Iron Co., 33 1-3 p.c.	

Stone Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	

Stovepipe Elbows.	
and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock.	18 75

Stones—Oil and Scythe.	
Washite	0 25
Hindustan	0 06
" slip	0 18
" Axe	0 16
Deer Creek	0 10
Deerlick	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	
per gross	3 50
5 00	
Tacks, Brads, Etc.	
Carpet tacks, blue, 80 and 10 p.c.;	
tinned, 85; (in keel), 40; cut tacks,	
blued, in dozens only	80 and 10; 1/4
weights, 60; Swedes cut tacks, blued and	
tinned, bulk, 85 and 5, in dozens, 75	
and 10; Swedes, upholsterers', bulk, 90;	
brush, blued and tinned, bulk, 70 and	
10; Swedes gimp, blued, tinned and	
japanned, 82 1/2; zinc tacks, 35; leather	
carpet tacks, 35; copper tacks, 45; cop-	
per nails, 50; trunk nails, black, 55	
and 10; trunk nails, tinned and blued,	
65 and 10; clout nails, blued and tinned,	
65 and 10; chair nails, 35 and 10;	
patent brads, 40 and 10; fine finishing,	
40 and 10; lining tacks, in papers, net;	
liningtacks, in bulk, 15; lining tacks,	
small heads, in bulk, 75; saddle nails, in	
papers, 10; saddle nails, in bulk, 15;	
tufting buttons, 22 line in dozens only;	
50; zinc glaziers' points, 5; double point-	
ed tacks, papers, 10; 10; double	
pointed tacks, bulk, 55; clinch point	
shoe rivets, 45 and 10; cheese box tacks,	
87 1/2; trunk tacks, 80 and 20; strawberry	
box tacks, 80 and 10.	

Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic No. 1821.	1 95
" Steel, No. 1840, 50 ft.	

Trowels.	
Diston's, 10 per cent.	

Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	

Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	

Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 95
" Rat Traps	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95

Hold-Fast (formerly Devil) Mouse Traps	
Hold-Fast (formerly Devil) Rat	0 80
Trap	0 80
5-Hole Tin Chokers	0 80

Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 50
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	

Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	85 00
Connor, improve	82 50
Ottawa	85 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Ricycle, 11 in.	60 50
Trojan, 12 in.	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95

Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 25 per cent.	

Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.



NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

RE-ORDERS

ARE PROOF OF
SATISFACTION

And every mail
brings many of them.
This House Paint has
gained great popular-
ity in the West.

Its covering and en-
during qualities place
it in a class by itself.



If you are not selling Stephens' House Paint investigate it at once. Many Western dealers will gladly give their verdicts as to its reliability. Write us for names of these dealers, then write them.

Do it NOW

Write for agency proposition—it's
very attractive.



G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG

BRANCH AT CALGARY

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.



DREDGING—Extension of Time

Notice is hereby given that the time for the reception of tenders for Dredging at False Creek, Vancouver, B.C., is extended to Monday, February 17, 1913.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 13, 1913.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Public Building, Brantford, Ont." will be received at this office until 4.00 P.M., on Monday, February 3, 1913, for the work mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at the office of Mr. Thos. Hastings, Clerk of Works, Postal Station "F," Yonge St., Toronto, at the Post Office, Brantford, Ont., and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 3, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—31129.

BUSINESS CHANCES

GOOD HARDWARE AND TINSMITH BUSINESS for sale, one of the best in western Ontario. Must sell quick, and good reasons. Geo. Rudolph & Son, Elmwood, Ont. (2)

OLD ESTABLISHED HARDWARE BUSINESS in Victoria, British Columbia, situated on one of the best business corners. Can be bought at a reasonable figure. Absentee heirs of founder desire to sell at once. Further particulars may be had by applying to Messrs. Day & Boggs, Victoria, British Columbia. (2)

HARDWARE, TINSMITHING, PLUMBING—stock and property in Ontario lake and rail terminal. A live proposition with excellent opportunities. Box 729, Hardware & Metal, Toronto. (4)

FOR SALE—A NICE STOVE AND TINSMITHING business. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (3tf)

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Full particulars on application. Address Box 731, Hardware & Metal, Toronto. (7)

SITUATIONS WANTED

TINSMITH WITH SPECIAL EXPERIENCE of furnace work and knowledge of steam-fitting, plumbing, electric wiring and natural gas fitting will want position in spring. Ten years in business for himself. Box 728, Hardware and Metal, Toronto. (3)

EXPERIENCED HARDWARE SALESMAN with a thorough knowledge of heating and plumbing, having at present full charge of a retail hardware store, wishes to make a change. Would accept a position as travelling salesman or take charge of a hardware store. Box 730, Hardware & Metal, Toronto. (3)

HARDWARE SALESMAN—SHOWING EXCELLENT results, speaking both languages, with splendid connection in Montreal City, and fair connection throughout Ontario. Twelve years' experience, desires position with manufacturer. Position, care of Hardware and Metal, Montreal. (4)

ADVERTISER IS OPEN TO ACCEPT POSITION with (or in) hardware store; 7 years in present situation, desires change, as leading hand. Can take charge, shelf and heavy goods preferred. Good salesman and window trimmer. Abstainer and married man. Box 732, Hardware & Metal, Toronto. (33)

EXPERIENCED HARDWARE SALESMAN, 13 years' experience in shelf and heavy hardware, guns, rifles and ammunition, being at present head clerk, wishes to make a change and go West. Able to manage store. Can speak both languages. Best of references. Box 733, Hardware & Metal, Toronto. (7)

SITUATIONS VACANT

WANTED—AT ONCE—FIRST-CLASS HARDWARE clerk. Must be good stock-keeper and window dresser. Apply, stating experience and salary required, to The Geo. Taylor Hardware Co., Ltd., Cochrane, Ontario. (5)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — LIVE, ENERGETIC HARDWAREMAN to take over interest in growing hardware firm in Alberta. Good prospects for future. Man with small capital would be considered, providing recommendation and experience satisfactory. Box 718, Hardware & Metal, Toronto. (3)

WANTED — SALESMAN TO REPRESENT going concern in New Ontario, selling to retail trade, mines, mills and contractors. This is a good opportunity for a good salesman, only no "order taken" need apply. Apply, stating experience, age, salary, to Box 726, Hardware and Metal, Toronto. (5)

WANTED—AN EXPERIENCED TRAVELER with a successful record as a stove and range salesman to represent, in Manitoba and Saskatchewan, a live manufacturer located in the United States. Line well introduced. Warehouse stock carried at Winnipeg. Liberal salary will be paid to the right man. Applications held strictly confidential. Address Box 731, Hardware & Metal, Toronto. (3tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbier. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately ¾ Horse Power per Block and about ½% in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

STOCK WANTED

WANTED — A LIMITED NUMBER OF shares of Prentiss Wireless Train Control stock. Quote lowest price. Box 727, Hardware and Metal, Toronto. (4)

PARTNER WANTED

WANTED—SMART, ENTERPRISING TRAVELER to join in partnership with advertiser who has splendid agencies, many samples, and fair number of customers in Eastern Canada. Full test investigation. Splendid offer. Box 722, Hardware & Metal, Toronto. (3)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE — BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

JAMIESON'S

Pure Prepared Paints

will meet every requirement of your paint trade,—and give complete satisfaction.

Write us about the agency in YOUR territory, we can make you an interesting proposition.

R. C. JAMIESON & CO.

Established 1858

LIMITED

MONTREAL

Owning and operating P. D. DODS & CO., Limited



10

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

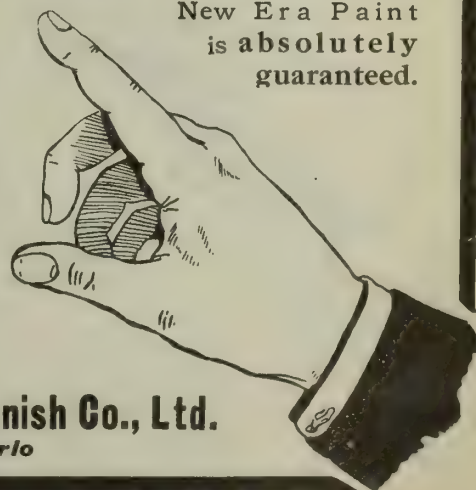
This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

New Era Paint
is absolutely
guaranteed.



IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

The Right
Paint

COLD WEATHER
AND FROST

1842

have no effect on Ramsay's Paints.
Those dealers handling this line know
there is no danger of complaint that Ramsay's
Paints cannot be satisfactorily applied in cold
weather.



RAMSAY'S PAINTS

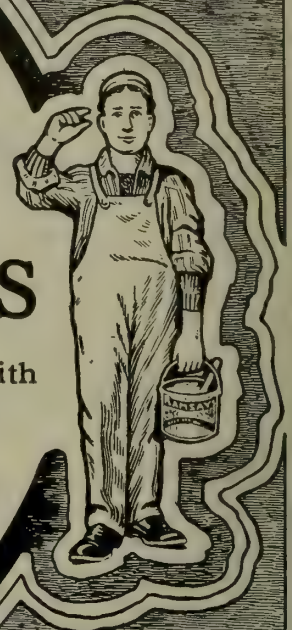
are made to stand the rigorous Canadian climate with
all its extremes. They are made right to paint
right, and your stock for this fall and winter
should be Ramsay's

*Will you answer our invitation
to be a Ramsay Agent?*

A. RAMSAY & SON CO.

MONTREAL

Paint Makers Since 1842.



To
Paint
Right

to now

121

Progressive Dealers Can Make A Good Profit
By Selling

ROGERS'

Portland Cement

Builders are using cement more and more every day in the construction of
residences, etc.

It will pay you to keep a stock of Rogers' Portland Cement and get out after builders
in your vicinity, or do a little advertising to let them know that you handle this cement.

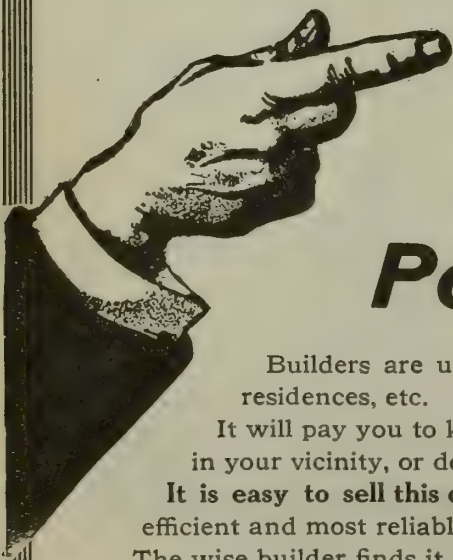
It is easy to sell this cement because nearly every builder knows that it is the most
efficient and most reliable and most durable on the market.

The wise builder finds it much cheaper to buy from a place near by than to pay for haul-
age and get slow service. We guarantee quick delivery. Our prices are right.

ALFRED ROGERS LIMITED,

28 West King Street,
TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



In These Days of Strenuous Business Competition

the consumer favors the goods that are produced by responsible and experienced firms. The Canada Paint Co.'s dealers have taken advantage of the prestige of the Canada Paint Co., and as a result have profited by the goodwill and patronage the company's products have well merited for nearly half a century.

This Point is an Important One for the Dealer to Consider

when he is making up his order for his stock of paints, especially when he realizes the advantage of selling a full line of paints, varnishes, etc., under one firm's name.

The Canada Paint Company Manufacture a Complete Line

of reliable finishes: their prices are moderate, their dealers make good profits, and the consumer of Canada Paint Products gets good value and satisfaction. These are most important factors in the success of the dealer's business.

Our 1913 Price List is Just Off The Press

Send us your address and we will gladly mail you a copy without delay.

THE CANADA PAINT CO LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC





New
Building
Promotion

Dealer's
Advertising
Service

Real Quality
Varnishes

Tremendous
Magazine
Advertising

"VARNISH TALKS"
P&L Painters' Magazine
Reaches your
Painter Customers

Newspaper Electros
Lantern Slides
Window Trims
Printed Matter

THIS dealer commands real Quality Varnishes — specified by eminent architects and made a household word by the most tremendous, consistent and effective varnish magazine advertising campaign, linked to his store by forceful window display matter, framed panels — color cards, newspaper electros, lantern slides, etc. — everything to enable him to "cash in" on this far-reaching magazine advertising. He has the assistance of the Pratt & Lambert Advertising Department to work out his advertising and selling campaigns.

Varnish Talks, the practical Pratt & Lambert Painters' Magazine is sent to his painter customers — the very back-bone of his varnish trade, landing this business for him. Moreover, the Pratt & Lambert Promotion Department puts the Pratt & Lambert Varnish Story before every new home-builder in his vicinity. *Are you a Pratt & Lambert Dealer? Why not be one?*

Write For Our Complete Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE PROTECTION OF PAINT

The dealer has a mighty strong argument for business who talks the value of paint as a protector. Paint protects against wear and decay.

MARTIN-SENOUR PAINT

100% PURE

saves the citizens of Canada thousands of dollars every year in the added life and usefulness it gives to all sorts of paintable property. Use this argument, Mr. Paint Dealer—sell MARTIN-SENOUR Paints and Varnishes then your profits will grow as your customers see the saving. Write today for our dealers' proposition.

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



UNVARNISHED FACTS

DOUGALL VARNISH is the one varnish that will give perfect satisfaction.

Made under perfect conditions by the most experienced workmen, it has qualities which are not found elsewhere.

Dougall Varnish will cover more surface per gallon than any varnish made. When dry, it possesses a very high polish, which it retains for a long time. Its lasting qualities are well known and it well deserves this description:

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President.

305 Manufacturers Street,

Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

The Gun That Brings the Boys



A real gun—that's what the boys want.

Just show them this Hamilton No. 27, mention the low price, and the buying commences.

No other gun will take the place of the Hamilton on your shelves. It shoots as straight and true as the best of them, yet no hunting rifle made can be offered to your customers at such a low price.

HAMILTON 22 CALIBER RIFLES



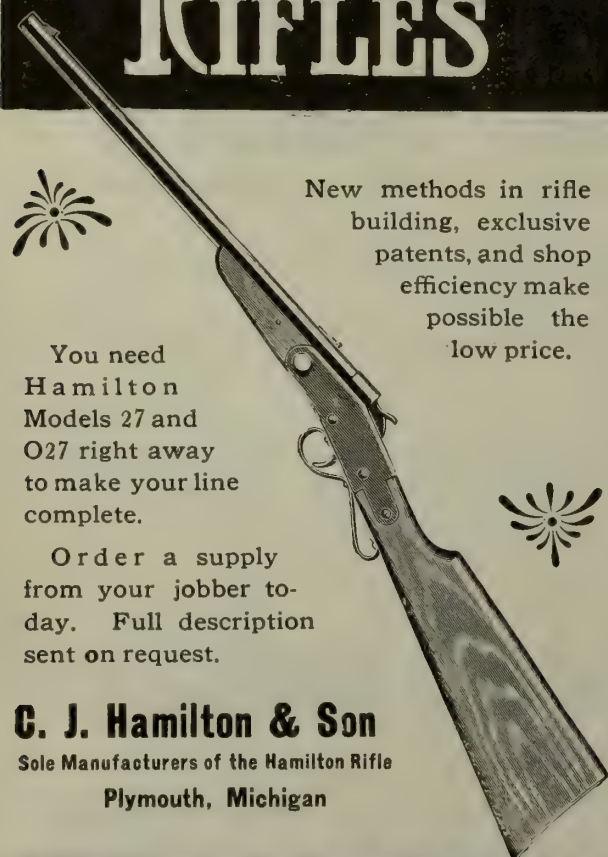
New methods in rifle building, exclusive patents, and shop efficiency make possible the low price.

You need Hamilton Models 27 and O27 right away to make your line complete.

Order a supply from your jobber to-day. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of the Hamilton Rifle
Plymouth, Michigan



HOHLFELD

MANUFACTURING COMPANY

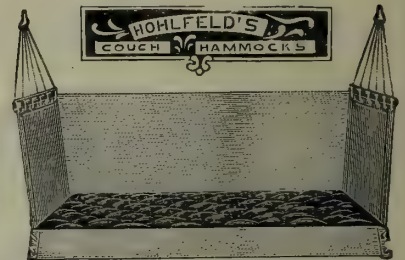


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

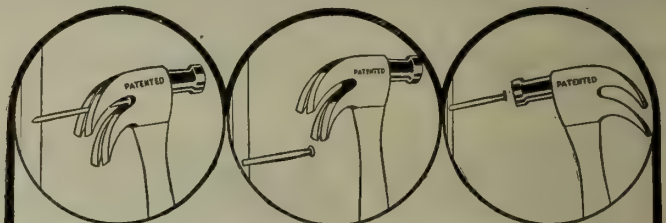
Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain.
Worth ten times more than
the Common Hammer, costs
three times more to make.
Spend a little more for the tool
and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the
nail out
straight
without
a block

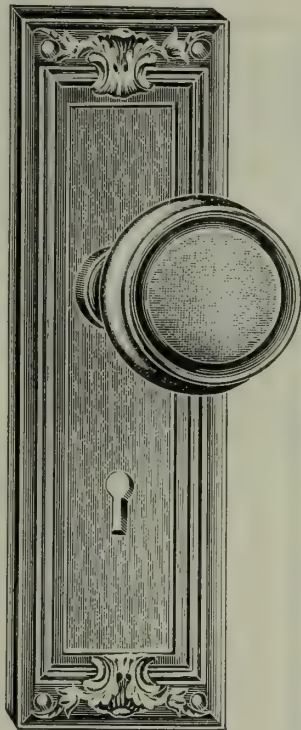


EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware



THE ANVERS

A new Flemish design of Corbin wrought hardware destined to be popular. It has the effect of simplicity now universally desired, with sufficient ornament to relieve it from plainness. Send for descriptive circular.

P. & F. CORBIN

Division

The American Hardware Corporation
NEW BRITAIN, CONN.

P. & F. Corbin P. & F. Corbin P. & F. Corbin Division
of Chicago of New York Philadelphia



There's a better way of buying varnish than any you have known before.

IF you are not enjoying the extra profit that comes through our new selling-plan, you don't know the best way of buying varnish.

There are just three things that interest you in the varnish business:

- (a) The profit you make.
- (b) The volume of business you get.
- (c) The satisfaction you give your trade.

Our new selling-plan puts you in the way of realizing on all three of these to the largest possible extent.

Thousands of dealers are already doing so.

Eventually some one dealer in **every** business centre will be buying and selling Berry Brothers' Varnishes on this new basis.

Write us to-day about our new selling-plan. It is worth your most careful investigation if you really want to make all you can out of your varnish business.

BERRY BROTHERS

The World's Largest Varnish Makers

WALKERVILLE,

ONTARIO



The kind of quality that delights users of tools. The Metal parts are handsomely nicked and the head and handles of cocobola. All ratchet parts are covered and protected from dust.

EIGHT SHARP HOLDING POINTS

in the jaws of the chuck insure the tenacity of grip. It is impossible for the chuck to work loose, because of the manner in which it is attached to the sweep. A flat head machine screw and a patent washer hold it securely.

The Master Brace is made in 4 sizes with 8-10-12 and 14-inch sweep.

Have you read "Tool Practice," our instructive book? Send for free copy.

MILLERS FALLS COMPANY
28 WARREN ST., NEW YORK CITY

MAYMORE



OUR NEW CATALOGUE OF BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to
THOMAS W. KIRBY
48. YONGE ST. ARCADE TORONTO.
Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD ONT.



Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

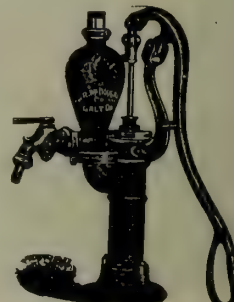
McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., Limited
GALT, CANADA





The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

BRUSHES

**ADAMS VULCAN-SET
AND LOK-RIM**

These brushes are made by one of the largest and oldest brush manufacturing companies in the world. The men who manufacture Adams Vulcan-Set Brushes have been brought up in the business; they have travelled the world over, selecting the most suitable materials; they have even invented special machinery for the manufacture of better brushes. Each branch of the work has been placed in charge of a man who has become an expert in that particular line through many years of investigation and experience.

Adams brushes are not ordinary brushes, but they cost no more than ordinary brushes. You can use Adams brushes until they wear out, because they never fall to pieces. Adams Vulcan-Set Brushes are made of cold, or natural temperature, process. No intense heat is used in making them.

Our salesmen are now showing samples of
these goods.

The Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building."

Winnipeg

Calgary

Edmonton

LONDON BAR IRON

is the best line of bar iron
that money can buy. It pos-
sesses a uniformity of tex-
ture, toughness, and easy
workability that means per-
fect satisfaction both to you
and to your customers. And
the price is as low as we can
make it without sacrificing
anything of its quality.

London Rolling Mill Co., Ltd.

LONDON

CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba—Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

Stanley Tools

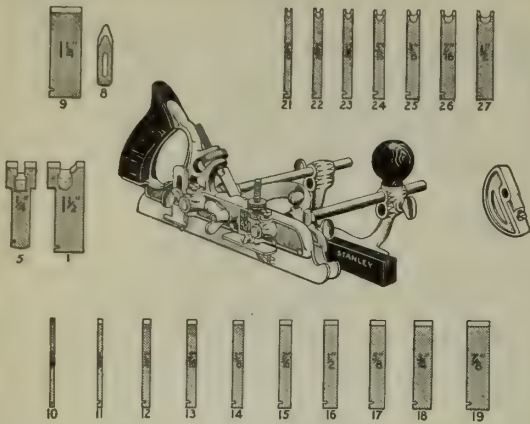
"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbit and Fillet Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable. Send for catalogue giving complete description.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



"Kenrick" Cast Iron Holloware "Anglo" Enamelware

Made in England

Quick Sales

Large Profits

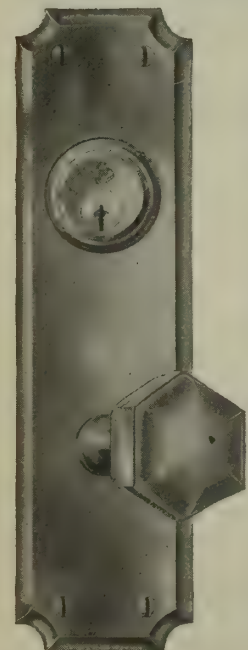
Archibald Kenrick & Sons (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

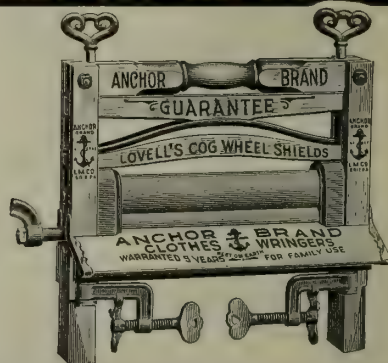
An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.



No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.



"There's a Reason" why the Retail
Merchant Prefers to Buy

ANCHOR BRAND Clothes Wringers

GET IT

From Lovell, Erie, Pa.

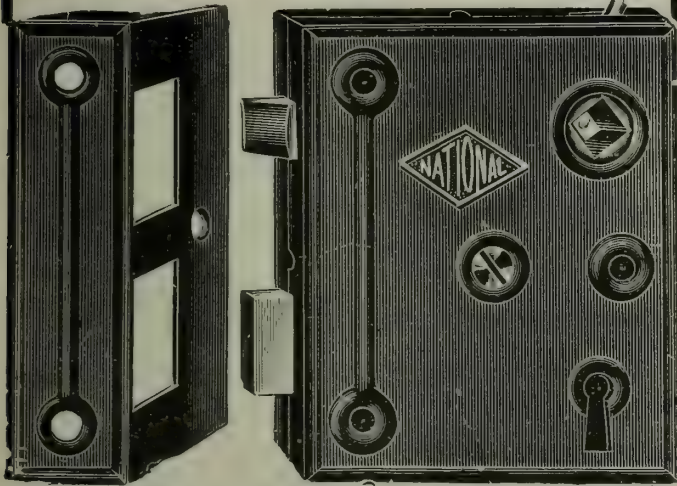
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA



**TO THE HARDWARE MEN
OF CANADA:**

COME TO

HAMILTON

17th to 22nd February, 1913

The Greatest Hardware Convention Ever

102 EXHIBITS
CANADIAN-MADE LINES

ANNUAL CONVENTION

**ONTARIO RETAIL
HARDWARE ASSOCIATION**

EXHIBITION UNDER CONTROL OF
**CANADIAN HARDWARE MANUFACTURERS'
EXHIBITION ASSOCIATION**

EXTENSIVE ENTERTAINMENT
PROGRAMME

**ONTARIO LANTERN AND
LAMP COMPANY, LIMITED**

LARGEST MANUFACTURERS OF LANTERNS
IN THE BRITISH EMPIRE

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS -:- ONT.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

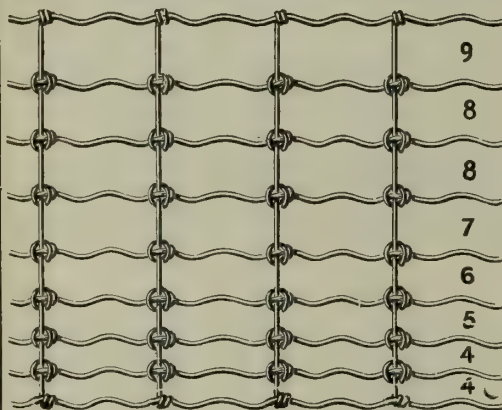
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Dealers!

**HERE'S YOUR CHANCE
TO MAKE A SPLASH**

This Mantel or any of our "70" different designs, fitted with our Electric Gate
requires no chimney, therefore anyone building a house can have a Mantel
complete for less than the actual cost of a chimney.

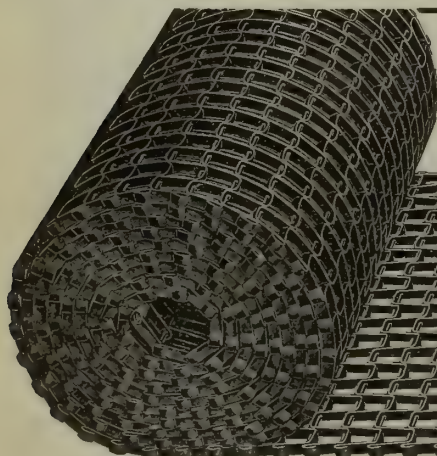
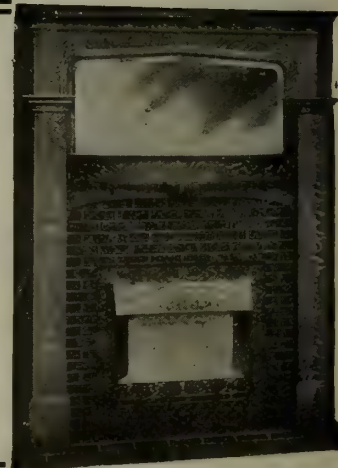
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



The "KEYSTONE" Is The BEST MATTING Of Them All.
It is Non-Rustable, Reversible, Self-Cleaning, Sanitary, and
Will Last A Life-Time

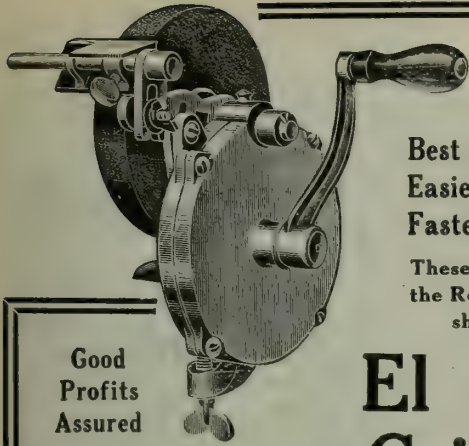
It will pay you to
stock it now.

Display it in your
window or in any
other prominent spot
and you will get splen-
did results.

Write for particulars and prices

**Kuhne - Anderton
Mfg., Co.**

PORT HOPE, ONT.



Good
Profits
Assured

Best Construction
Easiest Running
Fastest Cutting

These are Three of
the Reasons why You
should Boost

El Starr Grinders

The Adjustable Cut Gears take up wear and lost motion. Consequently they will last twice as long as any other make.

These Grinders are dustless and noiseless, and have small pinions of Hardened Steel. They have convenient Adjustable Rests, Guides, etc.—anyone can operate them successfully. All parts are interchangeable. The Grinding Wheels are the best made. We have fifteen different sizes and styles for all purposes.

Our selling proposition will double your sales—ask us about it.

El Starr Mfg. Company

656-658 Third Street, MILWAUKEE, WIS.

Canadian Representative:

T MORTIMER, Empire Bldg., Toronto, Can.

What One Dealer



HAS TO SAY
ABOUT OUR

Wire Cloth Display Rack

Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:—

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,

DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

R. M. Bowser & Son

RENFREW, PA.

Dep. A

NOTICE THE TEETH OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for

which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada:

“American”

“Arcade”

“Great Western”

“Globe”

“Eagle”

“McClellan”

Kearney & Foot

“J. B. Smith”



These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

Port Hope, Ontario

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

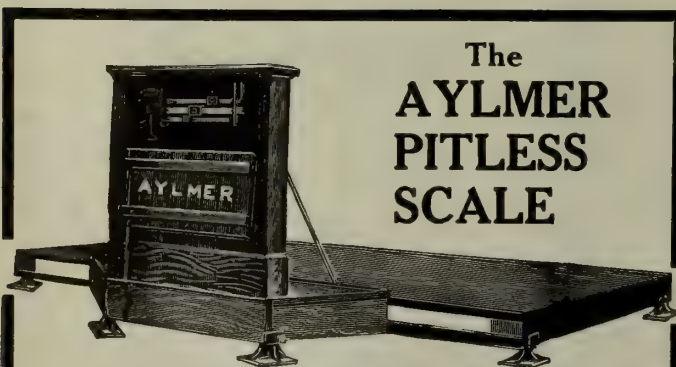
The Goods That Have Made Good
Because They are Well Made



Exhibit at the Ontario Retail Hardware Association Convention

Large Stock on hand for immediate delivery
Order at once and avoid the rush

Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited
Aylmer - - - Ontario

If You Do Not Handle Our Roped Extension Ladders

You Are Unaware That They
Are Very Profitable

This is the safest and most convenient ladder for painters or decorators.

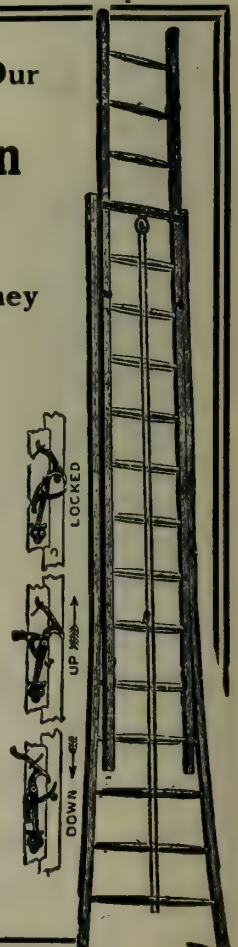
Has automatic locks that lock at every round and unlock between rounds. Easily converted into two ladders.

Made of clear yellow pine and rock elm rounds.

It meets the requirements of a high grade ladder perfectly, and will be the means of bettering your ladder trade. A trial will convince you.

Write for complete catalogue and prices NOW.

The Stratford Mfg. Co.
Limited
STRATFORD .. ONTARIO



New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

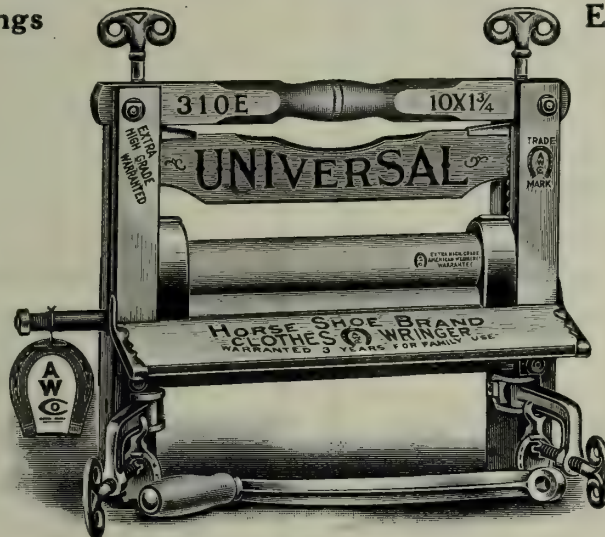
No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Packed 3 and 6 in
a case.

Same style made in
Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



STABLE BROOMS

We are the original manufacturers of steel fastened stable Brooms.

Made in all sizes from 12 to 16 inches. Guaranteed to give satisfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by



sending you copies of their repeat orders.

Better give our Lamp-black a trial—it will cost you nothing if dissatisfied.

Write to-day.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Wilkes Martin Wilkes Company
 NEW YORK, N. Y., U.S.A

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited
 OTTERVILLE, ONTARIO

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
 Springfield, Mass., U.S.A.

METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
 HAMILTON, ONT.

Cap Screws, Set Screws, Studs Special Milled Work Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls into Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S, ONTARIO



BLACK JACK

**QUICK
CLEAN
HANDY**

¾-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**

**ARE
YOU**

ALIVE

To the possibilities which a Want Ad. in **Hardware and Metal** holds for you? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

MODERN WIRE MACHINERY

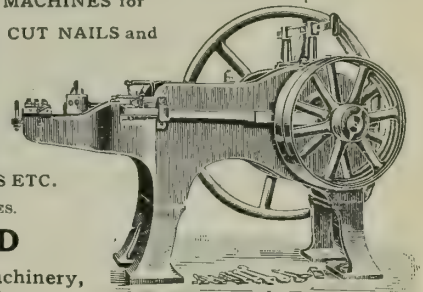
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Complete Plants for making **ELECTRIC WELDED CHAIN**
Up-to-date **AUTOMATIC MACHINES** for making:
BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS, STAPLES, WIRE NAILS, QUADRANGULAR MESH WIRE NETTING, WIRE STRAIGHTENING and CUTTING MACHINES ETC.

SEND YOUR ENQUIRIES.

ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England
Cable Ad: 'Filieres, Manchester'
Code used--A.B.C., 5th Edition



RIVET PRESS

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have **GIMLET-POINTED** Hooks, with **CUT Coach-Screw Thread**.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South
HAMILTON, ONT.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers
Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved **PNEUMATIC DESPATCH TUBES and ELECTRIC CABLE CASH CARRIERS.**



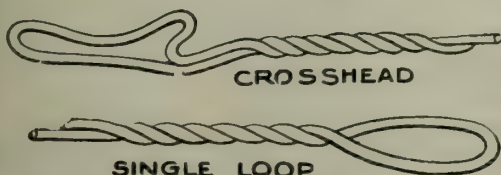
CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our **WIRE NAILS** and **STAPLES** as inferior tonone.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINGS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street Birmingham

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents

SASKATOON, - SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET, - QUEBEC

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

When writing advertisers, kindly mention having seen the ad. in this paper.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing

Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid

Perth - Ontario

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates,

KERNCHEN BUILDING VENTILATORS



Write for pamphlet and Particulars, It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes, Bake Shop Equipment of all kinds.

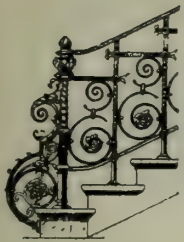
The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

**New Designs
Low Prices**

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

When writing advertisers, kindly
mention having seen the ad. in this
paper.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark
The Bulldog MOP WRINGER
AND BUCKET COMBINED

The Best Proposition, from every point of view, on the
market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs
of No. 7 Steel Wire.

Great pressure is obtained by our **DOUBLE LEVERS**.
Tested and approved by the Good Housekeeping Insti-
tute conducted by Good Housekeeping Magazine.

Manufactured by

The Bushnell Novelty Co., Mansfield,
Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to
quote you prices.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

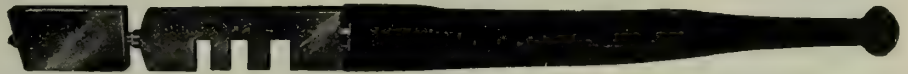
Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

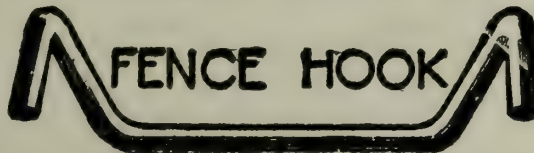
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



FENCE HOOK

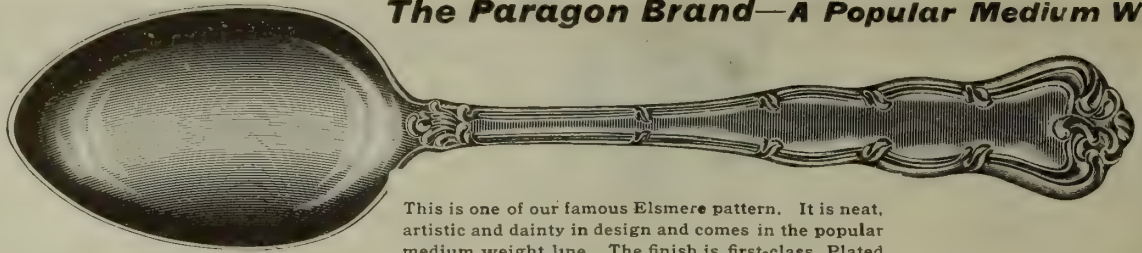
WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG
PEASE FOUNDRY COMPANY LIMITED TORONTO
PEASE PACIFIC FOUNDRY, Limited VANCOUVER



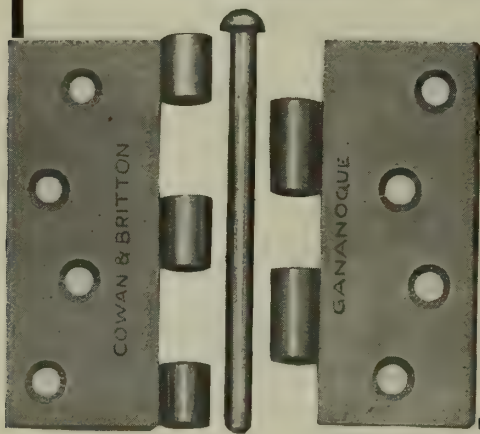
The Paragon Brand—A Popular Medium Weight

This is one of our famous Elsmere pattern. It is neat, artistic and dainty in design and comes in the popular medium weight line. The finish is first-class. Plated with pure silver on a high-grade nickel-silver base, this is a leader with the trade.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

High Grade Builders' Hardware



including

Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.

ATKINS STERLING SAWS

Made in Canada

They have distinct advantages that YOU cannot afford to overlook.

"There's More Money in Them."

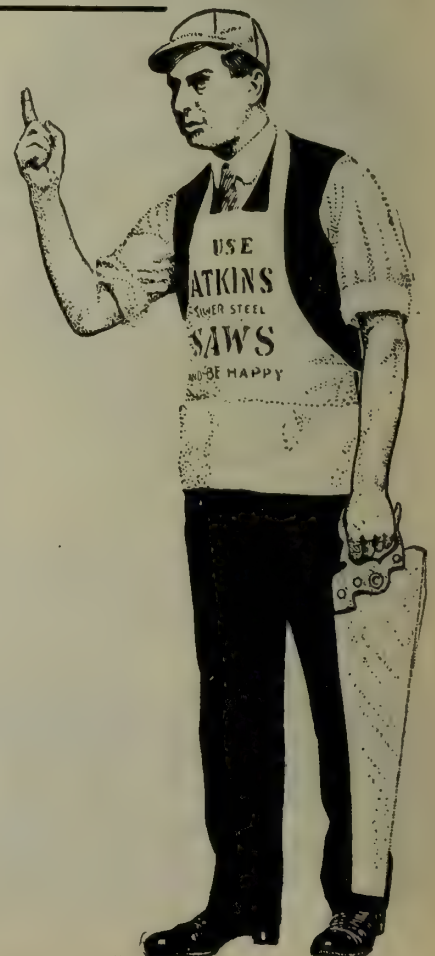
Have you our latest book? Are you familiar with our selling plans? We'll be glad to put you next if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



SMITH HARDWARE CO., LIMITED

240 LEMOINE STREET, MONTREAL

Known by Users to be the Best.

UTICA BRAND



ALWAYS PLEASE

Manufactured by
UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.

Now is the season when storms break down telegraph, telephone and trolley wires. These must be repaired—The best is none too good for your customers, so have in stock for the emergency, linesman's tools, Havens clamps, linesman's belts, safety straps, connectors, come-a-longs, leg irons and straps.



HAVENS CLAMP



CLIMBER



LINESMAN'S TOOL

YOUR JOBBER CAN SUPPLY YOU

**If Your Ambition is to Sell Nothing But High Quality Cutlery,
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of Cutlery is better known to-day than "TREE" Brand, which has been on the market for the

last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



Pop Safety Valve



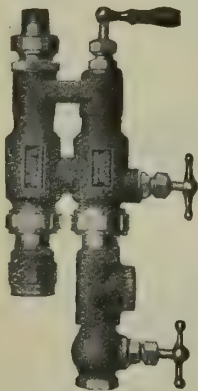
Gauge Cock



Quick Opening Radiator Valve



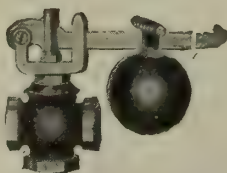
Steam and Oil Separator



Hancock Inspirator



Steam Whistle



Safety Valve—Lever and Weight Type



Check Valve with Drip Cock

**The Buyer of
Morrison's
Steam Goods
Gets The
Utmost Value For
His Money.**

We only offer the trade goods which we know are absolutely reliable and thoroughly efficient.

Our lines pay **clean, satisfactory profits** and are always specified by "Engineers who know."

Give them a trial. Our guarantee protects you.

If you haven't our catalogue, drop us a card for it.

**The James Morrison
Brass Mfg. Co., Ltd.
93-97 Adelaide St. West
TORONTO**

You Can Reap A Good Profit

**IN THE NEAR-BY SUGAR-MAKING
SEASON BY SELLING OUR PERFECT**

Maple Evaporators

Their Low Price Makes Them Easily Sold



This evaporator is made first-class by expert workmen. It will please you. It has this great advantage over other Evaporators—it makes the same kind of syrup with the delightful maple taste that you used to make with the old iron kettle and the pan. No evaporator can make better syrup than it does, and then consider the price. It is something that has been wanted for a long time. Put a sample on the floor and see how it sells.

*Write for our evaporator catalogue ;
it tells all about it.*

The Steel Trough & Machine Co.

Limited

TWEED

::

::

ONTARIO

**FLY SCREEN
WIRECLOTH
IN BLACK,
BRONZE & GALVANIZED.**

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

**Steel Wire Cloth for all Purposes.
Perforated Metals.**

**Canada Wire & Iron Goods
Co., HAMILTON,
Ont.**

**See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll**



The L. MARTIN CO.

Established 1849

Pioneers, Leaders
and Headquarters

For

LAMPBLACKS

The Superior Quality of our Germantown Lampblack has developed the Largest Lamp-black Business in the World.

In order to protect the dealer and his customers from inferior imitations, we have placed a red seal on every package.

Why buy the "Near" Brand when the Best is procurable.

Write to-day.

NEW YORK PHILADELPHIA
LONDON, ENG. CINCINNATI

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

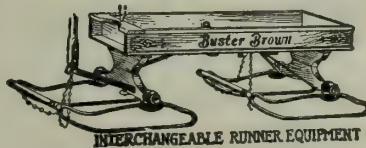
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



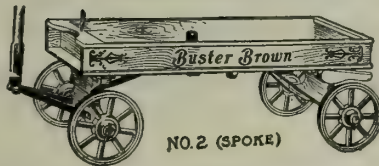
NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO.3 (SPOKE)

The Woodstock Wagon &
Mfg. Co., Limited
WOODSTOCK, - ONTARIO

DELTA



"The only line of Files from 3 to 24 inches that are made absolutely of

**CRUCIBLE
STEEL"**

All Dealers in
DELTA FILES
Make Good Profits
and give
Satisfaction

On account of the quality and temper of the "Delta" it stays sharp and gives a service that means a saving to every user.

The "Delta" is made in many shapes and sizes, so as to squarely meet the requirements of the buyer. Your jobber has the "Delta" line.

This cut represents our Hand New Cut 2nd cut File. It is principally a Lathe File made for finishing all fine lathe work, having a long angle tooth, the special construction of said tooth being of a long angle, which gives it a special shearing advantage which prevents chattering and cuts clean. This file has two safe edges, which permits its filing against shoulders of different diameters without marring the same.

Our trade mark, which is to be found on every file, is the dealer's and user's protection — always look for it.



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

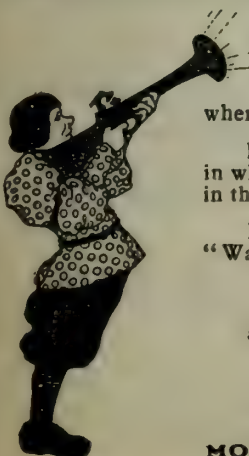
SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

TORONTO

WINNIPEG



METALS

AND

HARDWARE

OF EVERY DESCRIPTION



HRS & CO

ORDER EARLY FOR SPRING SHIPMENT

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON AND SHEFFIELD

Canadian Branch: 6 St. Sacrament St., Montreal

What Kind of Reading Matter Would You Prefer in the Annual Spring Number of Hardware and Metal?

We are now working on plans for our great Spring Number, to be issued March 22. We aim to make it the best number that Hardware and Metal ever produced. That's a high ambition, but you can help us to realize it by telling us just what kind of articles would specially appeal to you.

What peculiar problems are there in your own business which an exhaustive study by Hardware and Metal's experienced staff would help you to solve?

Write and give us your suggestions! We will consider them confidential, if you so desire.

Address: THE EDITOR, HARDWARE AND METAL

143-149 University Ave., Toronto, Ont.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

American Can Co.	13	Davidson, Thos., Mfg. Co.	23	London Foundry Co.	75	Ramsay, A., & Sons Co.	62
American Wringer	75	Delta File Works	83	London Rolling Mill Co.	69	Raymond Bros.	78
American Shearer Co.	78	Dennis Wire & Iron Co.	79	Lovell Mfg. Co.	70	Remington Arms Co.	32
Atkins & Co., E. C.	80	Directory of Manufacturers	78	Lowe Bros., Ltd.	51	Reynolds & Jackson	19
Atlas Mfg. Co.	78	Disston, Henry, & Sons	25	Lufkin Rule Co.	Inside back cover	Robertson, P. L., Co.	57
Auto Controller Co.	30	Dominion Cartridge Co.	32	Lundy Shovel & Tool Co.	16	Rogers, Alfred, Ltd.	62
Aylmer Pump & Scale Co.	74	Dominion Iron & Steel Co.	Inside back cover			Rogers, Henry, Sons & Co.	84
		Dominion Oilcloth Co.	7			Ross Rifle Co.	88
Barber Asphalt Paving Co.	9	Double Claw Hammer Co.	66	McArthur, Alex., & Co.	57		
Barnett, G. & H.	72	Douglall Varnish Co.	65	McClary Mfg. Co.	24		
Barton Netting Co.	72	Dorken Bros.	81	McDiagall, R., Co.	25	Seymour, Henry T., Shear Co.	79
Baxter Stove Co.	23			McGlashan-Clarke Co.	80	Sharrat & Newth	79
Belleville Hdw. & Lock Co.	72	Eastern Mfrs., Ltd.	78	Magnolia Metal Co.	10	Shaw, A., & Son	79
Bemis & Call Hdw. & Tool Co.	67	El Starr Mfg. Co.	73	Martin, The L., Co.	83	Sheet Metal Products Co.	2
Birmingham, T. F.	77	Ford Auger Bit Co.	59	Martin-Senour Co.	65	Smith Hardware Co., Ltd.	81
Berry Bros.	67			Maxwell, D., & Sons	76	Sorby, Robt., & Sons	30
Bosse & Banks	75	Galt Art Metal Co.	9	May & Padmore	68	Southington Mfg. Co.	78
Bowser, S. F., & Co., Ltd.	55	Gipe Carrier Co.	77	Meakins & Sons	Outside back cover	Spooner, Alonzo W., Ltd.	78
Bowser, R. M., & Son	73	Gillette Safety Razor Co.	Inside front cover	Metallic Roofing Co.	17	Standard Chain Co.	12
Brandram-Henderson, Ltd.	53			Metal Shingle & Siding Co.	21	Standard Paint & Varnish Co.	61
Brand, Ed.	77	Goodell-Pratt Co.	31	Millers Falls Co.	68	Stanley Rule & Level Co.	70
Brantford Oven & Rack Co.	22	Greening, B., Wire Co.	12	Mitchell & Co., David	88	Steel Co. of Canada, Ltd.	6
Burrow Stewart & Milne	22	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Moore & Co., Benjamin	59	Steel Trough Machine Co.	82
Burgess Norton Co.	27			Morris & Bailey Steel Co.	12	Steffens & Nolle	4
Burman's Clippers	29	Hamilton Cotton Co.	79	Morrison Brass Mfg. Co.	82	Stevens, G. F., & Co.	69
Bushnell Novelty Co.	79	Hamilton & Son, C. J.	66	Myers & Bro., F. E.	61	Stevens Hepner & Co.	75
		Hamilton Stamp & Stencil Wks.	78			Still, J. H., Mfg. Co.	71
Cameron & Campbell	78	Harrington & Richardson	16	National Hardware Co.	71	Stratford Mfg. Co.	74
Canada Glue Co.	11	Heinisch, R., Sons Co.	57	National Mfg. Co.	19	St. Mary's Wood Specialty Co.	74
Canada Metal Co.	11	Heller Aller Co.	22	Newman, W., & Sons	78		
Canada Paint Co.	63	Hohlfeld Mfg. Co.	66	Nickel Plate Stove Polish	77	Tallman Brass & Metal Co.	76
Canada Steel Goods Co.	8	Hutton, Jas., & Co.	76	Nicholson File Co.	73	Thompson, B. & S. H.	74
Canada Wire & Iron Goods Mfg. Co.	82			North Bros. Mfg. Co.	1	Toronto Plate Glass Importing Co.	57
		International Varnish Co.	55	Nova Scotia Steel & Coal Co.	61	Townsend, S. P., & Co.	20
Canadian Copper Co.	59	James & Reid	78				
Can. Fairbanks-Morse Co., Ltd.	2 Outside front cover	Jamieson & Co., Ltd., R. C.	61	Oakey, John, & Co.	69	Want Ads.	60
Can. Heating & Ventilating Co.	24	Johnson, H. E.	78	Ontario Lantern & Lamp Co., Ltd.	71	Western Distributors, Ltd.	78
Canadian Oil Cos.	51			Otterville Mfg. Co.	76	Williams & Taylor	22
Canadian Tube & Iron Co.	27	Keating, Wm.	10	Owen Sound Wire Fence Co.	72	White Mop Wringer Co.	69
Canadian Ruby Chemical Co.	88	Kenrick & Sons, Ltd., Archibald... ..	70			Whitman & Barnes Mfg. Co.	20
Caverhill, Learmont & Co.	5	Kinzingler Bruce & Co.	29	Parmenter Bullock Co., The	73	Wilkes-Martin-Wilkes Co.	76
Chatham Malleable & Steel Co.	1	Kuhnle, Anderton Co.	72	Pease Fdry. Co.	79	Winnipeg Paint & Glass Co., Ltd.	69
Chicago Flexible Shaft Co.	28			Peterborough Lock Co.	70	Woodstock Wagon Co.	83
Chicago Spring Butt Co.	1	Laidlaw Bale Tie Co.	77	Pink, Thos.	55	Wright, E. T., & Co.	27
Collette Mfg. Co.	68	Leslie, A. C., & Co.	31	Pittsburg Lamp Brass & Glass Co.	17		
Corbin, P. & F.	67	Lewis Bros., Ltd.	3	Pratt & Lambert	64		
Cowan & Britton	80	London Bolt & Hinge Works.	77	Public Works Dept.	79	Yale & Towne Mfg. Co.	14 15
Cummer-Dowsell, Ltd.	18						

Table of Editorial Contents

SPECIAL ARTICLES.

Government Will Act re Parcels Post	33
Modern Store in Small Western Town	34
Some Facts With Reference to Rope Advance... ..	35
A Good System for Handling Cutlery	38
Hardwaremen in Civic Elections	39

EDITORIAL.....36-37

Must Fight Measure Now—The Decrease in Failures—Hardwaremen in Civic Life—A Pointed Criticism — Buying “Unsight Unseen” — Pointed Editorials.	
---	--

REGULAR DEPARTMENTS.

Complete Course of Sheet Metal Work	40
---	----

Catalogues and Booklets	41
Twenty Years Ago	41
Current News of Hardware Trade	43
Hardware Letter Box	44
New Goods	45
Leaks in the Hardware Store	48

HOUSEHOLD GOODS DEPARTMENT.

A Big Field for Sale of Woodenware	44
--	----

STOVE DEPARTMENT.

Novel Method of Selling Stoves	48
--------------------------------------	----

PAINT DEPARTMENT.

Card Index as Paint Salesman	50
Weekly Market Reports	46, 47, 49, 52

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminium Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- National Acme Mfg. Co., Montreal.**
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Stover Mfg. Co., Freeport, Ill.**
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bride Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. F. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
- Cupidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son, Montreal.
Dorken Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananogue, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananogue.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananogue.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton
Canada Tube & Iron Co., Montreal
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
Lamplack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
- Lanterns.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Latches, Screen and Barn Door.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
Clippner Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees.**
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
- Lawn Swings.**
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos., & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**
Kuhne Anderton Co., Port Hope, Ont.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Tellman Brass & Metal Co., Hamilton**
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Siding, Etc.**
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Metal Polish, Emery Cloth, Etc.**
Oskey, John, & Sons, London, Eng.
- Metal Store Fronts.**
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
- Nails.**
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Farmer & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
- Oil Stones.**
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
- Oil Tanks.**
Bower, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pliers.**
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
- Razor Blades.**
Gillette Safety Razor Co., Montreal.
- Razor Hones.**
Carborundum Co., Niagara Falls, N.Y.
- Registers.**
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
- Rivets.**
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight**
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
- Roofing.**
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
- Metallic Roofing Co., Toronto.**
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
- Sad Irons.**
Jas. Smart Mfg. Co., Brockville.
- Saws.**
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
- Scythe Stones.**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
- J. Wiss & Sons Co., Newark, N.J.**
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Berry Bros., Walkerville, Ont.**
- Shovels and Spades.**
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Snow Shovels**
Can. Buffalo Sled Co., Preston.
- Sleds**
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
- Snips**
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
- Sporting Goods.**
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Sprocket Co., London.
- Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
- Store Ladders.**
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
- Findlay Bros., Carleton Place.**
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
- Vises.**
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
- Windshields.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
- Wire Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire Door Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire, Iron, Steel, Brass and Copper.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**
P. L. Robertson Co., Milton.
- Wire Mats.**
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
- Wood Finishes.**
Berry Bros., Walkerville.
- Wrenches.**
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

1913 Will Bring Success To Users Of **ROSS RIFLES**



even as 1912 and 1911 have done before it.

Whether in big game shooting, or in important long range target competitions, the "Ross" models have closed the year with records of which the Company is proud.

You cannot sell any sporting rifle which will give better satisfaction to the purchaser than the "Ross," which also gives the dealer a good percentage of profit.

Prices to retail at from \$25.00 and upwards

Illustrated Catalogue and Discounts sent Free on request

ROSS RIFLE CO., - Quebec

A Soldering Fluid You Can Recommend

Tinsmiths will readily take to **RUBY FLUID SOLDERING AND TINNING FLUX**, and to **RED LETTER SOLDERING FLUID** (for tin only).

They will soon find it makes their work easier, more healthful, more economical.

Our soldering fluids will not damage machine, tool or man.

They can be spread thinly, thus making better and cheaper work.

Send for Free Samples, and test for yourselves.

We want Manufacturers' Agents to help us introduce this line.

The Canadian Ruby Chemical Company, Limited

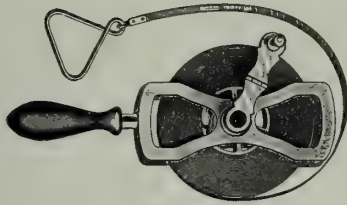
603 Builders' Exchange, Winnipeg, Manitoba



The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE **LUFKIN RULE CO. OF CANADA, LTD.**
WINDSOR, ONT.

THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale
for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

DOMSTEEL WIRE PRODUCTS

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard
and Special Gauges



We own and operate our own coal and ore mines. We make our own pig iron and steel; therefore we can produce the necessary grades of steel for any purpose.

OUR SHIPPING FACILITIES are the very best.

Stocks carried at both Montreal and Sydney.

DOMINION IRON & STEEL CO., Ltd.

HEAD OFFICE AND WORKS—SYDNEY, N.S.

SALES OFFICES:

Sydney, N.S., and 112 St. James Street, Montreal



You'll Give Satisfaction and Procure a
Good Brush Trade

If You Sell Our Line of PAINT

BRUSHES

Made
With The
Greatest
Care



From
The
Choicest
Materials

**DROP US A CARD FOR ILLUSTRATED
CATALOG**

We manufacture paint and varnish brushes of every description. Our catalog will give you an idea of the quality of our goods.

WRITE TO-DAY

MEAKINS & SONS, LTD.

Toronto,

Hamilton,

Winnipeg

MEAKINS BRUSH CO., LTD.

Montreal



CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 4

January 25, 1913



Gets the customers coming

The service value of "High Standard" Paint, so convincingly told by the stimulating advertising of Lowe Brothers, is the factor that puts new life into the paint business of dealers, who handle the "High Standard" line.

Unusual letters, unique folders, educational booklets have persistently impressed the merits of Lowe Brothers' Paint products on the minds of consumers. This impression is deepened by striking ads. in Magazines, Farm Journals and Newspapers.

Billboards, posters, window displays and signs placed that "He who runs may read," link up the "High Standard" dealer with this complete circle of resultful advertising.

Keeps them coming

Every sale of "High Standard" paint makes a friend for the dealer. The satisfactory results, so thoroughly please every user that they create more real selling power than any other factor—and applies that power right to **your** store.

"So far, so good," you say. All right. Now, for the whole story. If you want this business-building power applied right at your door—if you want to get them coming and keep them coming, write for our exclusive co-operative agency plan.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse, Limited, Winnipeg.

The Johnston Paint & Varnish Co., Ltd., Vancouver, B.C.



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

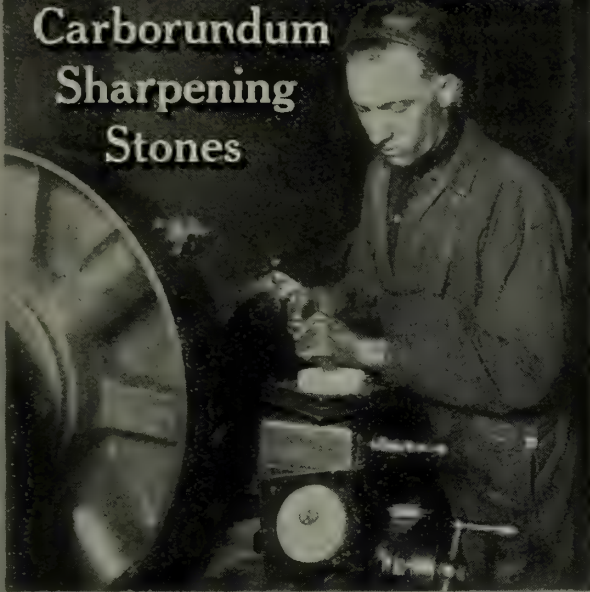
or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.

LET US INTRODUCE
ANOTHER CUSTOMER FOR
Carborundum
Sharpening
Stones



The Machinist

He has a dozen-and-one uses for a good sharpening stone—a

Carborundum Sharpening Stone

—lathe tools to be touched up, scrapers to be given a true, even edge—planer tools to be smoothed up—cold chisels to be sharpened—lathe work to be stoned down to a high finish—and many more tasks that can be done better and quicker with a Carborundum Sharpening Stone.

The next time a machinist comes into your store remind him of these things—tell him something about Carborundum—why it cuts—how hard and sharp it is—how durable—tell him that a Carborundum Stone cuts quick and clean—then show him the No. 108 Carborundum Combination Stone or the Carborundum Round Combination Bench Stone No. 107—and the sale is made.

The Carborundum Company

Niagara Falls, N. Y.

New York Chicago Boston
Philadelphia Pittsburgh Cincinnati
Cleveland Milwaukee Grand Rapids
London, Eng.



You Should
Place Your Order
Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

(3)

KEEP A FEW OF OUR "Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end. The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases. The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—
Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.



TRACK OR TRIP JACKS



AUTOMATIC LOWERING JACKS

Write for particulars at once.

The Canadian Fairbanks-Morse Co., LIMITED

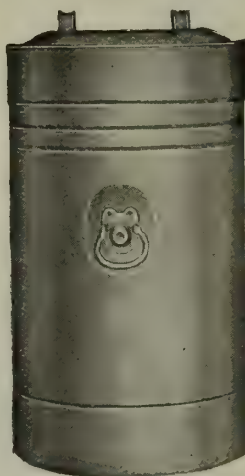
MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA

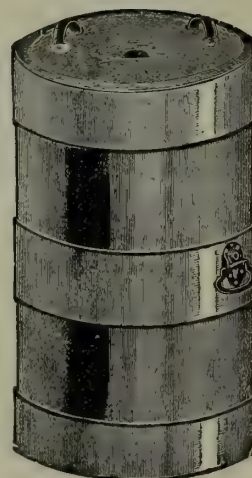
S. M. P. FACTORY MILK CANS

Bodies of E. T. Pattern are made of 22 gauge Tinned Iron, and without Centre Bands.



Eastern Township Pattern

Prices
on
application



Broad Hoop Pattern

Bodies of B. H. Pattern are made of 24 gauge Tinned Iron, with Centre Bands and 22 gauge Tinned Iron, without Centre Bands.

Gallons	10	15	20	25	30	40
---------	----	----	----	----	----	----

The Sheet Metal Products Company

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

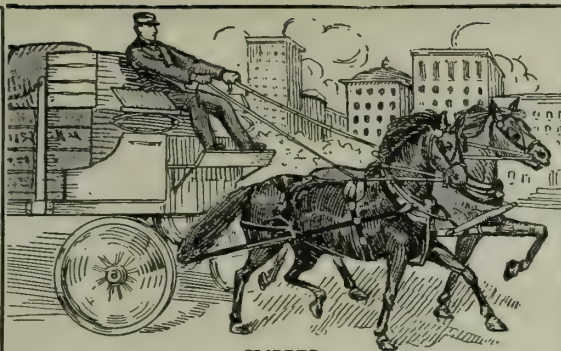
Montreal

TORONTO

Winnipeg



A
Comparison
which is a
Convincing
Argument
in favor of
Clipping



CLIPPED



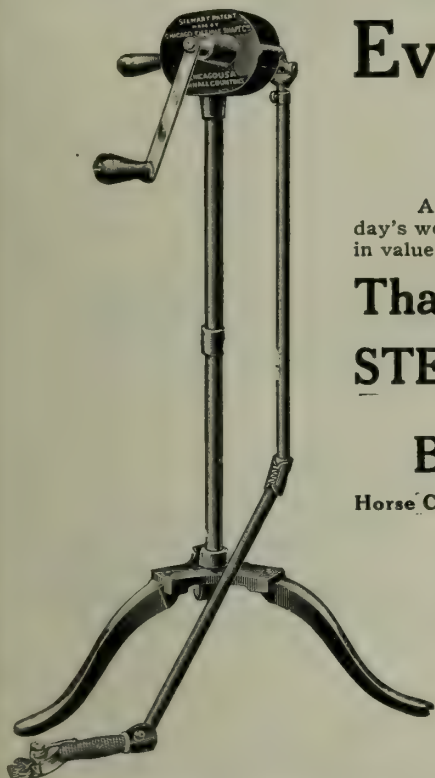
UNCLIPPED

Every Horse Worth Keeping Is Worth Clipping

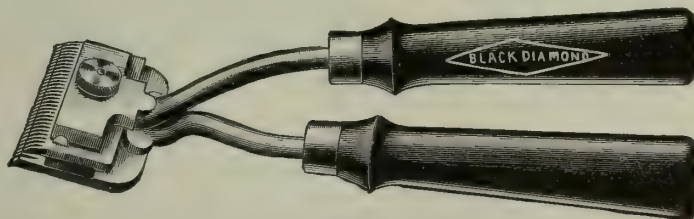
A clipped horse looks better, feels better and works better. He dries out quickly after the day's work, rests well and his food does him good. He is more easily kept clean and increases in value.

That is why You can sell this Spring, our
STEWART HORSE CLIPPING MACHINES
and
BLACK DIAMOND HAND CLIPPERS

Horse Clippers are used extensively by Dairymen for clipping the flanks and udders of cows
One dairy near Chicago has 100 Stewart Horse Clippers for use on its cows.



No. 1 STEWART HORSE CLIPPER



No. 1909, BLACK DIAMOND HORSE CLIPPER
Ball Bearing, Nickel Plated, Ebonized Handles.

The Flexible Shaft of No. 1 Clipper can be used on the No. 8 Shearing Machine, and the jointed shaft of the No. 8 Shearing Machine can be used on the No. 1 Machine; Therefore by possessing either machine, it can be adapted to Clipping or to Shearing by buying the other Shaft required.



With a Good Sheep Shearing Machine 20 cents' worth more wool can be gotten from every sheep and it is cut evenly from over the body.

No second cuts are put into your clipping as is the case with hand clippers.

It Pays to Shear Sheep With a Machine

From now to May is the best selling season on the above lines

We are the largest Jobbers of Clippers in Canada

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

How Some Dealers Made From \$300 to \$1000 Last Year In Commissions Alone



We actually sold "Preston" Sheet Metal Building Goods for them, but they got **all** the commissions.

We left it to the dealer to hunt up prospective builders and get them interested in our goods, and at the same time send us all the information regarding the style of building which they intended putting up.

Upon receipt of this information we sent to these prospects strong business pulling letters and circulars which pointed out the advantages of using our Corrugated Sheets and Safe Lock Shingles, and referred them to the local dealer.

The hardwaremen did not carry any stock — they sold from "Preston" Catalogues. They did not have to bother with any stock to make big money.

Start being A Live Preston Agent NOW. There is just as much chance for you to draw commissions as there is for others.

Do the same as they have done, but don't get discouraged. Be persistent till you land the prospect.

If you cannot land an order we will send an expert salesman to help you out. His services are absolutely free, and you get the commission, just the same as if you procured the order yourself.

Let us hear from you at once.

Send for our new catalogue.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

Factories at

Montreal, Que.; Toronto, Ont.; Preston, Ont.; Winnipeg, Manitoba; Saskatoon, Saskatchewan; Calgary, Alberta

Head Offices: PRESTON, ONTARIO and MONTREAL, QUEBEC

Have You Ever Investigated the Merits of our "HUNT PLANES"

at the price we sell them? Purchasing in large quantities enables us to offer these good quality modern tools to our customers at most interesting figures.

All parts are carefully milled and assembled. The cutters are highest grade steel with keen edges, the assortment is large.



SEE DESCRIPTION AND SIZES
IN OUR GENERAL CATALOGUE.

Sole Distributors

CAVERHILL, LEARMONT & CO.
MONTREAL

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

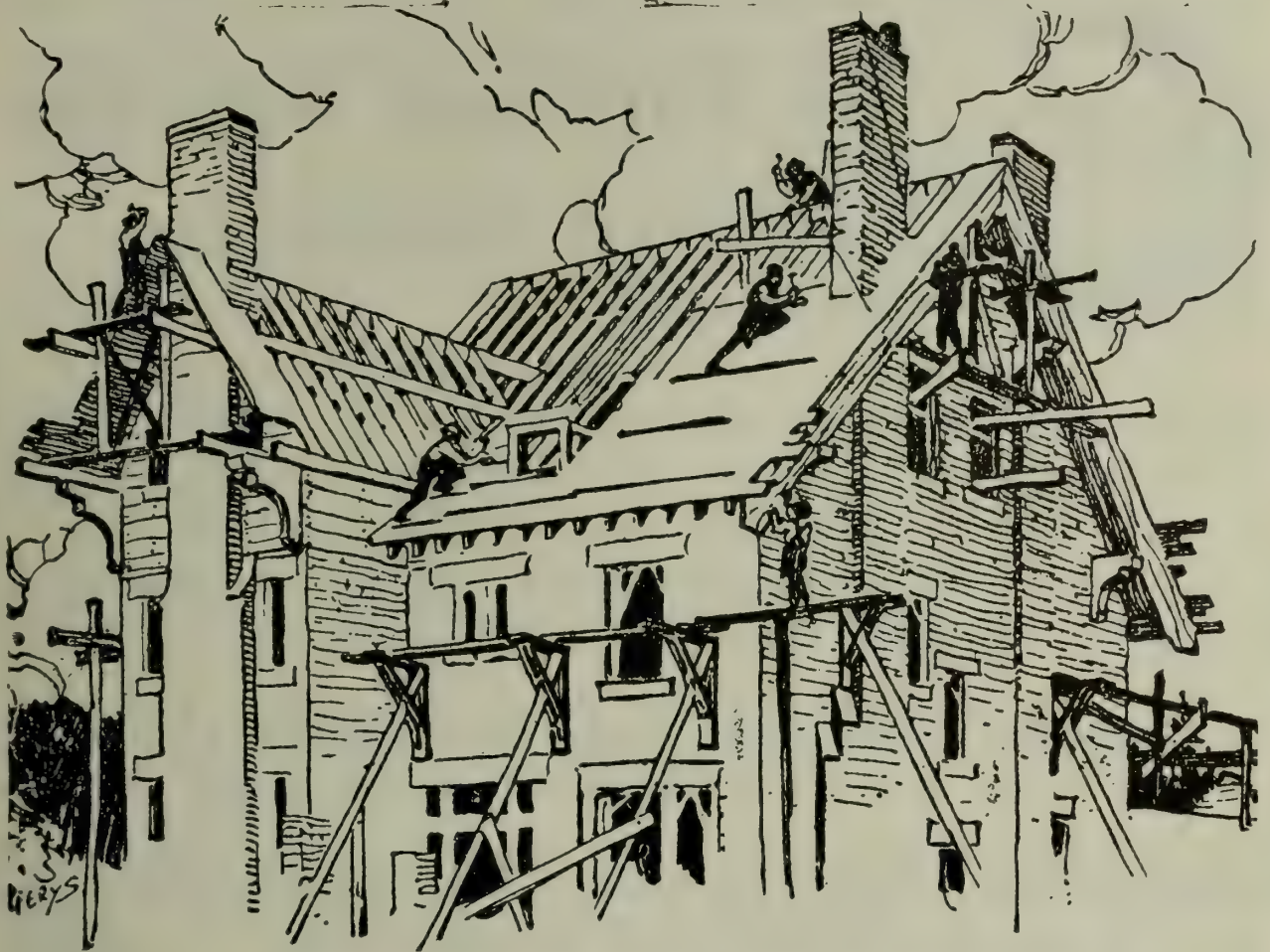
WINNIPEG

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



BUILDING TOOLS

With everything pointing to an exceptionally busy year in the Building Trade we are ready with supplies of recognized quality. Send us your orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



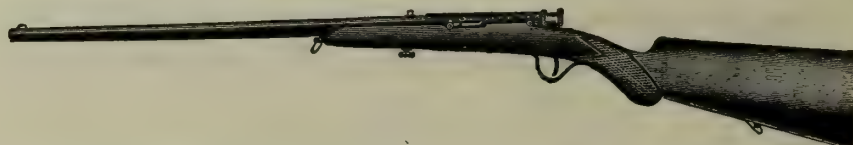
Do YOU Know What This Brand Stands For?

The customer who buys Hinges or Butts bearing the the Crescent Brand on them is always a booster for our products. He has put them to a test and is satisfied with the result. Crescent Brand Hardware is right. The price is right and insures the dealer of a good margin of profit.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

The "Bayard" Auto-Cocking and Ejection Rifle
is the Ideal Rifle For Everybody to Use.

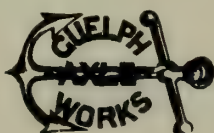


It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

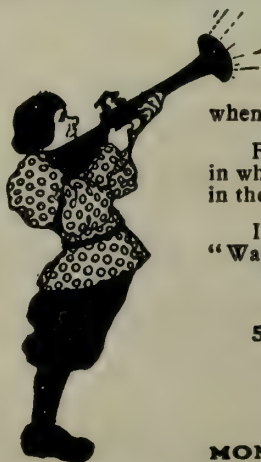
For Sale By All Leading Wholesale Hardware Firms

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



**THE GUELPH SPRING & AXLE CO.
LIMITED**
GUELPH, ONT.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

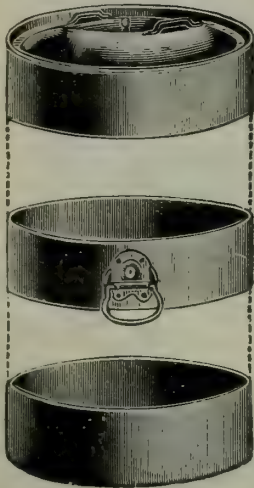
HARDWARE AND METAL,

MONTREAL

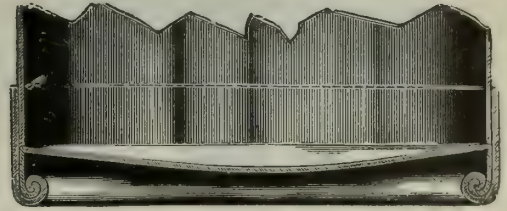
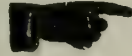
TORONTO

WINNIPEG

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and inner rims are rolled in and then riveted to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gal.; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto



Every Hardware Dealer Who Does Plumbing Work
 Should Get Full Details Regarding Our

**BATHS, LAVATORIES, BRASS GOODS,
 FITTINGS, WROUGHT IRON PIPE,
 SOIL PIPE, SLOAN VALVES,
 Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

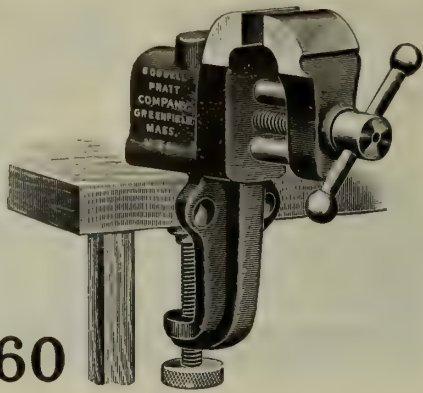
Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

**The
 JOHN
 STEVENS
 Co., Ltd.**

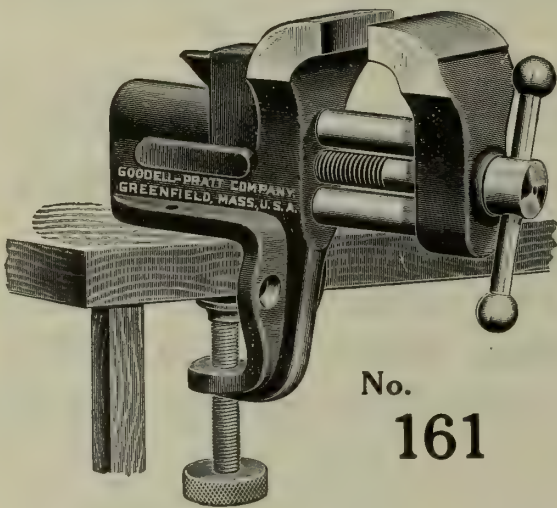
Wholesale Plumbers'
 Supplies,
 WINNIPEG



No.
160

Goodell-Pratt's

BENCH VISES



No.
161

These vises are not in any way to be compared with many cheap vises now on the market.

They are not made for price, but with the aim of turning out a practical, well-made, nicely finished, long lasting vise.

Dealers stock these and you stock the best.

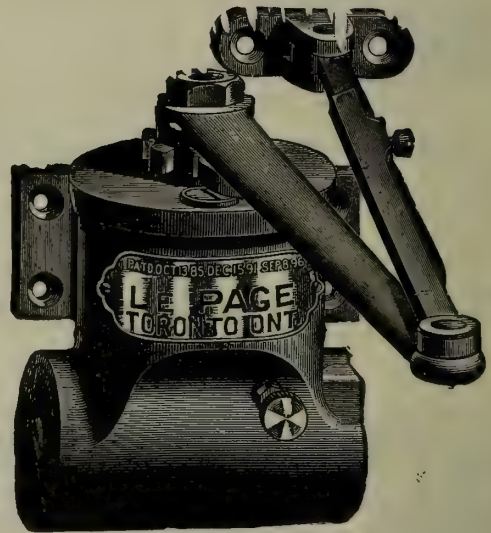
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

The "LE PAGE" OIL DOOR CHECK and SPRING

**Will Be A Profitable
Addition To Your Stock**



This is a door check which is giving splendid service in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

It is the only door check made without packing in its working parts—this assures absolute freedom from pushing friction.

The cup contains oil which forms a cushion that keeps the door under perfect control and prevents all slamming. The oil is regulated by a thumb screw as shown on cut.

You run no risk when selling our door checks because they are backed by our guarantee.

A trial will convince you that the "Le Page" is a splendid seller.

WRITE FOR PARTICULARS.

WM. KEATING

266 MACDONNELL AVE. - TORONTO

—Announcement of—

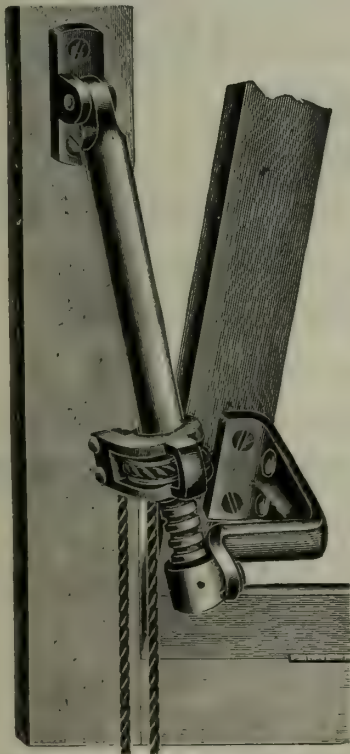
A NEW LINE Of Bath Room Fixtures — IN CANADA

- ¶ We have spent months getting our new line ready—and can now offer you something very attractive—and distinctive.
- ¶ Then, too, we have made up a complete stock, so that we can fill all orders promptly.
- ¶ We have prepared a fine 40-page catalogue which illustrates a large assortment of shower baths—mirrors—glass and opal shelves—towel bars—soap and sponge baskets—tumbler and toothbrush holder hooks—match holders, etc., etc.
- ¶ Write to-day for a copy to the makers.



Kinzingers, Bruce & Co., Ltd.

NIAGARA FALLS, CANADA



ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

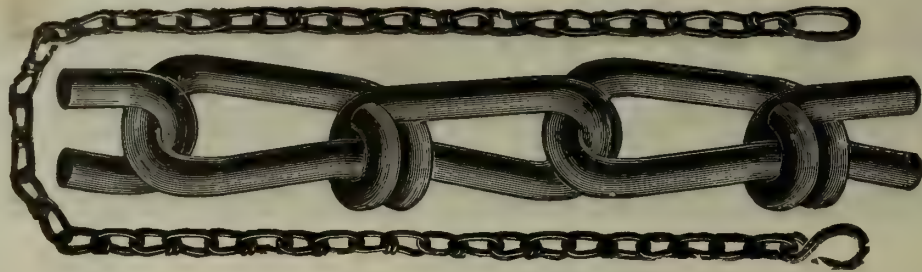
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

NEW PROCESS STEEL WIRE TRACE CHAINS



TIE-OUT CHAINS



HALTER CHAINS

DOG CHAINS

CATTLE CHAINS

The Most Satisfactory Chain To Handle

MANUFACTURED BY

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002' to .250.



Paint and
Varnish

BRUSHES

That are
Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons

Limited

Hamilton, - Ontario

Extra Heavy Lever Punch--No. 85

This Punch is also adapted for punching Flanges, Angles, etc., as the distance from centre of Punch to front of machine is only $1\frac{7}{8}$ in. This is a very powerful Punch, and one that should appeal to Sheet Metal Workers, who require a machine for heavy punching.



The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

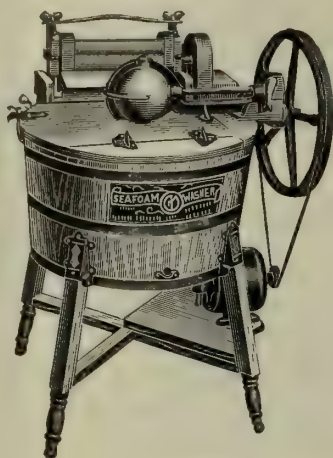
Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies.

CAPACITY, $\frac{5}{8}$ in. hole in $\frac{1}{2}$ in. Iron to the centre of 15 in. or $7\frac{1}{2}$ in. throat.

A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



Style A

Agents:
W. L. Haldimand & Son
MONTREAL
H. F. Moulden & Son
WINNIPEG

Style B



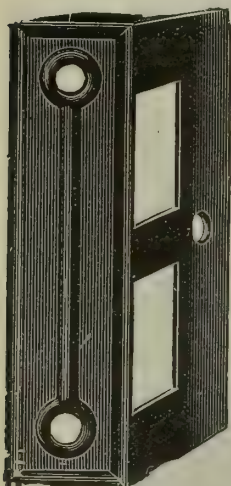
Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Wind-mill Power, and is especially adapted for rural districts.

BOTH are equipped with a first class metal frame. Five year guaranteed Wringer that runs automatically in either direction.

Both Washing and Wringing can be done at the same time, or separately.

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.



National Steel Rim Locks

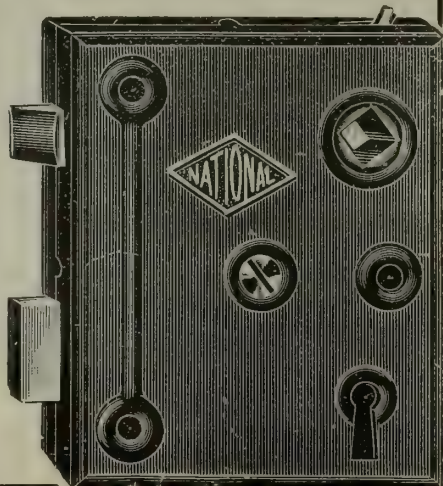
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us
for particulars
and prices.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA



"Norcross" Cultivator-Hoes and Weeders



**Are Certain
To Sell Quickly**

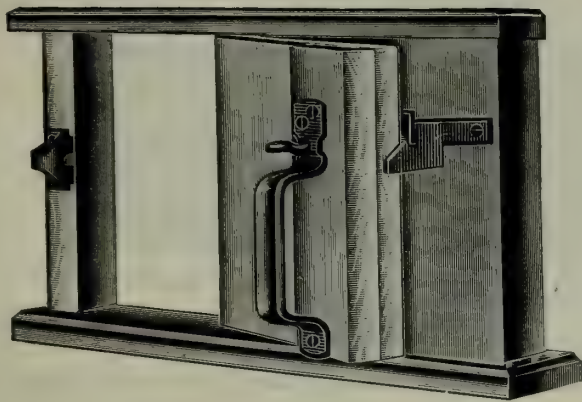
**"WE MAKE NOTHING ELSE
And our goods show it."**

For 20 years we have manufactured these exclusively; we guarantee them to outclass all imitations on the market. We have nearly 300 regular jobbing customers in the United States. "Norcross" Cultivator Hoes and Weeders CAN BE EASILY OPERATED BY ANY WOMAN. Our 5 prong is the only one having detachable ferrule (Pat'd), providing for attaching Cultivator to Wheel Plows. Our new 3 prong is a modification in size, weight, and cost, cheap as the common hoe in price, and pays a greater profit. Our Midget is the greatest of all Flower Weeders. A display will interest gardeners and often effect a sale. Stock a trial order.

Canadian jobbers who handle the "Norcross" line are: McLeannan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., St. John, N.B.; Dunlop Bros. & Co., Amherst, N.S.; W. H. Thorne & Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.
Patentees and Sole Manufacturers.



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn-Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

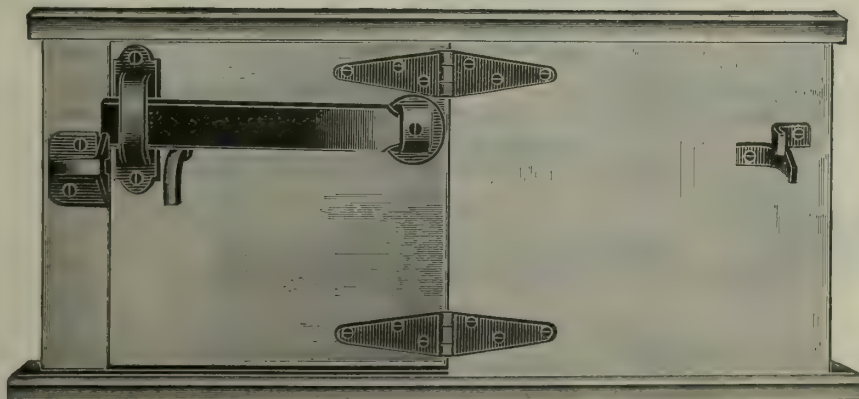
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING,

ILLINOIS



Door Closed

HARDWARE AND METAL

THE ENGINEER'S BEST FRIEND

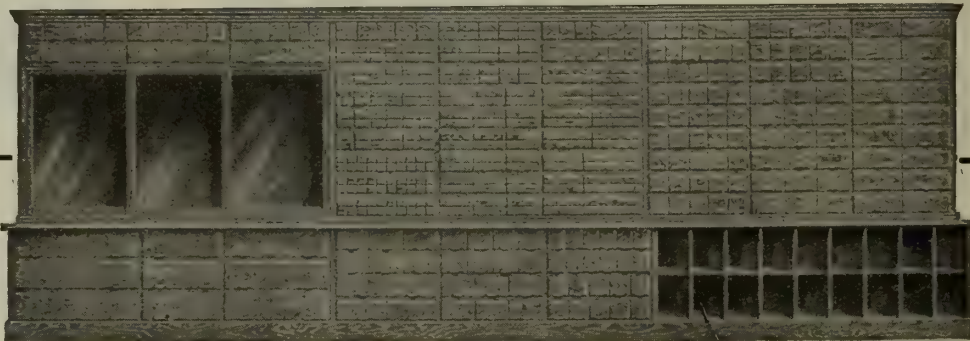


SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co.

Office &
Factory

225 St. Ambroise St., Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.

Send for illustrated catalog, it will interest you.

Cameron and Campbell, - Toronto



BOWSER

WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A.

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

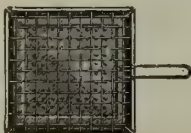
The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,
DEWAR & RYAN



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results
If You Sell Our

HIGH GRADE GOODS

If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd., WATFORD, ONT.
ROCKFORD, ILL.



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



**Pink's
Lumbering
Tools**

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



**We Carry
A High Grade Line Of
Plumbing Goods &
Engineers' Supplies
Which We Fully Guarantee**

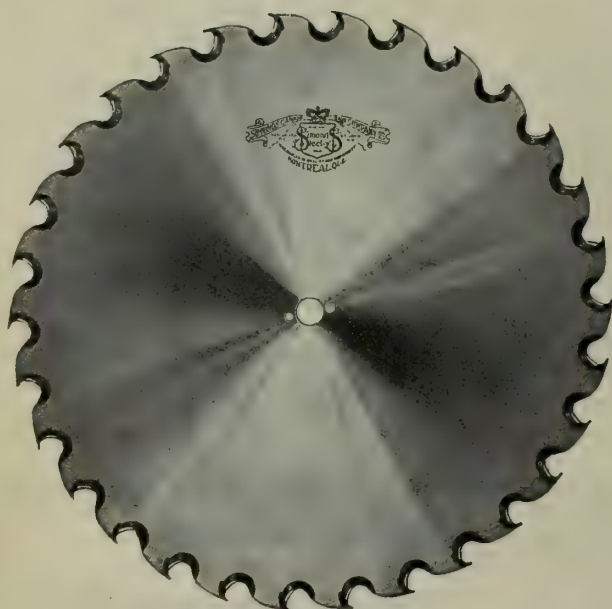
Our lines pay a good profit to the dealer and give a service that pleases the user. Our prices are right for that of good quality.

If you have not our illustrated catalogue don't fail to ask for it.

All enquiries answered promptly.

**THE JAMES MORRISON
BRASS MFG. CO., LTD.**

93-97 Adelaide St. West
TORONTO



SIMONDS SAWS

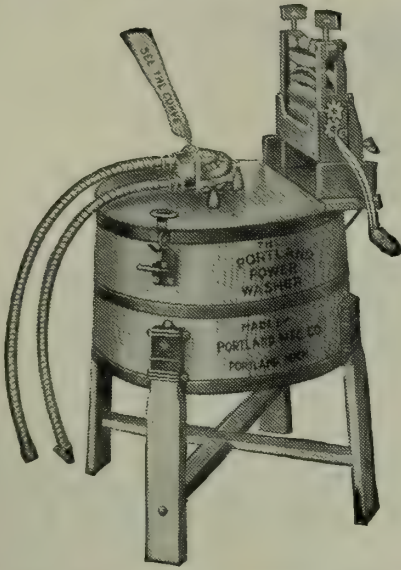
You Hardware Dealers should remember that whenever you have an opportunity to sell a Circular Saw, either Solid or Inserted Tooth, or a Band Saw, you should write at once to our Montreal office for prices and dealers' discounts. The same excellent quality which is put into Simonds' Hand and Cross-Cut Saws is also put into our Mill Saws.

SIMONDS CANADA SAW CO., LIMITED
St. Remi St. and Acorn Ave., Montreal, Que.

VANCOUVER, B.C.

ST. JOHN, N.B.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

TO THE HARDWARE MEN OF CANADA:

COME TO

HAMILTON

17th to 22nd February, 1913

The Greatest Hardware Convention Ever

102 EXHIBITS
CANADIAN-MADE LINES

ANNUAL CONVENTION

ONTARIO RETAIL HARDWARE ASSOCIATION

EXHIBITION UNDER CONTROL OF
CANADIAN HARDWARE MANUFACTURERS'
EXHIBITION ASSOCIATION

EXTENSIVE ENTERTAINMENT
PROGRAMME

ONTARIO LANTERN AND LAMP COMPANY, LIMITED

LARGEST MANUFACTURERS OF LANTERNS
IN THE BRITISH EMPIRE

Dealers Can Make A Splendid Profit By Handling

ROGERS'

Portland Cement

You sell the builder other things—why not sell cement? Cement is used in the construction of nearly every modern house—some buildings are constructed entirely of it.

Keep in close touch with the builders—find out what work is going to be done in your vicinity and go after the builder personally. Point out the fact that by getting it from you they can save much in cost of cartage, besides minimizing their waits.

Crushed Stone

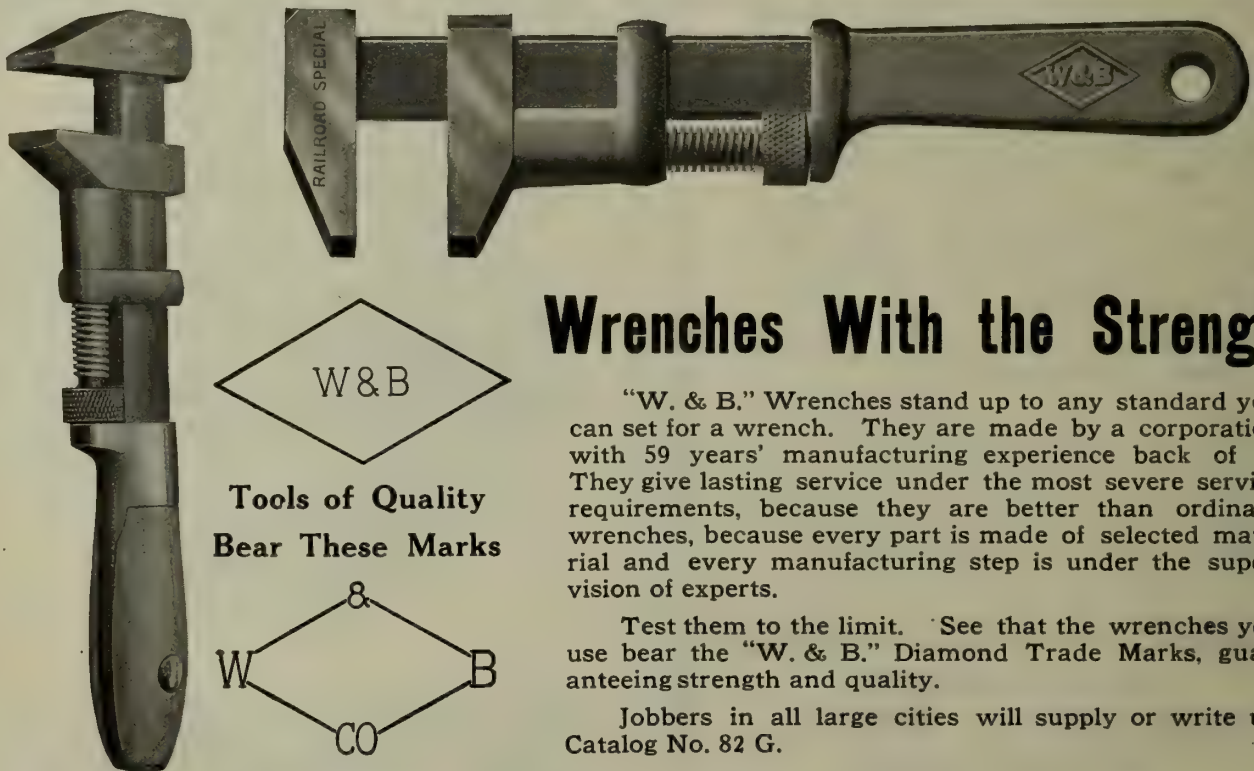
If there are any municipal buildings to be erected or any paving to be done in your vicinity it will pay you to get after the members of the council and work them hard for the order.

Rogers Crushed Stone is made in all sizes—clean and free from dust, dirt and mould.

We have plants at Vinemount, Ont., and Dundas, Ont., and capacity of 4,000 tons a day.

We can ship quickly by the Grand Trunk, Canadian Pacific, or T., H. & B. Railway.

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Wrenches With the Strength

"W. & B." Wrenches stand up to any standard you can set for a wrench. They are made by a corporation with 59 years' manufacturing experience back of it. They give lasting service under the most severe service requirements, because they are better than ordinary wrenches, because every part is made of selected material and every manufacturing step is under the supervision of experts.

Test them to the limit. See that the wrenches you use bear the "W. & B." Diamond Trade Marks, guaranteeing strength and quality.

Jobbers in all large cities will supply or write us. Catalog No. 82 G.

The Whitman & Barnes Manufacturing. Co.

ESTABLISHED 1854

Factory at St. Catharines, Ontario.

Stocks carried at Winnipeg and Montreal



Plymouth—That Different Rope

A Plymouth Dealer Writes

“We find that our customers are beginning to see the difference between common rope and Plymouth Rope.”

Plymouth Rope *is* different from other ropes. If it were not, it could not cause statements like the above; could not sell at a higher price; could not have built the world's largest cordage business.

To the customer this difference means greater return for his money—in service, in satisfaction. It brings him back for “more of the same”—puts the Plymouth dealer's trade on a sound and profitable basis.

You owe it to yourself and *your* customers to test these facts. The one sure way is to stock and sell a trial lot of the rope.

Order from the Plymouth jobber's salesman. Ask for the ship trade-marked rope.

Independent Cordage Company, Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

The Gun That Brings the Boys



A real gun—that's what the boys want.

Just show them this Hamilton No. 27, mention the low price, and the buying commences.

No other gun will take the place of the Hamilton on your shelves. It shoots as straight and true as the best of them, yet no hunting rifle made can be offered to your customers at such a low price.

HAMILTON 22 CALIBER RIFLES



New methods in rifle building, exclusive patents, and shop efficiency make possible the low price.

You need Hamilton Models 27 and O27 right away to make your line complete.

Order a supply from your jobber to-day. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of the Hamilton Rifle
Plymouth, Michigan



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**

Baxter Banner Gas Ranges

Sell quickly and give you a handsome profit, because they appeal so strongly to prospective purchasers.

These Special Features and Conveniences
Enable you to get your price every time.

Patent Divided Glass Oven Door

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest feature on the market.

Sanitary Finish

Body and castings have special non-rusting baked japan finish. Beautiful and sanitary.

Aluminized Oven and Broiler

All oven and broiler liners are coated with silvery, fire-proof aluminum bronze, making them bright and attractive.

Concealed Manifold

Front manifold is concealed under edge of top—doesn't collect dust and dirt. Never have to wipe or brush it off.

Vigorous—Ordorless

Powerful, economical blue flames. Absolutely no odor.

Spit Fire Lighter

Lights any one or all of top burners without your striking any matches.

One Burner for Oven and Broiler

One oven burner serves for both oven and broiler. Splendid work with little gas. No pilot lights. Oven guaranteed explosion-proof.

Aluminum Broiler Pan

For a slight additional charge, an aluminum broiler pan will be furnished. Will never rust.



LET US SEND NEW CATALOG No. 41 AND QUOTE YOU PRICES

THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY, CO., Ltd.
Montreal

N. L. STEWART, Toronto
Agent for Central and South-western Ontario

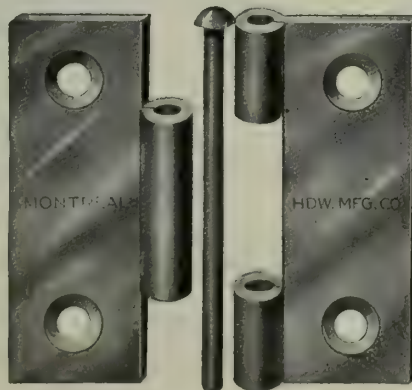
Factory: THE BAXTER STOVE CO.

Mansfield, Ohio, U.S.A.

YOU CANNOT DO BETTER

Than carry M.H. goods. Uniform quality and sure to please

If quality, workmanship and price, are to be considered, our line will appeal to you and we invite your investigation.



We guarantee the goods. We guarantee the service and our prices are right. On this basis we solicit your patronage.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

:::

:::

CANADA



McClary's Model Teakettle

THE ever-increasing demand for Model teakettles is the result of the housewife's appreciation of the following unique features:

Hinged side-cover makes easy refilling possible and eliminates any chance of the rising steam scalding the hands. Cover securely hinged to prevent loss.

Rigid handle keeps the kettle under perfect control—no swinging or spilling.

All parts made from heavy sheet copper brightly finished with McClary's duplex nickel plate.

One size only—flat bottom, fits any size of stove.

SEND FOR BOOKLET AND PRICE LIST.

McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

McClary's—"The House That Quality Built."



"The Empire Line"



NOW is the time to place your orders for

"EMPIRE" FURNACES and REGISTERS

Made by

CANADIAN HEATING & VENTILATING CO.

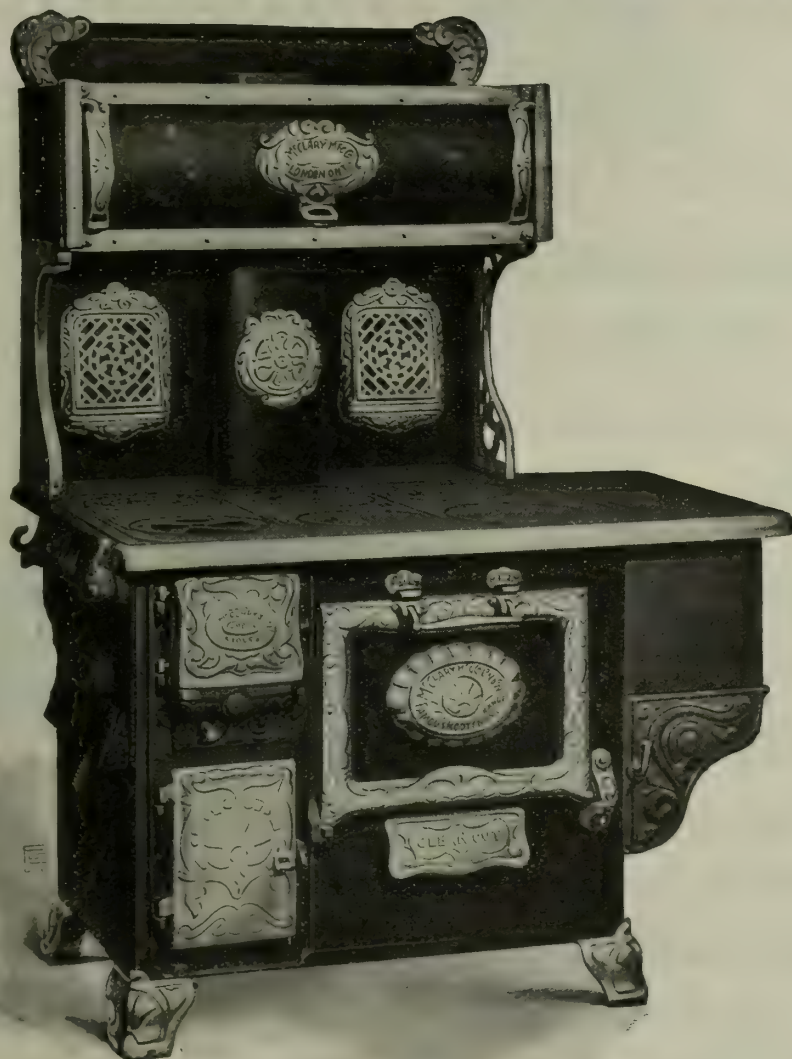
OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

McClary's Kootenay Steel Range



Selling Points:

Nickeled sheet steel ventilated oven.

Semi-steel durable fire-box linings and grates.

Patented detachable reservoir.

Duplex removable grates.

Burnished cooking top requires no blacking.

Direct draft damper controls fire perfectly.

Kootenay Ranges have always had an immense sale because of the housewife's appreciation of these foregoing desirable features.

For further information, write to nearest branch for Catalog and Price List.

LONDON, TORONTO,
VANCOUVER, ST. JOHN, N.B.,
HAMILTON

McClary's

MONTREAL, WINNIPEG,
CALGARY, SASKATOON,
EDMONTON

"McClary on Goods is a Quality Name."

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart
machines
turn easier,
cut faster
and cleaner and the knives stay
sharp longer than any others.
When dull they can be resharpened
to cut like new in a few minutes.



They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO



What's a Pump Without a Handle? As useful as a Lantern with an insecurely attached bail—out of commission when most wanted.

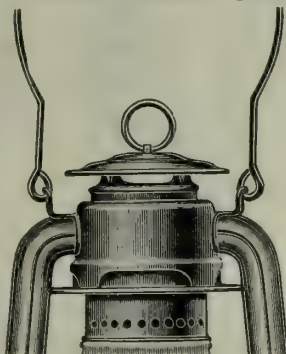
Let Us Show You

just **ONE** reason why our No. 4 Cold Blast Lantern is preferred by all discriminating buyers.

Wright's Patent Undetachable Wire Ear

We have patented this method of attaching the handle. The ears are **swedged** in close to the body of lantern. They **cannot** be loosened without **tearing** the lantern to pieces. Solder, which is indispensable for this purpose, is **not** used at all.

This means of attaching the ears does away with all openings in the tubes. Lanterns having openings in the tubes **flicker and jump** with every movement or draft. Try one and see. Then take one of our Lanterns, with **NO** openings, and give it the same test. The result will prove the truth of our contention.



E. T. WRIGHT & CO.
(H. G. WRIGHT)
WINNIPEG

:-:-:-:-:-
TORONTO

All Imitations are Infringements of Our Patent

Remember, there is only **ONE** Cold Blast Lantern made with perfect bail attachment—permanent wire ears and wind-proof tubes—and that is Wright's No. 4 Cold Blast for 1913.

Our Lanterns take the ordinary shape globe, which is sold all over the country. If a globe breaks accidentally—and that is the only way, with the exception of gross carelessness—it can be replaced locally without trouble to the user.

Do not place orders for your Lantern requirements until you see our reconstructed model for 1913, samples of which will be in all our travelers' hands shortly.

HAMILTON, CANADA
VANCOUVER

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

**ARE
YOU
ALIVE**

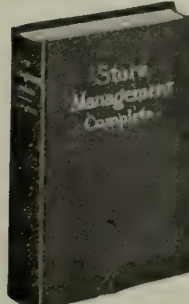
To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

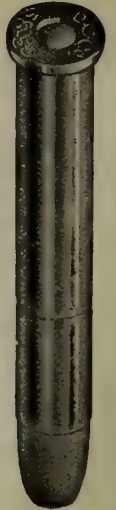
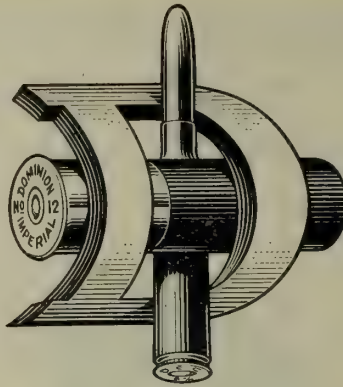
JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper



Dominion Metallic Cartridges

They are noted for their fine workmanship, sensitive primers, uniform velocity, and great killing power.

You will make no mistake when buying Dominion PROVED and IMPROVED Ammunition because every Cartridge is guaranteed. Cartridges for every Standard Make of fire-arm. For sale by all dealers

DOMINION CARTRIDGE COMPANY, LIMITED
MONTREAL, - CANADA

ANTI-DUST

**SWEEPING
POWDER**

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa,

Toronto,

Quebec,

Winnipeg

The Management of the Tool Department

Points Which Must Be Carefully Considered—Stock Should Be Gone Over Carefully and Regularly to Prevent Shortages—Tools Should Be Oiled and Polished Often—The Splendid System Adopted in Winnipeg Retail Store of J. H. Ashdown Hardware Co.

Keep well stocked in all lines.

Keep the goods in the best possible condition.

See that an ample share of advertising is provided.

These are three prime essentials in the management of the tool department. There is certainly no department of the hardware store which should be watched more carefully and pushed more energetically than that devoted to tools. The reasons will stand some explaining.

In the first place, the margin of profit is a good one. In the second place, a good connection in the tool trade assures an equally satisfactory connection for trade in all other lines. The mechanic is most particular about the tools he uses and, if he can be satisfied at one store, he will transfer to that store all his custom in other hardware lines.

To revert to the three rules with which this article began, it may be stated that they were laid down by an Ontario hardware man who has specialized on tools. He finds that it is necessary to live up to all three most rigidly in order to keep up his reputation for good service and thus maintain the splendid connection he has built up.

Keeping Well Stocked.

In view of the wide variety of tools carried in an up-to-date store, it is very

necessary that the stock should be closely watched. Some dealers who have adopted the "want book" system, find that it enables them to keep their tools well sorted up. This system works automatically. When a salesman has occasion to look over a certain line or to sell an article and he finds that the stock is getting low, he is supposed to enter the fact in the stock book so that the buyer can order a fresh supply. It frequently happens, however, that salesmen, when in a hurry, will neglect to note down shortages.

For this reason, some dealers have adopted a more positive system. A stock clerk is appointed to go through the stock at regular intervals and note what is needed. In the tool department it is necessary for the stock clerk to make his inspections at least once a week. If the store is a big one and a heavy stock is carried, it will be necessary for the inspections to be made more often.

In Good Condition.

It is equally necessary that the stock should be kept in apple pie order. As stated above, the mechanic is very particular about the tools he buys. A society woman buying a new hat is not a whit more exacting than the carpenter inspecting a saw. A speck of rust or a scratch will often spoil a sale.

And on top of this fact, it must be stated that it is extremely difficult to keep tools in the very best of condition. Exposure to air and dust soon shows its effect. Constantly bringing out articles for inspection is sure to result in a certain depreciation in appearance, if not in quality. This can only be guarded against by very careful handling and by frequently oiling and polishing the stock. A certain time spent at this task each day by the junior members of the staff will result in keeping the tools spick and span.

The Necessity for Publicity.

The third consideration is the need for adequate publicity. With many hardware men, tools rank as staples and they do not perceive the necessity of advertising them or featuring them up in window displays. "If a man needs a tool he will come and buy it," is their mental reflection. The trouble is that he may not of his own accord come to see that he wants a new saw or brace and bit for a long time. A window display or a good ad. in the daily paper brings forcibly home to him the fact that the old saw has become dulled and shaky and incapable of good work.

Tools should occupy the store windows often. To the merchant who has never seen the necessity for featuring tools, it will be indeed a surprise to



A tool window trimmed by J. Gourdeau, for J. H. Ashdown Hardware Co., Winnipeg.

learn the interest that a tool display will create.

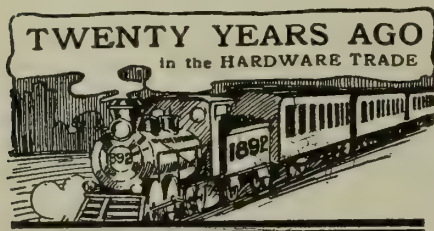
A Good System.

A good, all around system is that adopted by the retail branch of the J. H. Ashdown Hardware Co. at Winnipeg.

A clerk goes through the stock twice a week, ascertaining the number in stock of each article. It has been found that Mondays and Thursdays are the best days for this purpose. Thus the stock is kept complete.

One window display of tools is put in each week, Friday being the day selected for this purpose. On the previous day, the manager of the department makes a list of what he wants shown and hands this over to the junior clerk. The clerk then gathers the articles together and has them ready for the window trimmer next morning.

When the display is dismantled and the goods removed from the window, the clerk cleans each article carefully with 3-in-1 oil, so as to remove all rust or discoloration. In this way, the goods are returned to stock in perfect condition.



The following items were taken from the files of Hardware and Metal of January 28, 1893."

"The Montreal Early closing Association held a special meeting the other afternoon to put the last touch to the organization of the movement in favor of the bill for the early closing of all stores."

Editor's Note.—It may truly be said that the early closing movement progresses very slowly. In the large cities, conditions are just about as bad to-day as they ever were.

* * *

"The Canada Gazette contains notice of application of incorporation for the 'Safety Barb Wire Co.' of New Toronto, York County. One of the principal promoters is A. A. Beers, Toronto."

Patience may be a virtue, or it may be simply laziness.

The men who try to do something and fail are infinitely better than those who try to do nothing and succeed.

A Review of the Christmas Trade

Business Was Far in Excess of Previous Year—Many Retail Firms Tell of Their Experience During Recent Season—Methods Adopted to Increase the Amount of Business Done.

Experience is the most thorough of teachers. It is by looking back over experiences in the past that a man secures the most valuable ideas and pointers for the regulation of his affairs in the future. Thus, although Christmas is long since past and nearly forgotten, it will not be amiss to consider some phases of the holiday trade during 1912.

In order to secure information with reference to the methods adopted and the results obtained by the trade at large, Hardware and Metal has canvassed a number of prominent hardwaremen. The questions asked with reference to Christmas trade were in each case as follows:

How did you find your Christmas trade?

What method do you consider best to adopt in order to increase Xmas trade?

What system of advertising do you find most profitable?

The information obtained showed conclusively that the season was one of exceptional activity. Despite the fact that the weather was distinctly and consistently unfavorable, the amount of business done was very large. It is also quite apparent from the replies received that this increase in business was due very largely to the improved methods adopted by dealers in handling the Christmas trade. Following are some of the opinions secured:

W. F. Macpherson, Prescott: "Christmas trade with me has exceeded any previous year, the month of December being over 25 per cent. in advance of the corresponding month last year. I always use considerable newspaper space and show attractive window displays of electrical appliances and reading lamps, brass goods, etc., to attract attention."

Watts and Bates, St. Catharines:—"The Christmas trade was good in all lines. The method we adopted was to advertise in the local papers and to quote prices on all lines suitable for Christmas trade."

G. E. Potter, Berlin:—"Christmas trade was good, extra good. 'Push' is the best method to adopt to increase trade and as for advertising, use the local papers and always give a square deal."

H. H. Otton & Son, Barrie:—"Holiday trade was excellent. We handled a selection of goods suitable to the hard-

ware business and in keeping with the gift-giving spirit. We always use newspaper advertising and send out circulars."

A. Spratt & Sons, Inglewood, Ont.:—"The best method to adopt is to make all preparations early for the holiday business. The best system of advertising is to give satisfaction in parcels."

Carter Bros., Picton:—"We enjoyed a splendid Christmas trade. We decorate our store every Christmas with evergreens, holly and maple leaves and they give it a very pretty and Christmassy effect. This well repays for the labor and expense expended on it. We consider the best method to secure Christmas trade is to advertise, advertise, advertise; and we find newspaper advertising the most profitable."

Bond Hardware Co., Guelph:—"The Christmas trade was the best in our history. Our big Christmas lines are silverware, cutlery, tableware, sporting goods and all other lines found in first-class hardware stores. Good window dressing, advertising and plenty of goods are helps to increasing the trade. Newspaper advertising is good and we have also particularly fine windows for display work."

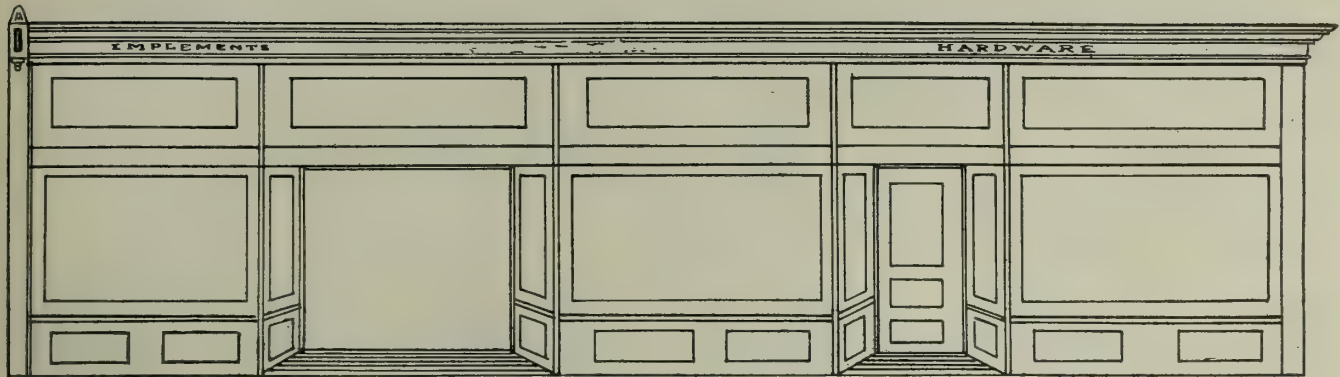
SEPARATION OF ORES.

The magnetic method of separating ores has proved a great boon to the metal industry, but until recently its application was limited, as it could not be availed of in the handling of ores which have no magnetic properties. More recently, however, according to the Scientific American, an electrostatic separator has been developed by which conducting particles may be separated from non-conductors or poor conductors. The finely pulverized material is passed over a metallic roll, charged to a high tension, and the material is further treated to a stream of ionized air. The particles showing the greatest conductivity are repelled immediately, those showing less conductivity are thrown on a moment later, while the poorest conductors cling to the roll and have to be brushed off. In this way it is possible to separate the particles according to their relative conductivity into several different pockets.

If you sit down and wait for the call of opportunity you are liable to get an awful earache. Knock and open the door at the same time.

Constructive Criticism of these Plans Wanted

Western Hardwareman, Who is Intending to Build Store in Spring, Sends Proposed Plans to Hardware and Metal, and Requests That Suggestions be Secured from Other Members of the Trade. Have you any to offer?



Plan of store front for new Western store.

The accompanying plans were sent to Hardware and Metal by a Manitoba hardwareman. It is his intention to put up a hardware and implement store in the spring and he has prepared the plans as shown. He is anxious to secure opinions and suggestions from other hardwaremen and for that purpose has asked that the plans be published.

A brief description will first be necessary. The plans call for one store with shelving dividing off the hardware from the implement section. The shelving runs four and a half feet above the level of the counter. A width of one

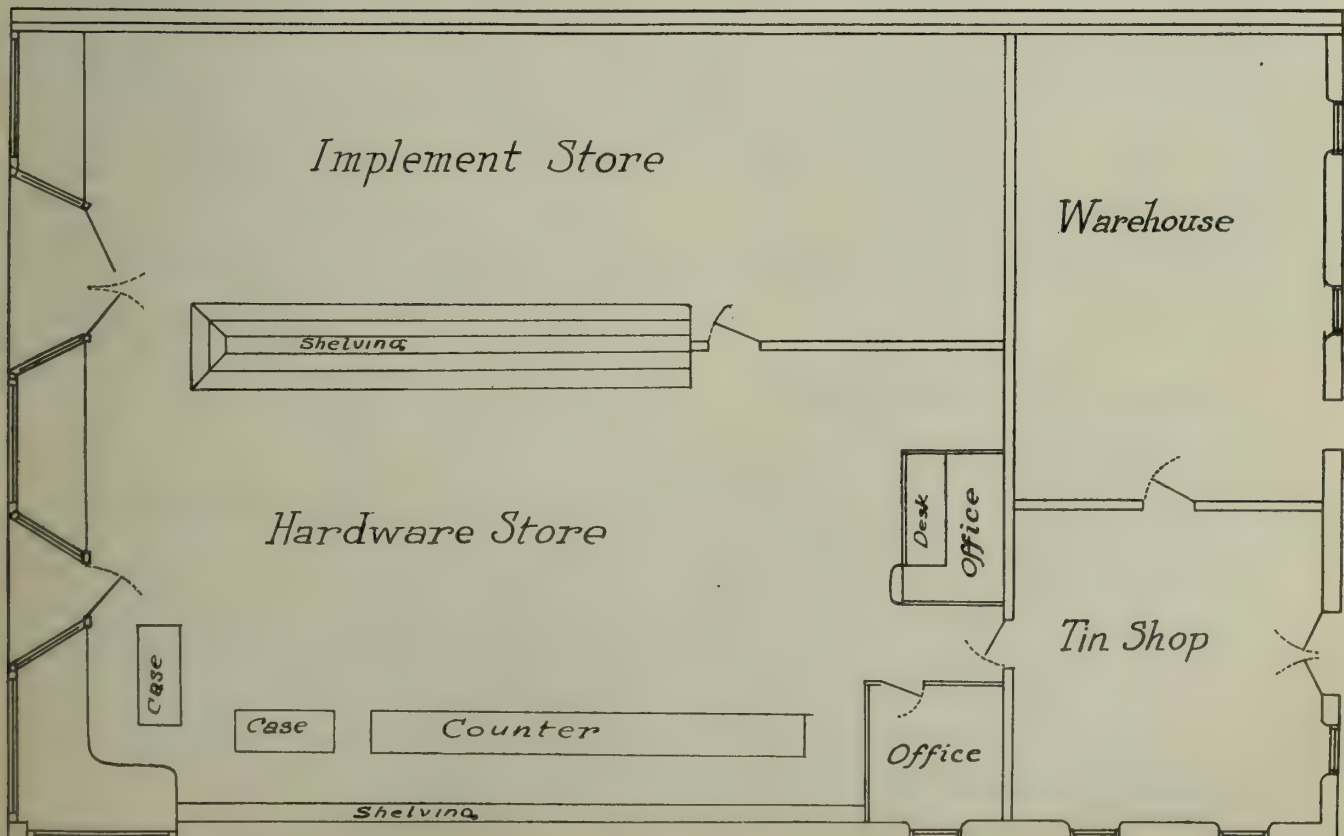
foot is shown at the top of the shelving and there is an extension of one foot on either side until the ledge of the counter is reached. For the rest, the plans of the ground floor are self explanatory.

An idea of the proposed store front is also given. To the right is the hardware section with two show windows of large size. The implement section will have one window and a door of double width.

According to the plans, there will be splendid facilities for admitting light into the store.

Hardwaremen are requested to look these plans over carefully and, if they have any criticisms or suggestions to offer, to send them in to the editor.

The plan of the ground floor is not as complete as could be desired for purposes of constructive criticism. There is no indication, for instance, of the use to be made of the space in the centre of the hardware section. There is a wide space here which could be used for tables displaying household goods and small ware, or for stoves and heavier goods, such as refrigerators and cream separators.



Suggested arrangement of interior of hardware and implement store.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, January 24, 1913

CONDITIONS ARE SOUND.

Reports from all sources indicate that business is remarkably good for this season. The optimistic opinions so freely expressed at the first of the year have so far been amply borne out. Trade is recovering from the almost comatose state which sets in at the close of the Christmas rush and which generally continues until after stock taking. Travelers have started out again and are finding no difficulty in getting retailers to place orders of substantial and promising proportions.

This condition is indeed encouraging. The weather has been so unseasonable in most parts of the country that an unfavorable effect on trade might very well have been expected. The slackness noted in the sale of some winter lines, however, does not seem to be exerting any effect on ordering for Spring trade.

In the manufacturing and wholesale ends, there is every evidence of extreme activity. Preparations for a big year are going on apace.



IMPORTANT METAL DEVELOPMENTS.

As the possible forerunner of changes in iron and steel prices, much interest attaches at the present time to developments in the pig iron markets of the United States. Southern iron has declined rather sharply. A significant feature is the offering of Cleveland foundry iron at Pittsburg at 50 cents below valley parity, which is declared to be unprecedented. Students of metal statistics are laying stress on the fact that any distinct upward or downward trend in pig iron has been first felt in southern iron; and further, that marked developments in steel have followed changes in pig iron. They offer the saving clause, however, that while important price developments have invariably been forecast in this way, it has frequently occurred that southern iron has risen or declined without general pig iron prices following suit, and there have been developments in pig iron without

steel responding to any marked degree. It is thus quite possible that the developments noted at the present time may prove temporary or local and need not necessarily be accepted as forerunners of a bearish market. This view is accepted very generally, as the present strength of the steel market is based upon the firm foundation of heavy orders placed at high figures, backed up by the fact that the visible supply is small compared with the proven demand.

It is regarded as assured that prices will remain high in Canada. There is a remarkable demand in this country and large requirements have been specified. Complete confidence is expressed in the prospects of continued firmness.



FAIR PLAY FOR THE MERCHANTS.

In the course of an address before the Peterboro Ad Club, the statement was made that few retail merchants have any idea of how to properly conduct their business. It was pointed out that a hod carrier had to learn how to perform his duties, but that anyone could start in business without taking the precaution of learning anything about it in advance.

There is, of course, a measure of truth in this as applied to individual cases, but we take issue with the statement that few merchants possess the necessary qualifications to manage a retail business properly. There is too much of a tendency nowadays to hold the retail merchant up to scorn, to belittle his methods and magnify his shortcomings. That criticism within bounds is helpful, no one will deny, but it is too often carried to the point where it becomes unfair and highly irritating.

No man can succeed in business without qualifications of a very high order. We state that fact at the outset without fear of contradiction. A retailer must possess to some degree at least the qualities which make good buyers and good salesmen. He must know how to finance a business, often being called upon to do so under difficult circumstances. He must know something of bookkeeping, of the elements of advertising and display. Above all, he must be able to handle men and show infinite capacity for hard work. A successful merchant must measure up to this standard in every respect.

It is true that some men start in business without any previous experience; but unless they have an abundance of shrewd common sense and capacity for rapid adaptation, they fail utterly and inevitably.

It is not an easy matter to succeed in the retail business nowadays. It is a fight against heavy odds and the merchant who succeeds is deserving of every credit. He has demonstrated his qualifications.



THE REAL OPPOSITION TO PARCELS POST.

Parliamentary advocates of Parcels Post are laboring under a misapprehension on the score of the nature of the opposition to that measure. In the recent debate at Ottawa, the statement was made by the former Postmaster General that on the former occasion when he had personally introduced the measure, his department had been flooded by petitions against it, which had been inspired by the express companies. If the legislators at Ottawa are allowed to retain the impression that the opposition of the retail merchants is not genuine, that it is not induced by the knowledge that the passing of the measure would be a detriment to trade, hasty and ill-judged action

may be the result. The storm of protest aroused on the occasion that the Hon. Mr. Lemieux refers to, was a genuine expression of the strong disapproval of the mercantile body, not a perfunctory response to the campaign of interested corporations.



AIM FOR BETTER RESULTS.

If men had been content in past generations to allow things to remain as they found them, we would still be little advanced above the savage. It has been the striving for greater things, both by the individual and the world at large that has brought us to the present state of civilization.

In the same way it is the man who is not satisfied to allow business to remain at the same point that makes the greater success. An aim to achieve something better is a commendable quality in every man.

However, it is also well that a person learn to tell the difference between ambition and discontent. The germs of each are somewhat akin, although one is commendable while the other is decidedly not. To aim honestly for something better is ambition, while to be unduly dissatisfied with present conditions and surroundings, is discontent.

Take for instance your own business. Aim to increase sales over previous records, to gather into the fold a greater number of customers, to make a larger total profit, and to generally extend your business. Aim for greater results. That is ambition.



POINTED EDITORIALS.

Time to be thinking about spring trade.

* * *

Temperature got a degree or two below freezing point this week. This Arctic tendency is causing much discomfort.

* * *

As predicted, business is going along with a rush, assisted materially by the momentum supplied by last year's large degree of prosperity.

* * *

An English big game hunter has killed no fewer than 447 bull elephants himself. This does not jibe with the idea that the supply of ivory was being used up rapidly. The elephant is still very much in evidence.

* * *

The clock should be regarded as a means of indicating the speed with which the time for making up a big day's sales is passing; not a means of finding out how much longer one must work before quitting time.

* * *

If the definition given of a pessimist—one who has lived with an optimist—is near the truth, there should be plenty of pessimists in training at the present time in the hardware trade. For certainly the trade is just chockfull of optimism.

* * *

Legislators at Ottawa should not allow themselves to think that retail merchants are not genuinely opposed to Parcels Post. If the members would take the trouble of canvassing the merchants in their constituencies, they would soon learn the truth.

Momentous Question Pending!

RETAIL hardwaremen have felt the opposition of departmental stores and mail order houses very keenly in the United States. Buying in heavy bulk, the mail order houses have been able to secure lower prices from manufacturers than the retailer could secure, with the result that they have been under-selling the local dealer.

The situation has become so acute that recently a joint meeting of jobbers and retailers was held at Chicago to discuss ways and means of meeting it. Reports of this conference have not been as complete as they might have been, but it is apparent that all present agreed that the time had come to strike for protection against the catalogue houses. The outcome of the meeting was the passing of the following resolution:

That we assume, as distributors, wholesale and retail, that the prices made by catalog and mail order houses are those at which manufacturers are willing that their goods are to be sold to the consumer, and that we feel that it is only just and proper that those who distribute to the consumer for the manufacturer shall be remunerated for the service rendered.

This resolution will be submitted to the manufacturers with the idea of reaching an understanding on this much mooted point, by which the retailer will be able to meet the catalogue house price.

The conditions which have created this situation are due to the great development of the mail order business in the United States. In no other country is the ground so thoroughly covered or the mail order system so complete. Now that Parcels Post has been put into effect, the danger becomes more pressing.

So acute has the situation been that, for the past year, a stirring controversy has been waged, as to the best methods of improving means of distribution. Out of the clash of argument has come a pretty general understanding that the established method of distribution, manufacturer to wholesaler to retailer, is the logical and necessary one, and attention has now been turned to getting a price arrangement which will put the retailer on even terms with the mail order house without disturbing necessary methods of distribution.

It is a big problem and there are huge obstacles in the way. The matter has been taken up with a spirit which promises results.

Making Retail Advertising Profitable

Some Points Which Must be Followed Out—Quoting of Individual Prices is Better Than Giving a Range of Prices—Honest Advertising in the Strictest Sense of the Word, is the Only Kind That Pays—Some Reasons Why Advertising Has Become Necessary.

The subject of advertising is being taken up by a large number of retail hardware merchants in a much more enthusiastic manner than ever before. Competition is becoming very keen in many places and the aggressiveness of the mail order houses is also causing the merchant to plan and study how he may compete with the many up-to-date firms that are met on every hand.

In the olden days advertising was considered unnecessary to many hardware dealers and their main idea was to get their store located where the largest number of people passed by. They were not disturbed by the methods of the mail order and catalogue houses then. Business was run in a much more easy going manner than it is to-day. Times has changed methods. Instead of waiting for customers to pass the door of their place of business, the mail order houses, by their system of advertising through newspapers, catalogues and letters go through the door of the prospective customer's home, and in this manner they place their wares before the public. It is not necessary for us to attempt to estimate the enormous amount of business that is obtained by the mail order houses by this method. The same applies to the manufacturer. He may locate his plant in a country that has never been visited by a large percentage of his customers; his plant is seldom seen by people that are interested in his wares; but by judicious use of his trade journal, he can place his plant, his wares, and his methods of doing business before thousands of prospects that are interested in the line of goods that he manufactures. If a manufacturer produces a new line of goods he can place that line before thousands of dealers within a week by the use of his trade journal.

The same rule applies to the retailer who can inform his customers in the same manner through the use of the newspapers. A large number of the retailers are realizing that methods along this line must be used to draw trade and that the public will go to the place that is advertising.

Advertising in the past has been much abused by certain classes, usually medicine or specialty firms. This has resulted in much harm being done. Honest advertising is the only kind that will pay, and a merchant is much better off, if he does not advertise and gives satisfaction, than if he advertises and does

not do so with the intention of giving the public a square deal. The hardware business has escaped dishonest advertising, perhaps more than any other line of business and the public will usually put confidence in the advertisement of a hardware dealer.

It is quite true that many dealers have used space in the daily or weekly papers and the returns they received were small or hard to estimate. In many cases it has been the fault of the merchant in not placing his proposition before the public in the proper manner. Advertising, if properly applied, will create a mental picture of the article in the prospective buyer's mind and if the

article is one of merit, at a reasonable price, there is invariably a desire to buy.

Goods should not be misrepresented in advertising as a customer who is disappointed or offended by misrepresentation will not place confidence in the ads. of that merchant, thereafter. On the other hand if a customer is pleased with an article that he has purchased as a result of advertising, he will generally become a regular reader of the firm's ad. and will very often make a trip to the firm's store to get goods that have been drawn to his attention in this manner.

A false idea with many dealers is that goods must always be offered at ridiculously low prices when advertised. This is not correct. The proper idea is to acquaint the public with the fact that you have the goods and to show them in their proper light. People are often under the impression that many articles are much more costly than is really the case and they are ready buyers if the goods and the prices are drawn to their attention.

The catalogue houses and many of the large retail hardware firms are specializing in their ads. They take each individual article and give a full description with the price of each, rather than the system of stating that they have a range of a certain article at prices that vary. For instance if a dealer advertises that he has a fully guaranteed axe, handled and well finished that he will sell for 98c., he will create a greater impression on the mind of the reader of his ad. than if he merely states that he has a range of handled axes from 75c. to \$1.25. By quoting individual prices the direct results are easily traced. It often occurs that a customer will come in for the 98c. axe but will go out with a higher priced one or some other lines of goods.



A CHRISTMAS ADVERTISEMENT.

We have reproduced an advertisement of J. B. Skelton, Palmerston, Ont. This ad. was used to draw Christmas trade and no doubt produced results. The ideas of the ad. writer are well portrayed and the use of illustrations undoubtedly resulted in drawing attention to the ad. and creating an impression.

(Continued on page 35.)

Christmas

Sensible Gifts for Sensible People

IN these times of high cost of living it is the height of extravagance to give your friends and relatives trashy presents which they will forget all about inside of a week after receiving them. Why not give them an article which they will appreciate for years. The following are a few of acceptable gifts which we have marked at the very lowest price:



Carpet Sweepers
Are a necessity. Your carpets and rugs will last much longer if you use one instead of a broom, from \$2.75 to \$5.50



COOKING POT WITH LAMPS, COOKS
A nice piece of Graniteware for mother or sister.



Carving Sets from 1.25 to \$6.00



Cut Glass is always a very acceptable Gift.



SKATES
are the proper thing for a Christmas present. You have to buy them anyway. We have them from 25c. to \$5.00



TEA POTS
White Metal with good nickel finish at 1.65, 2.25, 2.50

See our Rayo Hanging lamps, all brass, given an excellent light.
Table lamps nickled. Table lamps brass

POCKET KNIVES
for father, brother, sister or girl friend from 6c. to \$1.00



What tickles a boy more than a Hockey Stick. We have them from 5c. up to 65c



65c

J. B. SKELTON
HARDWARE, - PALMERSTON.

Letters from Hardware and Metal Readers

MORE ABOUT CO-OPERATIVE BUYING.

Editor, Hardware and Metal:

Dear Editor:—

I note with interest that a friend from Manitoba in the hardware business has written regarding the troubles of the retail dealer. As I wrote the first letter, I desire space for this communication. Candidly speaking, retail dealers in general are "up against it." They have the mail order houses butting in with their catalogues, gathering trade from the four corners of the earth. The loss of the business would not be so bad but the mail order house sets the price and the only way to compete is to sell at their prices. Now the department store people have the combined profit of the wholesaler and the retailer to work on and, with their broad fields for operation, it is no wonder that we see them build up such powerful corporations in a few years' time, while the retailer who helps to build up the villages and towns, is only making a living and paying taxes.

We all know that in the past, goods passed from manufacturer to wholesaler to retailer and then to the consumer. Things went alright in times past but it is a new problem now to figure out how the wholesaler and retailer are going to get around the mail order and department store people. Why even now some of the manufacturers are selling direct to consumer. A certain fencing firm are selling direct to the farmer at the same price as we can buy from them. We used to do about \$10,000 dollars worth of business in fences and wire annually, but to-day we don't touch it at all. It is the same with reference to blacksmith trade. One sees very little bar iron or horse shoes in the ordinary hardware store to-day. The loss of these lines counts in the course of a year's business.

When I mentioned combined buying, I did not mean anything along the lines of the Patron of Industry. I think it unfair of the esteemed editor to compare us to that movement. I did not intend to suggest anything secret with a fee of about 50 cents per month or to mix into one hundred and one things, even into politics. The main reason that co-operative concerns fail is that any business that is everybody's business is nobody's business.

Now, I don't want anyone to think I am waging war against the wholesale

people. The retail dealer must have some source of supply. But I claim it is possible for some plan to be worked out whereby the cost of obtaining that supply could be reduced so that the retail people could sell as cheaply as the departmental houses.

This is a problem for both the wholesaler and retailer. Now, I claim that the main cost of a wholesale house is, first, that they have to maintain a very prominent location, which in Toronto, Montreal and other large places, costs a mint of money. They have, secondly, a large staff of travelers and this alone runs expenses up very high when it is considered that dozens of houses each have their own staffs of travelers covering the same grounds. Now, stop a minute here. Who pays the bill? The retailer, who in turn tries to pass it on to the public. Will the public stand for it? Not if the department store and mail order house can get around it.

It looks to me as though the wholesale people will have to go into the retail and do business on one profit or the retailer will have to go into the wholesale and do the business on one profit.

If, say, the retailers had one supply house located where it would be most convenient in the different points throughout the Dominion and thus avoided the necessity of having to pay for so many travelers covering the same ground and kindred expenses, it seems to me we might be in shape to supply goods as cheaply as the mail order houses.

The writer has been in the retail business for ten years. In any place where I have had stores, I have had as good a business as any other store in the place. I want to say right here that, had I depended on just store business alone, I would have died with broken heart long ago. I have always kept good help, have bought as closely and carefully as possible and yet I can't see very much business in store-keeping. I have not met many men who have ever made very much out of store business of late. As for me, it is only a side line. I have at present, two stores doing as good a business as any I know of. After paying help, insurance and allowing interest on the investment, I find I can make more money out of about one-tenth of the time spent in my real estate and lumber deals than in the nine-tenths spent in the store.

We have some of the very best men in the land in the retail business and if we get together we can soon bring the retail business on a level, as far as prices are concerned, with any of the department stores or mail order houses. An investment of a few hundred dollars by each of the retail dealers of Canada would put in shape a set of supply houses that would meet all the trade, with prices that would enable them to get all the business in their own sections.

Yours very truly,

Subscriber.



CHRISTMAS ADVERTISEMENT.

(Continued from page 34.)

A few points in the ad. may be criticized. The item regarding cut glass, for instance, is rather indefinite. The ad. states merely that cut glass is acceptable; it does not convey any idea as to the extent or variety of the stock. It would have been better to have named a few of the articles of cut glass carried and a few prices could also have been quoted.

The printer is at fault in setting up the ad. The cuts could have been arranged to better advantage, and the use of too many styles of type is not to be commended. The border surrounding the ad. has a poor appearance on account of being pieced and sundry styles of border used. In fact, the printer has marred the effect of what would otherwise have been an extremely creditable advertisement.



A CORRECTION.

In our issue of December 14 the advertisement of Evered & Co., of Surrey Works, Smethwick, Birmingham, England, manufacturers of builders', cabinetmakers' and furnishers' brass foundry and bedsteads, etc., contained a printer's error. The advertisement read "bronzed" brass and copper tubes, etc. This, of course, should have read "brazed" brass and copper tubes.

Messrs. Evered have recently appointed Roland Hartridge, late of McKelvie & Stirrett, of Calgary, as their agent from Calgary west to the coast.

The Household Goods Department

Making Household Department Pay

The Location of the Department is an Important Point—Goods Should be Kept Where They Can be Handled Conveniently by Customers—The Value of Personal Contact—Example Might be Taken From Apartment Houses.

Conditions in the hardware trade are steadily changing. Those who have been in the hardware business for the past fifteen or twenty years will tell you that they note a vast difference in the variety of goods that is now carried in hardware stores and the stock that was sold in former years. A large number of stores are now selling goods that were practically unknown as far as the hardware trade was concerned and the sale of woodenware, bath room fixtures, dust mops, silverware, electrical appliances and many lines of household specialties were unthought of by many of the good hardwares a few years ago. By studying their trade papers many successful merchants have learned that household

specialties are occupying a very prominent place in many of our large and up-to-date hardware stores. They also become acquainted with the new goods that are being introduced and the methods and experiences of other hardware dealers in selling new lines of goods.

Manufacturers of household goods are realizing the large field for their goods in the hardware trade and are constantly advertising them and bringing them to the attention of hardware buyers. In looking at a new line or idea, the successful merchant looks at the idea to see if he can use it rather than to see if he can get along without it. He also studies local conditions and imparts knowledge to his salesmen that will assist them in

becoming better acquainted with the trade in their locality and their requirements.

A few minutes' time given to the perusal of a mail order catalogue will reveal the fact that in the hardware section the space given to what might be called household goods is usually much larger than the space devoted to what is commonly called hardware. This goes to show that they must find a large sale for this class of goods or they would not devote so much space and attention in bringing them so prominently before the public.

A visit to the large departmental stores will also reveal the fact that a large space is given to household goods in the hardware department. Another fact that may be noticed is that household goods are always placed in a prominent location and are so arranged that they may be examined and handled by customers. Great care is also taken to have the goods clean and attractive and



Household goods department in store of Turnbull & Cutcliffe, Brantford.

in the majority of cases price tickets marked in large plain figures are placed on the goods.

Opinions differ among hardware men regarding the advisability of pricing lines of goods in plain figures, but when it comes down to every-day household goods for the home, in which almost everyone is interested, there should not be a great variance of opinion on the subject.

The introduction of household goods by the hardware dealers is causing a large amount of thought as to the best method in which to display the goods.

Keep the Stock Bright.

One of the most important points in connection with household goods is that they should be kept free from dust and dirt, and present a clean, bright appearance when shown to a customer. The customer who enters a store is always much more favorably impressed if confronted with a clean, bright stock of goods than if the goods present a dull or disorderly appearance. A good housewife always takes pride in clean utensils for use in the home and will always manifest a keen interest in a line of attractive and bright-looking utensils.

Another point, and one that is enforced by departmental stores, is that household goods should be within the reach of customers as much as possible. A customer will often hesitate about asking to see, or price an article if the salesman has to use a ladder or apparently go to any trouble in order to get the article from a high shelf or some other awkward position.

Household goods should also be placed in a prominent part of the store where the clerks can draw the attention of customers to these lines. Personal contact can be used to a great extent in selling household specialties and salesmen can often make a large number of extra sales by using a little judgment and showing certain lines to customers who, they think, will be interested. An instance was quoted a short time ago where the clerks in an Ontario hardware store sold 6 dozen chemical dusters in a very short time by simply showing them and explaining their uses, to lady customers who entered the store for other goods. The value of personal contact cannot be judged by the number of direct sales as a large number of sales are made weeks and even months after the article has been shown to a prospective customer.

Getting the Farm Trade.

The town and city trade in household goods is very large, but in endeavoring to secure this class of trade the hardware merchant must not overlook the large amount of business that may be

done with the farm trade. The farmers wife to-day is looking for all the latest labor-saving devices, and useful utensils that are produced and prove satisfactory. They are good buyers when the goods are brought to their attention.

Where special counters or display stands are not available the dealer can use tables to advantage in showing many lines of household goods. A table of specialties, selling from 5c to 25c will bring wonderful results if displayed attractively. Although the sales are small, the percentage of profit is large and the amount of goods sold from a counter or table of this kind would be really surprising if totalled up at the end of each month.

The illustration here shown is the Household Goods Department in the store of Turnbull & Cutcliffe, Brantford, Ont. The firm realized the importance of this department a number of years ago and fitted up the whole of the floor above the main store for this purpose. The goods are arranged so that they can be easily seen and examined by customers and this is always appreciated by them.

It is a good plan to have all the household goods in one department as there is no confusion in showing various lines and customers will often notice goods they are in need of that might otherwise be forgotten or unnoticed.

The household goods department if properly arranged, and attractive in appearance, will draw many ladies to the store and they are good buyers if the proper goods are shown. A large number of dealers have taken up this profitable line and a great many more would also find it a paying proposition if entered into with enthusiasm.

Catalogues

and

Booklets

Tinplate and Metal.

The Welsh Tinplate and Metal Stamping Co., of Llanelly, Wales, have issued their 1913 catalogue. The catalogue consists of 175 pages and is well gotten up. All illustrations are made from actual photographs of the goods. The illustrations of enamelledware in part two are in colors and alongside the illustrations are stated the colors in which the goods are made. The catalogue is printed in four languages; English, French German and Spanish. Every

article shown in the catalogue is made on the company's premises. A copious index is given at the beginning and some useful comparative tables at the end of the book. A special Sectional Catalogue is also gotten up for Canadian trade in which prices are quoted in Canadian currency.

Saws and Trowels.

George H. Bishop & Co., Lawrenceburgh, Ind., have just issued their No. 5 catalogue, of hand saws, pruning saws, cross-cut saws, butcher saws, trowels, cane knives, scrapers, and kindred goods. The catalogue is well gotten up and consists of 127 pages. Half-tone illustrations of all the goods they manufacture are shown.

Hack Saw Blades.

The West Harem Mfg. Co., New Haven, Conn., have issued a new catalogue showing their full line of Universal hack saw blades, frames and machines, hardware specialties, etc.

Dominion Iron & Steel Co.'s New Catalogue.

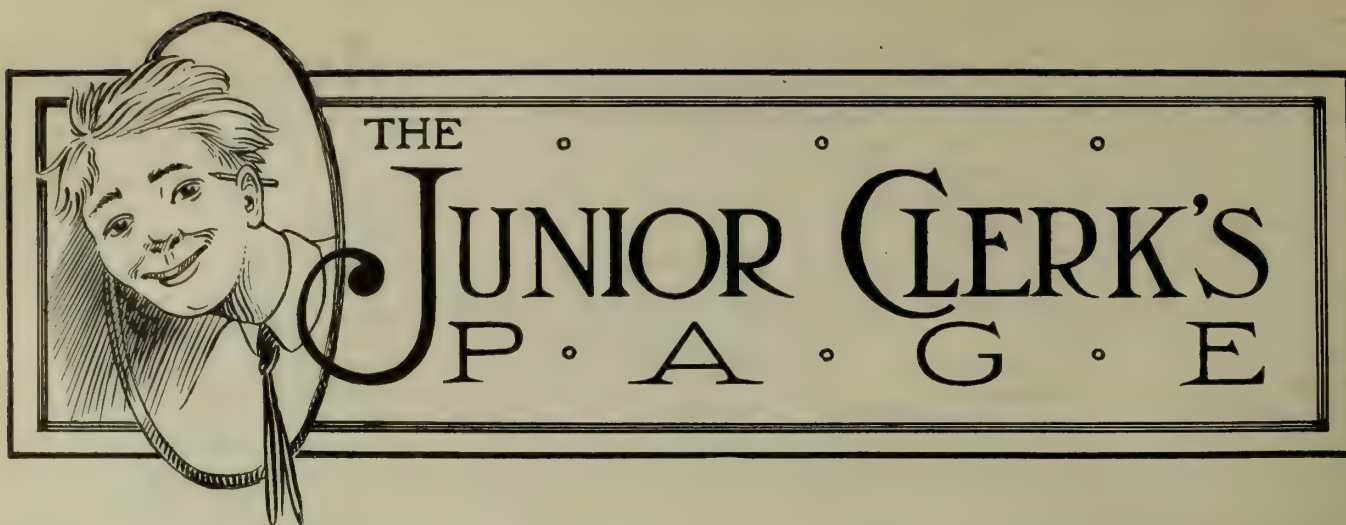
The Dominion Iron & Steel Co., of Sydney, N.S., and Montreal, Que., have issued a new catalogue of their Domsteel Wire Products. The company have just completed a very modern wire and nail mill and are operating their own ore and coal mines, coke ovens, blast furnaces, steel plant, bullet mills and rod mills and are enabled to produce steel specially adapted for the manufacture of wire products. Half-tone illustrations of their wire products are shown and in addition tables showing approximate weights, lengths, quantities, etc., and advances over base prices are given.

Motor Necessities.

Emil Grossman Company, 250 W. 54th St., New York, have issued their 1913 catalogue of motor necessities in which they illustrate and describe their lines of spark plugs, wrenches, ignition wire, battery connectors, terminals, bumpers, Sirens, tire chimes, mirrors, etc.

Ontario Lantern and Lamp.

A very attractive and complete catalogue of Banner Specialties has been issued by the Ontario Lantern and Lamp Co., Hamilton, Ont. The catalog, which was compiled by James W. Moncour, sales manager of the company, is well gotten up and half tone illustrations of the many lines they manufacture are shown. Part 1 in the catalogue illustrates and describes lanterns and lamps. Part 2 is devoted to Banner globes, and part 3 burners, etc. On the back pages are shown list numbers of the goods with quantities in standard packages, weights, measurements, etc. A telegraphic code is also shown.



The Study of Faces and Human Nature

The Junior Clerk Gives a Dissertation on the Qualifications of a Real Salesman—He Must Be Ready to "Size Up" a Customer and Mentally Classify Him Under Several Heads—Mistakes Can Be Avoided and Results Obtained in This Way.

Ye editor made a statement in a recent issue which I have been pondering over quite a little since. A good salesman is a judge of faces, he said—or words to that effect.

And it is quite right. When a salesman sees a new customer enter the store, he mentally sizes that customer up, classifies him and decides just what tack must be taken to get the most out of him with satisfaction all around. I am speaking of real salesmen in this connection. The counter custodian—the chap with one eye on the boss and the other on the clock—probably does not feel any mental stimulation when a new customer comes in. All customers look alike to him.

My own scheme is to classify each customer under a number of heads. First off, decide whether he is "conversational" or not. If a fat man, with wrinkles around his eyes and a loud voice comes in, I have no hesitation whatever in getting off some references to the weather or to the baseball standing, or on occasions I'll even spring a funny story. But if the man I am waiting on has wrinkles between his eyes and a droop to the corners of his mouth, I stick right to business. It is bad for business to try to converse with a customer who is either burdened with a frown or is naturally taciturn.

The next division is "cheap" or "quality"; in other words, if I should talk the cheapness of the price or the quality of the goods. This is sometimes hard to decide. The clothes have something to do with it. A well-dressed man is less likely to consider the price than the shoddy, down-at-heels specimen. Still, you never can tell. I've waited on farmers who looked like dilapidated Robinson Crusoes, but who bought the best goods in the store and

paid down cold, hard cash for them; and on the other hand, I've had men with immaculate line and diamond stick pins haggle over a five cent difference in price. Generally speaking, I count a man with sharp features and small eyes to be a close buyer. A present saving looks bigger to him than the certainty of longer and better service. I always talk quality to a customer who appears to be open to reason. But if the customer lets me see quite unmistakably that the nickel is held so closely to his eye that he can't see the dollar a few feet away, I let him have his own way.

The next step is to classify the customer as to the possibility of interesting him in other goods. The only difference between customers on this point

is in the matter of degree. Every person has need of some article or articles, if the salesman can only find it out. I once sold a high-priced casserole to a woman who had come in to buy clothes pegs, after she had rather indignantly turned down my suggestions that she might be in need of a new washboard or a clothes wringer. I took my cue then that the fact of her buying clothes pegs did not necessarily signify that she couldn't be interested in things outside of washday routine, and I tried her on some high-priced lines; with the result as mentioned above.

When the question arises of interesting the customer in goods other than what he or she came in to buy, the salesman has other guides besides the customers "physiognomy." He has already had a chance to talk to the customer and to judge from many standpoints. It is here that real salesmanship begins; because ordinarily it is not difficult to sell people something they came in to buy.

But to get back to the question of faces. I always try to size up the dominant trait of the customer's character from the face. When you have found the dominant trait, you can work on it until you have the customer just where you want him. If it is vanity, let him see that you defer to his judgment, that you consider him more or less of an authority in regard to the articles produced. Get his opinion on other articles. And then sell them to him. If miserliness is writ plainly all over his countenance, trot out your bargain lines and explain to him just why he would be saving money by buying them. And so on.

Of course, the student of faces will make mistakes. I have mistaken men of pronouncedly benevolent character for gripping misers and talked price to them when the only subject they were interested in was quality. Such things will occur sometimes, but in the main no man can become a salesman until he becomes a student of faces and human nature.

The Junior Clerk.

MEETING ADVERTISED PRICES.

The Junior Clerk wants the co-operation of readers in making this page practicable and readable. It is his intention, therefore, to suggest a series of questions of vital interest to the trade and ask for opinions from hardwaremen and clerks. The first question follows:

"If the price of an article in an advertisement is printed through error at a lower figure than had been intended, should the merchant sell at the incorrect figure or should he inform people who asked for it that a mistake had been made?"

Write us your opinion. Hardware and Metal will be glad to publish letters on this topic.

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 36 we show how to develop the profiles for the raked mitres. We take for example a window cap or Pediment.

Fig. 1 shows an elevation of this pediment with the moulding running up the front and returning or going back to the wall line at the top and bottom. This style is generally referred to as a broken pediment.

The example is to develop the "raked" profiles for the top and bottom mitres of a broken pediment.

The necessity for changing the profile in order to form a mitre will be more clearly understood by referring to fig. 2, in which the sections V-X and S represent the three parts of the

moulding, V being the bottom return, which would go back to the wall at A-X, representing the slanting face, and S the top. In this figure each of the sections are the same face width, but it is noticed that they do not match at the joining lines or mitres. It then becomes necessary to modify or change at least two of them in order to make them match. This is called raking the profiles and constitutes the example.

First draw the line R-S, fig 3, at the desired pitch, and at right angles to it draw the line Y-Z, on which draw the normal profile C.

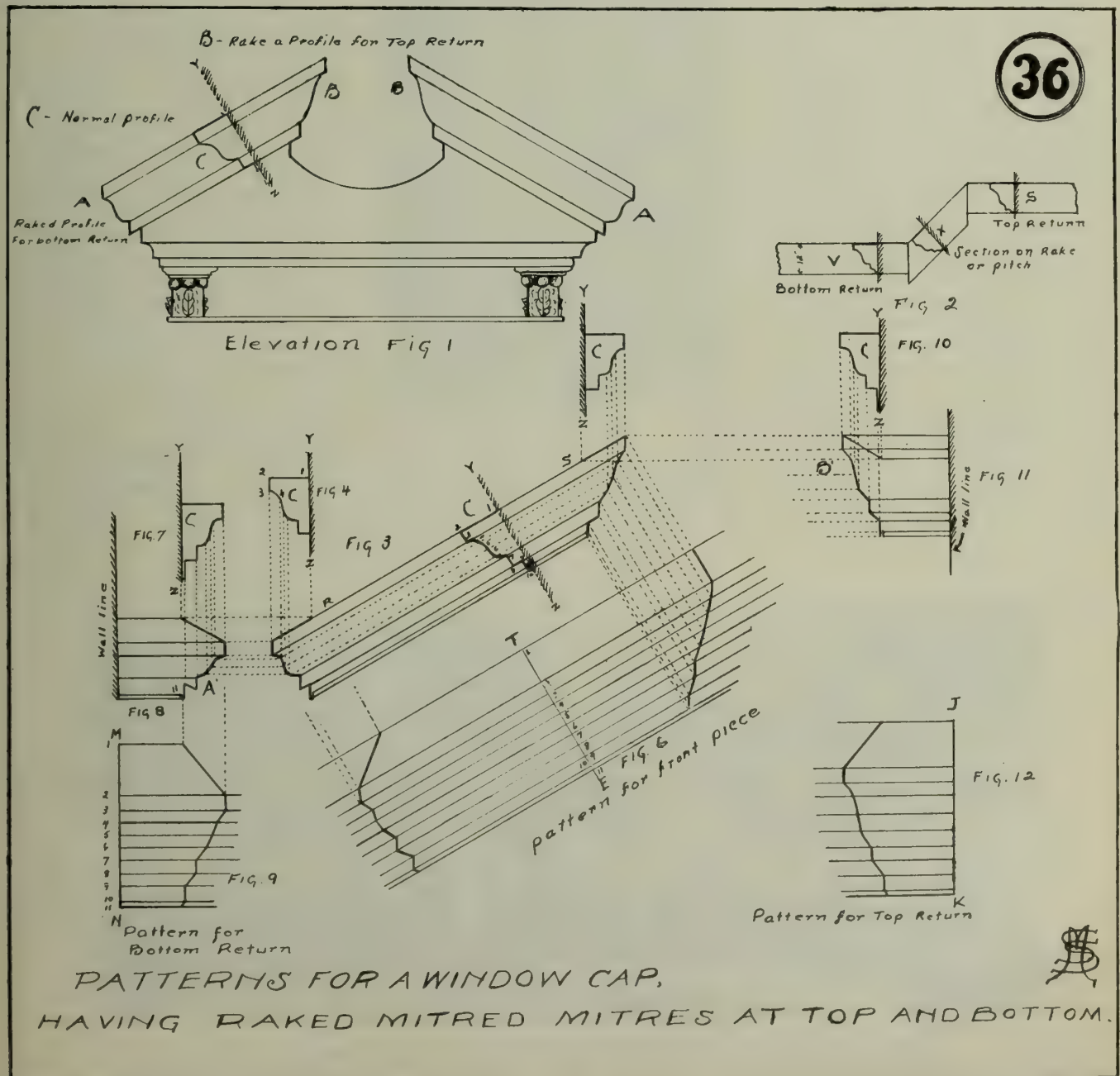
Divide this off into equal parts as you would do in developing a square mitre, numbering each point, and draw

lines through each point, letting them run indefinitely on each side.

At any place to the left of the normal profile and above it draw the line Y-Z, fig. 4, on which erect a normal profile C, with its parts divided the same.

Drop lines from each of these points until they intersect corresponding lines from profile C, fig. 3. Draw a line through the points of intersection, which will give the raked profile for the bottom. In the same manner erect a normal profile at the right of fig. 3 as shown by fig. 5, and lines dropped from this to the corresponding lines from C, fig. 3, gives the raked profile for the top B.

(To be continued.)



Staff Conventions and Reunions

PRATT AND LAMBERT CONVENTION.

The Pratt and Lambert Salesmen's Convention was held at the firm's main office and factory at Buffalo, January 7, 8, 9, and 10. This convention wound up the most successful year in the history of this organization.

The first things on the programme were inspections of the Pratt and Lambert, Buffalo, and Bridgeburg, Ont., plants. A special train took the men across the bridge spanning the Niagara River from Buffalo to Bridgeburg and back again.

The real business of the convention was opened by W. H. Andrews, president, who delivered an address of welcome, in which he thanked the salesmen for making the splendid success of the past year possible. At the conclusion of the address, Mr. Andrews turned the convention over to J. H. McNulty, convention chairman and general manager of Pratt and Lambert-Inc.

The first day's programme included talks by F. W. Robinson, general superintendent, on "Facilities and Methods of Our Factories"; J. F. Thomas, superintendent of laboratories, on "Laboratory Work"; R. W. Lindsay on "Raw Materials Used in Varnish Making."

As a conclusion to the afternoon programme, merit and service prizes were awarded to all office and factory employees. A gold watch was given to each employe of twenty years' service with the company. Prizes were given for the best suggestions made by the employees during the last six months

of 1912, the first prize being twenty-five dollars. A five dollar gold piece was given to each employe who had been with the company a year or more.

The business programme on Wednesday included a discussion of products, lead by Mr. McNulty. Mr. McNulty made the point that one varnish would not do for every purpose, and told why.

A. E. Miller gave a sales demonstration on Vitralite.

In the afternoon, J. N. Welter, resident manager of Chicago, gave a talk on "The Proper Systematizing of a Salesman's Work."

In evening a real old-fashioned country dinner was held at the Saturn Club.

Following the dinner at the Saturn Club, the salesmen went to Shea's Theatre. Here the office and factory employes were present, as well as the salesmen and officials of the company.

Thursday morning, J. B. Bouck, jr., gave a talk on "Our Credit System, and the Salesmen's Relation to the same." Mr. Bouck impressed upon the salesmen the importance of their securing credit information on customers, and keeping the house posted at all times on anything that might affect the credit standing of the customer.

Following Mr. Bouck, A. P. Hill, advertising agent, Pittsburg, gave an address on "Advertising," showing the importance of advertising as a modern sales factor. W. P. Werheim, advertising manager, then gave a talk on Pratt and Lambert advertising.

At the afternoon session C. C. Fickett gave a demonstration on Nukote, a

color varnish in various colors. This was followed by a talk on "Sales Methods," by J. H. Shanley. Mr. Shanley told the boys that confidence in the house that he is working for is the greatest asset a salesman can have.

The next thing to be taken up was the Pratt and Lambert Salesman's Reference Book, a book giving the complete Pratt and Lambert advertising, selling, routine and technical proposition as far as the salesmen are concerned.

In the evening a banquet was held at the Buffalo Club.

W. H. Andrews, president, acted as toastmaster at the banquet, and told many humorous stories in introducing the various speakers. Other orators of the evening were: J. H. McNulty, general manager, Buffalo; J. B. Bouck, resident manager at New York; J. N. Welter, resident manager at Chicago; J. H. Waterbury, resident manager of Buffalo; J. H. Shanley, sales manager; W. P. Werheim, advertising manager; F. W. Robinson, general superintendent; J. F. Thomas, laboratory superintendent; J. Maycock, and J. P. Gowing.

Prizes were also awarded the victors in the various salesmen's competitions, which Pratt and Lambert have been running for the past six months. The winners of the first places were: H. S. Prescott, A. E. Miller (two firsts), C. W. Rensink, C. P. Hannon (two firsts), and J. T. Reed. The winners of second places were: A. D. Graves, H. Scheib, R. Wansbrough, G. D. Groom, F. A. Noe, and A. J. Bauer.



Banquet of the staff of Pratt & Lambert held during annual convention.

HARDWARE LETTER BOX



McKinnon Boat Seat.

Taylor Bros., Ltd., Almonte, Ont. — "Kindly advise us who manufactures the McKinnon Boat Seat."

McKinnon Dash Company, St. Catharines, Ont.—Ed.

Walkerton Steel Ranges.

J. R. Myers, Stratford, Ont.—"Kindly give me the address of the Walkerton Steel Range Co."

Walkerton, Ont.—Ed.

Rink Scrapers—Sprinklers.

W. J. Heaman, Exeter, Ont.—"Will you please give us names of manufacturers of Ice Rink Scrapers and also Sprinkling Carts."

(1) James & Reid, Perth, Ont.; (2) The Spramotor Co., London, Ont.; (3) Cavers Bros., Galt.—Ed.

Blue Stone—Crowfoot Zincs.

John Corbett, Kingston, Ont.—"Where can I procure (1) Blue Stone; (2) Crowfoot Zincs?"

(1) Almost any wholesale hardware, grocery, or drughouse in Canada; (2) Canadian General Electric Co., Toronto, or any electrical supply house.—Ed.



NEW SAW COMPANY FORMED.

The Radcliff Saw Manufacturing Co., with factory and head office at 550 Dundas Street, Toronto, have been incorporated during the past month with W. E. Radcliff as president and general manager. The new company have decided to manufacture their goods under the trade-mark of "Beaver Brand," which pictures the beaver and represents the first wood-cutter.

The company have installed an up-to-date plant for the manufacture of circular, band, gang and inserted tooth saws. They will also carry a full line of mill machinery, belting, emery wheels, files, etc., and all other goods required in fitting up saw and planing mills. They have secured the agency for bits and shanks manufactured by R. Hoe & Co., New York.

W. E. Radcliff is one of the best known saw men in the Canadian trade. For twenty-three years he had been in the employ of Henry Disston & Sons and served his apprenticeship in the Cincinnati factory. Mr. Radcliff rose steadily in the ranks and in 1903 he was

appointed general manager of their Canadian business, a position which he resigned on November 1 to organize the present business.

Associated with Mr. Radcliff are J. Kennedy Hill, sales manager, and R. E. Martin, who will have charge of the production department. Mr. Hill has had a wide experience in the saw mill trade, with which he has been identified for the past twenty-three years. For the past six years Mr. Hill has represented the Disston Co. in Eastern Canada.

Robt. E. Martin has been engaged in the saw making business for the past



W. E. Radcliff.

thirty-five years. For the past twenty-five years he has been superintendent in the Disston factories, the latter four years of which was spent in the Toronto factory.



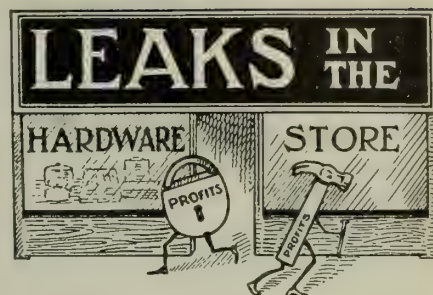
BRANCH MANAGERS CONVEENE..

W. L. Helliwell, manager Gurney Northwest Foundry Co., Winnipeg, Man.; R. Hinrichs, manager, Gurney Foundry Co., Calgary branch; C. L. Lightfoot, manager Gurney Foundry Co., Vancouver, B.C. branch, are in Toronto on business. They are giving some time to inspecting the new lines that are being turned out by the Gurney Foundry Co.



FIRE LOSSES

Halifax, Jan. 22.—Fire at New Glasgow this morning wiped out a large wooden block on Provost Street, owned by Norton Lodge, I.O.O.F., and occupied on the ground floor by Bent & Cohen, hardware, and L. Higgin & Co., boots and shoes.



An expensive leak, and one that often affects the efficiency of a retail business, as well as representing a financial loss, is the apparent carelessness or thoughtlessness displayed regarding the changing of advertisements in the daily papers. On January 17 the advertisement of a retail hardware and store dealer was still appearing in the daily papers offering season's greetings to friends and neighbors and stating that a big sale of certain lines would be continued until the end of the year as they were preparing for stock-taking. Advertising by the local merchant in the daily papers is to be commended, and if properly applied will bring big returns for the merchant.

The public are watching advertisements more closely at the present time than ever before and are close observers of the firms who pay attention to their advertising and change their ads, frequently in order to acquaint the public with the goods they have to sell.

Advertising in the daily papers is a good proposition if properly applied, but a large amount of money may be wasted if the proper attention is not paid to this important phase of business getting.



COMPANIES INCORPORATED.

"Mannesmann Tube Co." have been incorporated with a capital stock of \$200,000, head office Montreal, Que., for the purpose of manufacturing and dealing in all kinds of steel and iron tubes and fittings, metals, etc.

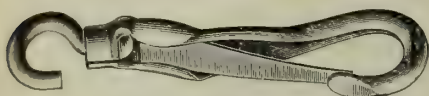
Beauchemin & Cie, Limited, have been incorporated with a capital stock of \$100,000, head office Shawinigan Falls, Que., for the purpose of carrying on a general store in all its branches, such as hardware, household effects, and goods such as are carried in a general store.

Rubber Substitutes Co. have been incorporated with a capital stock of \$300,000, head office Montreal, Que., for the purpose of manufacturing and dealing in rubber substitutes and rubber substitute goods, materials, wares, etc.

New Hardware Goods

NEW STEEL SNAP.

Niagara Falls Metal Stamping Works, Niagara Falls, N.Y., manufacturers of hardware specialties, are offering the trade a new small swivel snap, with an open eye that may be readily attached to a chain or wherever required, and the

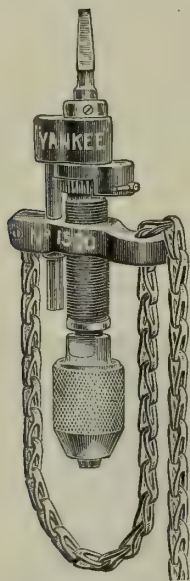


New steel snap.

eye can be closed. The illustration is the exact size of the snap, which is made of steel and is very strong for its size. It is suited to a great variety of uses and large numbers are being used on dog leads. The snaps are made in the following finishes: Bright steel, steel, nickel-plated, steel, brass-plated.

NEW YANKEE TOOLS.

North Bros. Mfg. Co., manufacturers of hardware specialties, Philadelphia, Pa., have added the following new tools to their line:—Yankee chain drill No. 1,500, has a three jaw chuck, same as used on "Yankee" breast drill. The chuck body is of malleable iron, polish-



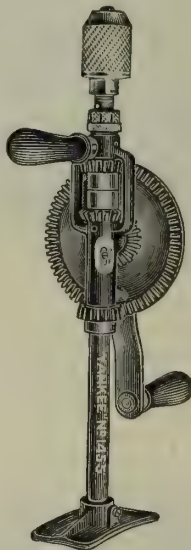
New chain drill—No. 1500.

ed and nickel plated, 2 $\frac{3}{4}$ inches long, 1 $\frac{5}{8}$ inches diameter. The three jaws are of tool steel. Chuck holds round shanks only up to $\frac{1}{2}$ inch diameter inclusive. The extreme length is 9 $\frac{3}{4}$ inches and the weight 3 $\frac{1}{4}$ lbs. The Yankee chain drill is conveniently and rapidly operated and has automatic friction and ratchet feed. The taking up and releasing of chain is done in a movement with a fric-

tion feed, by simply turning brace or breast drill by which chain drill is operated. When the chain is tight, the automatic feed operates by turning off small lever to horizontal position. When drill has reached desired depth the automatic feed is thrown off by turning lever to upright position. Reverse movement of brace and drill is withdrawn, chain slackened in a moment.

The automatic feed is positive, fixed and without adjustment for drill up to $\frac{1}{2}$ inch, so that drills cannot be broken in use. There is no hand feed, the feed screw is of steel and has square thread to insure durability in chain holder. The screw is hardened at each end for ratchet and ball bearing. The friction feed is so constructed that a couple of turns of the brace tightens the chain and the drill is at work.

Yankee Plain Breast Drill No. 1455 is of the same construction as the Yankee Ratchet styles but without the ratchet movements. It is made only with double



Yankee plain breast drill—No. 1455

speed and has three jaw chucks. Jaws are of tool steel and hold round shank drills only up to $\frac{1}{2}$ inch diameter inclusive. Large gear is 5 inches, small gear, 1 $\frac{7}{8}$ inches and gears on spindle 1 $\frac{1}{2}$ inches diameter, all have extra strong cut teeth. Entire length of drill is 16 $\frac{1}{2}$ inches, net weight 5 $\frac{1}{2}$ lbs.

Yankee plain hand drill No. 1430 is single speed with three jaw chuck to hold round shank drills only up to 3-16 inch diameter, inclusive. Large gear is 3 $\frac{1}{8}$ -inches, small gears on spindle, 1 3-16 inches; all have extra strong cut teeth. The wood handle is 4 inches long, 1 $\frac{1}{2}$ inches diameter, and can be detached from frame by milled nut, to use interior

of handle as a magazine for drills. The thrust on spindle is taken by hardened steel bearing in lower end of frame, in place of ball bearings, and so arranged

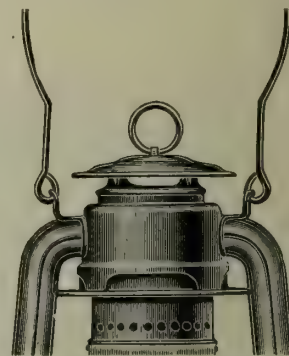


Plain hand drill—No. 1430.

that any wear can be readily taken up. Entire length of drill is 10 $\frac{1}{2}$ inches and net weight is 1 $\frac{1}{4}$ lbs.

A LANTERN IMPROVEMENT.

E. T. Wright & Co., Hamilton, have secured a patent on their original method of attaching the handle to all patterns of Cold Blast Lanterns. The idea consists of a wire ear which is wedged around the top of the tube, tightly clamping it, close to the body of the lantern. This ear is so firmly incorporated into the lantern that it cannot be pulled off. Solder which is not suitable for this purpose is not used at all. The handle cannot possibly drop off, and the old



fault of holes in the tubes, which interfere with the draft of the lantern is entirely eliminated. The handle remains automatically erect when the lantern is set down. Wright's Patented Wire Ear will be found on all Cold Blast Lanterns made by the Wright Company, and will be a feature of the new design of Cold Blast Lantern which the Company will soon have ready to offer the trade.

Current News of Hardware Trade

Cement Plant Planned.

Port Alberni, B.C.—The establishment of a large cement manufacturing plant here is contemplated by the B. C. Transport Co. of New Westminster.

Burglars Stole Knives.

Cobalt, Que.—Burglars visited the store of the George Taylor Hardware Co. on Silver Street and also the store of the Northern Canada Supply Co. In both cases knives and razors were stolen.

To Make Metal Goods.

Brandon, Man.—The Brandon Wire and Stamp Co. expect to start operations in Brandon on or about Feb. 1. The new company intend to manufacture and distribute metal goods throughout Canada.

Hespeler's New Industry.

Hespeler, Ont.—A company has been formed, at the head of which is Mr. Geo. A. Clare, M.P., of Preston, and Waterloo and Toronto capitalists to manufacture galvanized iron and steel household ware.

Montreal League Games.

Montreal, Que.—The second series of games in the Hardware Hockey League were played before a large attendance. Fairbanks team defeated the Robertson team by a score of 6-0. Jas. Walker Co. team defeated Stark Seybold 3-1. Frothingham and Workman's defeated Lewis Bros. by the close score of 1-0.

Death of John Maxwell.

St. Mary's Ont.—The death of John Maxwell occurred at St. Joseph's Hospital, Hamilton, on January 20, after an illness of five weeks. He was the second son of the late David Maxwell, and he and his brothers James and David comprised the well-known firm of David Maxwell & Sons. The deceased was fifty-three years of age and had resided here for upwards of twenty years, being one of St. Mary's best known citizens. He was a Liberal and a member of the Presbyterian Church. Besides his brothers, his wife, one son, Lawrence Maxwell, and two daughters residing at home survive.

Honors for Hardware Merchant.

Cochrane, Ont.—Frank A. Child, hardware merchant, was elected president of Cochrane Board of Trade at the annual meeting, the same week he was elected president of Cochrane Li-

beral-Conservative Association and vice-president of the Liberal-Conservative Association of the district of Temiskaming. Mr. Child has also been elected to the new hospital board. A fifty thousand dollar hospital is in course of erection. This is an unusual record, especially as the honors were conferred almost simultaneously. Mr. Child has quite apparently won a high place in the regard of the people of Cochrane.

Elected for Fourth Term.

St. Catharines, Ont.—Mr. Watts, of Watts & Bates, hardware dealers, has been elected to the Public School Board for the fourth term.

Take Temporary Quarters.

Montreal, Que.—The Ontario Lamp and Lantern Co., of Hamilton, Ont., and the Canadian Tungsten Lamp Co., of Hamilton, Ont., whose premises were recently destroyed by fire, have taken temporary quarters in the Gillette building.

Fire Does Not Hamper Cordage Co.

Brantford, Ont.—The Brantford Cordage Co., whose warehouse was destroyed involving heavy loss, announce that their factory remains uninjured. They also have large supplies of raw materials on hand untouched by the fire and will be in a position to take care of all Ontario business for the season of 1913.

Fire Losses.

Fort, Sask.—J. Carseaddens hardware store was totally destroyed by fire. The building occupied by the Great West Wire Fence Co., but was extinguished before it had gained much headway. About \$1,000 damage was done.

Personal Notes.

A. S. Bruce, of Kinzinger Bruce & Co., Niagara Falls, Ont., is on a ten-day visit to Montreal and Ottawa for the purpose of introducing the new line of bathroom fixtures the firm are manufacturing in Canada.

Business Changes.

Consort, Alta.—T. H. Gillman has opened a hardware store.

Abbotsford, B.C.—H. Alanson, hardware merchant, has sustained loss by fire.

Waldena, Sask.—The Amer Hardware Co. has taken over the business of P. J. Youngquist.

Saskatoon, Sask.—Campbell & Cooper have succeeded to the hardware business of H. L. Massey.

Killarney, Man.—S. & H. Cross, produce merchants, have moved their business into new premises.

Killarney, Man.—W. Cooney & Sons, have purchased the hardware business of W. F. Ramsey & Sons.

Macleod, Alta. — Cunningham Bros. have sold their hardware business to Robert Cunningham, of Winnipeg.

Stratford, Ont.—Borman & Kennedy is the new firm name of the business formerly conducted by Denis Kennedy, hardware and plumber.

Saskatoon, Sask. — Fire completely gutted the building of the Western Foundry and Machine Co., the loss on plant and buildings is about \$25,000.

Fort William.—H. Hawkin, of the Hawkin Hardware Co., has severed his connection with that firm, of which he was the principal owner, and the Fife Hardware Co. has taken over the business.

Toronto, Ont.—Charles McMillan, who left Toronto about a year ago to go into business in Camrose, Alta., has disposed of his business and accepted a position with the Russill Hardware Co., Toronto, where he was employed before leaving for the west.

McPherson Bros., formerly of Blyth, Ont., will open a hardware store in North Battleford, Sask., in February. Until the new building which is being erected for them is completed, they will occupy temporary quarters on Main Street. They will carry a full line of hardware, stores and tinware.

Montreal, Que.—Last week, Hardware and Metal stated that the Northmount Hardware Co. had dissolved. The real facts are that this company has sold out to Ernest Higginson, for some time traveling representative for The R. C. Jamieson & Company, and D. S. Higginson, who has for a number of years been a member of the firm of Higginson and McKay, hardware merchants, of Picton, N. S. D. S. Higginson will be the manager of the new store and the business will be continued under the old name of The Northmount Hardware Company. The new firm is making many improvements and will go after the business in an aggressive way.

Weekly Market Report --- Metals

Metal Pointers.

Aluminum is reported to be very scarce.

Copper has been weak and a drop in price is reported at Toronto.

Tin is strong and active with the price unchanged.

Demand for iron and steel is exceptionally heavy.

MONTREAL.

Montreal, Jan. 23.—Deliveries are slower than ever, and it is practically impossible to get orders booked now delivered for some months. This situation is without precedent and the steel mills in the United States are working to the fullest capacity and even over capacity if that is possible in an attempt to keep abreast with the stream of orders that are pouring in on them. The immense activity in the building world has created an enormous demand for structural steel, and the mills are completely swamped with orders. The deliveries on existing contracts are very slow and show no improvement over last week. Retailers are complaining to the wholesalers who are, however, blameless in the matter.

Lead—The market in lead is easier, with prices unchanged from last week and, in view of the heavy demand for lead for various purposes, the market will in all probability become firm and in the advent of further complications in Eastern Europe will advance.

The Use of Copper.

Copper—The copper market is reported weak, but no price changes are announced.

The following data showing the amount of copper used in each of several popular makes of autos will be of interest.

47 lbs. of copper is used in every Ford car manufactured; 100 lbs. in every Cadillac. The Packard uses 90 lbs. in every machine. To get some idea of the immense volume this figures up into, look at the figures for the Ford alone. This year's output of the Ford factory will be 200,000 cars. This means a total of 9,000,000 lbs. of copper used in this one factory in one year. When you figure up the amount used by the automobile industry one gets an idea where all the additional copper has gone. The

Ford alone uses one half the yearly output of the famous Os Ceola Consolidated mine.

Tin—There are no changes announced and the market remains unchanged from last week.

Plates and Sheets remain the same, with slight changes in one or two sizes. There is still a scarcity in these lines and further advances are anticipated by some.

TORONTO.

Toronto, Jan. 23.—Business in the metal market is brisk. Dealers report exceptionally good business on many lines at present prices. The outlook is brighter than ever for a big year in the metal business.

The decline in copper which was predicted last week has taken effect and quotations are $\frac{1}{2}$ c lower. The market is very unsettled in this line at present. London markets dropped £3 per ton, and there has also been a decline on the American market.

Tin is strong and active and good business is being done at present prices. There has been an advance of 10c per hundred lbs. on pig lead and the demand is good.

Iron and Steel—The demand is still heavy and there is still the same pressure in obtaining deliveries on many lines. No price changes have occurred during the past week.

Pig Iron.—The market is in much the same condition as last week. The demand is steady and active. The American market is very unsettled at present and much speculation exists as to the outcome.

Spelter—The market is rather quiet at present, but prices are firm.

Tin—Tin is reported as strong and active and good business is being done at present prices. Requirements for spring are expected to be heavy.

Aluminum is Scarce.

Aluminum—There is a steady increase in the demand for aluminum and during the past year the price of raw material has doubled. The scarcity has affected the output of some of the Canadian firms manufacturing cooking utensils.

Pig Lead.—There is a good demand for pig lead and the price has advanced 10c per hundred lbs. during the past week.

Copper—The copper market is weak, and very unsettled. Copper is quoted in Toronto at 18.25, which is a decline of 50c. The London markets under great pressure dropped £3 per ton.

Plates and Sheets—The market is firm and there is still a scarcity on some lines. No price changes have occurred during the past week.

A "COLD" LIGHT FOUND.

It is claimed that a new light has been found which will revolutionize lighting. Newspapers give the following particulars:

Paris, Jan. 20.—M. Dussaud, a French scientist, who has discovered a means for the production of what he terms "cold light," gave to-day some details of his discovery, which, it is thought, may revolutionize electric lighting.

Starting on the principle that rest is as essential to matter as to animal organism, he has constructed an electric lamp, in which the light is concentrated on a single point by filaments working successively; thence the light is projected through a lens magnifying a thousand-fold. Thus he has succeeded in concentrating a 2,000-candle-power light on one point and in passing 32 volts into an eight-volt lamp, which, with the ordinary light, would burst.

Experiments with this lamp have established that the new light is absolutely without danger, as no heat is given off, and it requires a hundred times less current than the ordinary lamp. It can be worked by a tiny battery, or sufficient motive power can be obtained from a jet of water from an ordinary faucet, or even a squirrel turning a cage.

USE THE ELECTRIC FAN.

Chatham, Ont.—In recent cold weather window displays, the Willard Hardware Co. have used an electric fan to good advantage.

The fan is not an advertised article, though it attracts quite a bit of attention. Its purpose is to keep the big window, in which the most important displays are made, free from frost. So far it has done pretty good work.

The theory is that the fan, keeping the air in constant circulation, prevents the cold air from striking the pane and the frost from settling upon it. To the same natural phenomenon is due the fact that on windy night fruitgrowers and gardeners are not afraid of frost. Where windows are closed in, it is generally considered better to keep one door to the window partially open all the time. This also aids in preventing all the warm air from being pushed against the cold window. The idea works well, even in zero weather.

Weekly Market Report --- Hardware

BUSINESS STARTING WELL.

Reports from all sections agree that business is exceptionally brisk for this season of the year. Spring deliveries are starting. In Montreal, the outgoing volume is said to be unprecedented for this early season.

Prices are firm and the tendency is reported to be upward in many lines.

MONTREAL.

Montreal, Jan. 23.—The only word to adequately describe the condition of the hardware market at present is to use the word "rushing," as everywhere one sees shipping rooms jammed with outgoing goods. The spring demand is on in earnest and its volume breaks all records for the season. This is due to the fact that the mild weather conditions have awakened the dealer to his needs, and also, in view of the anticipated advance, dealers are laying in heavier stocks than usual.

It is interesting to note that while snow and ice still hold Montreal in their grip, travellers are reporting mild weather, and in one instance it was rumored that they were running lawn mowers in Western Ontario. The demand is general from Halifax to Vancouver, with very few exceptions.

Builders' Hardware.—Demand is comparatively light for this department, with the exception of roofing materials and tar papers. In about six weeks more, the demand for this class of hardware will be on in earnest.

Winter Goods.—The demand is good where weather conditions are favorable, and in these localities it is keeping up fairly well. Trappers' supplies are moving briskly and, as a result of recent publicity, traps are in great demand.

Lumbering Supplies.—There is still a brisk demand for these supplies.

Heavy Hardware.—There have been no price changes in heavy lines, but in view of slow deliveries there is likely to be a shortage, in which event prices will possibly advance in some lines. There is a good demand for grape twine, saws and axes, and in fact the demand is exceptionally well divided.

TORONTO.

Toronto, Jan. 22.—Business with the jobbers has improved wonderfully since the stock-taking period and is exceedingly brisk for this season of the year. In

some cases they have started already to ship goods that were booked for spring delivery. The general opinion appears to be that business is better than during the same period last year.

The sale of sleighs, skates and winter goods is practically over as far as the hardware jobber is concerned, and preparations are now being made to facilitate the handling of the spring rush.

There have been very few price changes during the past week. Steel barn door track 1¼ inches wide is now quoted at \$4.75 per 100 ft. and slight advances have also been made on some lines of roofing. Prices are firm and advances are expected on many lines toward spring.

Sorting orders for immediate shipment are good.

Rope—Pure Manilla is still quoted at 17c and British at 13c base. It is said that there will be a further advance in a short time. Booking is still accepted for delivery in 60 days.

Building Paper — Several lines of roofing have advanced slightly during the past week, and the tendency appears to be for high prices on all lines of building paper.

Heavy Hardware — There is an exceptionally good demand for heavy hardware at present, and business in this line has picked up considerably since last week.

Builders Hardware—New prices on builders hardware have not been issued, but it is said that the lists are being revised and in some quarters a large number of advances in price are expected. Barn Door track has advanced to \$4.75 per hundred feet for 1¼ inches steel.

New Pattern Lanterns Advance.

Several manufacturers have been turning out a new pattern lantern and prices have been quoted the same as cold blast at \$7.00. It has been found necessary, however, to raise the price to \$8.00 per dozen, it is said that the cost of manufacturing the new pattern lantern is much higher than that of the old style and that the advance was absolutely necessary.

Spring Goods—With the annual inventory completed, a large number of retailers are paying more attention to preparing their stocks for spring business. Travelers report that business is good for this season of the year, and jobbers report that many good orders are coming in for future delivery. The outlook is for a record-breaking year in the hardware trade.

Winter Goods—The demand for win-

ter goods has fallen off and jobbers are devoting their attention to preparing for the spring trade.

Household Goods—There is a good demand for household goods, and a large number of retailers are taking up lines that they have not carried in the past. Electrical goods are also being sold in large quantities.

Tools—The sale of tools is exceptionally good for this season, jobbers report good business in this line.

WINNIPEG.

Winnipeg, Jan. 21.—For the present, quiet prevails in the wholesale hardware trade and stock-taking has also occupied the attention of most of the country retailers.

Prices are reported as steady on all lines since last review and nothing is anticipated in the way of immediate change, although the well-known firmness of metals carries with it a probability of yet higher prices in all lines.

Collections are reported to be coming in in fairly satisfactory volume. Travellers have resumed work on the road and are optimistic of big business in builders' supplies as soon as spring begins to open up. Orders are already coming in in considerable numbers.

Trade in barb wire promises to be very active this season, and it is probable that many Western firms will commence to stock up now in anticipation of yet higher prices later on.

With the letting of many great railroad construction contracts during the past week a brisk trade in contractors' supplies and tools is forecast a little later on.



REMARKS OF THE JUNIOR CLERK.

Don't be a rubber stamp for the other fellow.

Success comes to him who hustles while he waits.

A man seldom generates any steam on the money he burns.

No man's credit is so bad that he can't borrow trouble.

One who has nothing to lose is generally willing to take chances.

Men seldom make good who try to be good on the installment plan.

Some men expect a receipt in full when they pay a debt with promises.

If you get a sore throat these days your wife can't blame it on yesterday's ball game.

Little drops of nonsense, little grains of verse, keep the pessimistic world, from growing any worse.

Stoves, Furnaces and Accessories

Selling Gas Stoves During the Spring

A Splendid Opportunity Presented at That Season of the Year for Dealers to Increase Their Sales—The Methods of a Progressive Western Dealer—How He Went About Getting a List of Prospects and How He Made Use of it.

Although at time of writing it cannot strictly be said that winter, real winter, has yet arrived, the fact remains that spring is not far off. In the course of another eight weeks, we will be thinking of discarding our winter overcoats and digging the garden. The weather man may have decided to let us off without any winter this year but he always observes his dates with reference to spring.

The dealer in stoves must begin to prepare, therefore, for what the advent of spring will mean to him. Spring is variously described as the season of awakened nature, of poesy, and, by those humorously inclined, of slush, rubbers and influenza. From a practical basis, however, spring is chiefly remarkable as the season of money. The dissatisfied tenant picks the latter part of March or April to change his place of habitation and consequently the five or six weeks which see the bulk of the moving done are busy ones in most lines of trade.

Early spring is essentially a brisk season for the sale of gas stoves. When a family is moving into a new house, the need for a gas range—if one is not already owned—is most keenly felt. Moving families are anxious to establish themselves on a thoroughly comfortable basis.

"Now that we have to tear up everything anyway, we might as well make all changes that are needed," is the reflection upon which they act.

Another reason which prompts the sale of gas stoves in the spring is the appreciation of the fact that a gas range for cooking is needed during the summer months. When the heat becomes excessive, a gas stove is found a great convenience and comfort and no housewife, who can possibly afford it, is without one.

Despite the very good reasons why every household should boast a gas stove, there are still a large percentage of homes without one. The dealer should make it his business this spring to approach every customer of his who does not own one and make a determined effort to sell them.

A Systematic Canvass.

The plan adopted by a Western hardwareman last spring may well be recommended in this connection. He estimated that at least a half of the heads of families who could be classed as regular customers of his store were without gas ranges and he determined to sell as many of them as he could. He had no list of those lacking stoves, however; so he went about obtaining one in the most direct way he knew.

Commencing about February 1, he questioned every customer who came into the store. "Have you a gas range at home, Mr. Brown?" he would ask. If the answer were in the negative, he would follow it up with: "you will need one this spring. I would like you to look at our stock in a few weeks' time." The matter would drop there, except that the dealer did not neglect to put the name down on his list of prospects.

By the second week in March, this dealer had nearly two hundred names on his list, all of whom he judged to be people in a financial position to afford a gas stove. He had, therefore, a capital chance to set up a record for sales; and he proceeded to embrace it without delay.

The first step was to send out a letter to each prospect, wording it as follows:

Dear sir (or Madam)

Some time ago we suggested that, as you would probably be buying a gas range this spring, we would like you to look over our stock. We have now received our first spring consignment and will be in a position to show you a complete range of stoves at all prices. The next time you call, we would appreciate your giving us a few minutes in which to show you our line.

A gas range is a splendid investment, as we are prepared to demonstrate.

Yours very truly.

This letter brought an immediate response in a number of cases. Some of

the people who had received it paid special calls to the store to look over the line. In this way a few early sales resulted.

With the large majority, however, the letter served as a means of opening the subject on the occasion of their next visit to the store.

"By the way, Mr. Jones, you received my letter, I suppose," the dealer would say, as he wrapped up a parcel or handed over the change. "Could you spare a few minutes to look over our line now?" In some cases a courteous refusal was given but the large majority consented. The dealer had pondered over his arguments very earnestly with a view to getting his talk so thoroughly condensed that he would be able to present it in a few minutes' time. The big advantage of this was seen in that he was able to give each prospect the benefit of a thorough selling talk without needlessly infringing on his (the prospect's) time.

Further visits resulted on the part of those who became interested. Altogether, he sold stoves to over 60 people on the list.

As necessary features of the campaign, space was used in the local papers. Each Friday a 3-column ad., five inches deep, appeared. This day was chosen because the dealer, knowing that Saturdays would be the biggest days for this class of trade, had concluded that he would get the most direct results by advertising the day previous.

Window displays were also used to good advantage.

A campaign of this kind may not be possible in every case, but it is safe to state that an exhibition of equal energy on the part of any dealer in any locality would be attended by results on the same splendid scale.



E. Mills, manager of R. W. Tyles & Co.'s hardware store, Viceroy, Sask., has returned after a visit to Ottawa.



Edmund Wanless, Chatham, was married on Tuesday, January 21, to Miss Minnie F. Tyhurst. Hardware and Metal extends heartiest congratulations.

Weekly Market Reports---Stoves

A FIRM TENDENCY.

Trade has been active, despite the handicap of unfavorable weather. Orders for spring are being placed in good volume.

A firmer tendency is noted in the prices of enamelware and aluminum goods, although no advance has yet been made.

MONTREAL.

Montreal, Jan. 22.—The demand for stoves has a better tone and is pretty well scattered over all classes. Several orders have been received for ranges, but the tendency is toward the spring lines. Gas and oil stoves are in good favor and promise well for the future.

Ranges, Heaters and Furnaces.—Still some ranges are selling. A few heaters, too, are being disposed of. As far as furnaces go things are quiet. Only in some new houses or buildings late in construction are these being installed. The heavy demand for parts needed in making repairs has also largely ceased; indeed, were it not for preparations for spring, this would be an exceedingly quiet time as far as stoves are concerned. Orders calling for late February and March delivery are being received in good numbers. These seem to indicate that the coming season's trade will be brisk.

Kitchen Furnishings.—No waiting for spring is apparent here. Orders are calling for immediate shipment. Dealers in the West and East alike are after graniteware. There is a good retail demand for it now, which undoubtedly explains the large orders being received. The conclusion of stock-taking also has something to do with the present satisfactory conditions. Special sales are being started to clear out the old stock, and to carry these on successfully there must be new goods on hand.

Tinware, as well as graniteware, is being shipped. Indeed, all kitchen accessories are moving well.

TORONTO.

Toronto, Jan. 22.—Business in the stove line is in much the same condition as during the previous week. Orders are coming in slowly, but big things are looked for during the spring. One manufacturer stated that prospects for spring business are exceptionally bright and that they are looking for a record-breaking spring trade. A large sale of gas ranges and plates is expected during the coming season and manufactur-

ers are busily engaged in making changes and in bringing out new designs for spring. It is said that several new designs in gas plates and ranges will be offered to the trade. Travelers report business as being good for this season of the year, and they are very enthusiastic regarding prospects for spring trade.

The mild weather has been a drawback to the sales in some lines, but this will affect the retailers more than the manufacturers.

Ranges, Heaters and Stoves.—The continued mild weather has affected sales to a large extent and only a limited amount of business is being done. A good cold snap would help very much to stimulate trade in these lines.

Gas Stoves.—A number of sales of gas ranges are reported, but business is naturally quiet in this line at this season of the year. Manufacturers are busily engaged in getting out new designs for spring and in making improvements on the old patterns.

Radiators.—There is still a good demand for radiators and manufacturers of this line of goods are kept very busy trying to keep up to the demand.

Salamanders.—A good demand exists for salamanders, principally in the small sizes for use in new houses in course of erection.

Electric Stoves.—Several lines of electric stoves are being shown on the Toronto market, but as yet the price is too high for them to prove fast sellers.

Enamelware.—Travelers orders for enamelware are good and a nice business is being done in this line. American prices were advanced a short time ago, but there is no indication of an advance here at present, although manufacturers claim that they are not making any profit on this line on account of the increased cost of steel, enamelling materials and labor. Manufacturers in all probability, will have to pay higher prices for raw material when present contracts have expired.

Dairy Supplies.—Shipments of milk and dairy utensil fittings are almost completed, business in manufactured utensils is very good for this season of the year.

Aluminum Ware.—Manufacturers of this line have been handicapped to a certain extent by a scarcity of raw material. Prices of raw material have advanced in a marked degree during the past year, but no change in the price of the finished goods has taken effect as yet.

WINNIPEG.

Winnipeg, Jan. 21.—“Business is opening up very nicely,” said the sales manager of one of the big stove concerns here yesterday. “The recent cold snap brought in quite a few rush orders for heaters, but outside of that our men on the road seem optimistic of spring business.”

Wholesalers are expecting a heavy Western and city demand for gas ranges and oil stoves in the spring, and are making preparations to handle a big rush.

Stove prices generally will be about 10 per cent. higher this year than last year.

Enamel ware is steady, with prices unchanged since those of last spring.



STEEL TONNAGE INCREASED.

The United States Steel Corporation's unfilled tonnage statement for December, showed an increase in the amount of business on the books December 31 of nearly 80,000 tons above the figures for November 30. There were many in the trade who had looked for a decrease of about 50,000 tons, although there were some predictions that an increase would be shown.

The December total was 7,932,164 tons, the third largest on record, but it is not thought probable that the next few months will add anything to the present total, as business is expected to show a considerable falling off, with new orders at present very light in volume. However, the business now booked will be sufficient to warrant operations in full, even if there were no further bookings until next September, while if only enough new orders are taken in to use half of the capacity of the plants and mills of the Steel Corporation during the year there will be several million tons on the books at the end of the year.



Personal Notes.

Mr. Mercier, representing the Imperial Whip Co., Rock Island, was in Montreal this week.

Thos. Haughton, late of Lewis Bros.' travelling staff, covering the London district, has taken over the business of the Steel Hardware Co., of Parkhill, Ont.

The following hardware merchants were in Montreal this week: Mr. Lebrun, Milton, Que.; J. A. Paquin, St. Eustache, Que.; Wm. Coppinling, Joliette, Que.

Methods of Retailing Paints and Varnishes

Plans for an Exclusive Paint Store

New Establishment Being Started in Toronto—Good Ideas Are Being Introduced in the Plan of Store and Arrangement of Fixtures—Flat Wall Colors and Glass Will Be Featured Strongly.

The retailing of paint and painters' supplies in Canada has in the past been left largely in the hands of the retail hardware trade. In the United States there are large numbers of exclusive paint supply stores and in many places paint is sold by druggists as well as by the hardware merchants. There is a large field for the sale of high grade paints and varnishes in all parts of Canada and the importance of this line of merchandise is being recognised more at the present time than ever before.

A store catering exclusively to the needs of those interested in painting is to be started in Toronto. The new company will start business on March 1 at 718 Yonge Street under the name of the Toronto Paint Supply Co. The new store will be under the management of C. H. Downes, who has had many years' experience in the paint business and was one of the founders of the Pittsburg Paint Supply Co., of Pittsburg, Pa., seventeen years ago. The motto of the new firm is "full value and good service." A complete line of paints, varnishes, painters' and decorators' supplies, dry colors, paperhangers' supplies, lead, oil, glass, etc., will be carried in stock.

Special attention will be paid to the sale of flat wall finishes on account of

the increasing demand for this line of goods.

Mr. Downes is a firm believer in attractive window displays and also in having an up-to-date mailing list for keeping in touch with prospective customers.

The accompanying illustration shows a plan of the ground floor. The basement will be used for storing oils, glass, etc., and the second floor for storing surplus stock of prepared paints, varnishes, etc. As shown on the plan, there will be wall shelving on both sides and rear of main store interior. Counters will be used on one side and rear only. This will afford an unobstructed view of a solid wall of paint shelving on one entire side of the store. The counters are to be constructed without fronts and will be divided into sections. Each section will hold six one-gallon cans of paint, and the fronts of all the counters will be faced with gallon cans. The back of counters are fitted with drawers, and in these a full line of dry colors will be stocked for sale over the counter.

The counters are to be fitted up with plate glass case tops. With this style of top it is possible to have on display at all times a large selection of paint and kalsomine brushes, painters' and paperhangers' tools, and decorators'

supplies. The new company intend to specialize on high-grade brushes, for which they claim there is a big demand.

Special attention will be paid to the glass department and an up-to-date glass rack is to be constructed to carry the various sizes. A staff of well-informed paint salesmen will be employed in the store to attend to the wants of paint users and inform them in an intelligent manner regarding any style of painting or decorating in which they may be interested. In order to increase the efficiency of the salesmen and their knowledge of the goods, it is the intention of the firm to have all employees visit the plant of the firm, making their prepared paints, and in this manner they will gain a thorough knowledge of the goods they are offering to the public.

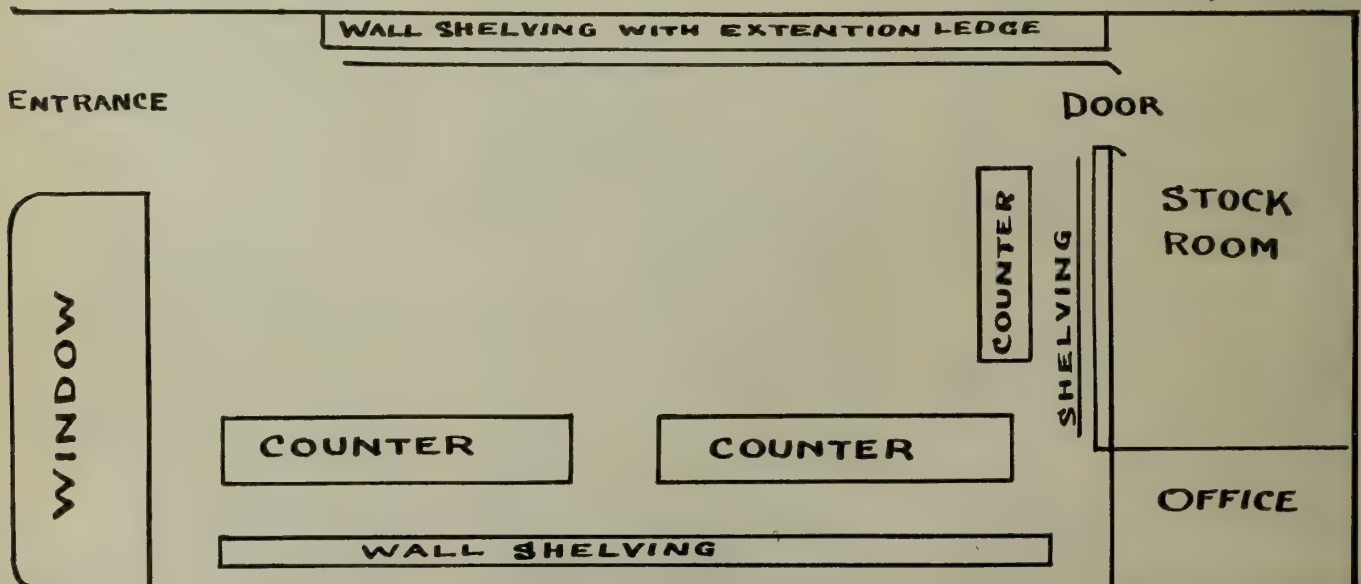
The lay-out of this store will be interesting to hardwaremen and will doubtless suggest ideas for the improvement of paint departments.



ENLARGEMENTS IN WELLAND.

Reports from Welland state that the Plymouth Cordage Co. have decided to spend \$350,000 in the enlargement of their plant. The new building will be built north of the present plant and will exactly double the capacity of the present mill.

It is also reported that the Billings-Spencer and the Supreme Heating Co. plants will be enlarged during the coming spring.



Plan of paint store to be opened shortly in Toronto.

DO you know of
any hardware
dealer, anywhere in
Canada, who does
not subscribe to
Hardware and Metal?

If so, you will be doing him
a good turn by giving us his
name and address, so that
we may send him a sample
copy and an order blank.

HARDWARE & METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

Weekly Market Report --- Paints

CONDITIONS FAVORABLE.

Conditions generally with regard to paint are favorable. There is every evidence of a big spring demand; in fact, quite a little booking is being done for immediate requirements.

Although prices in some line have been showing weakness, it is not expected that this will continue for any length of time.

MONTREAL.

Montreal, Jan. 22.—There is a good tone to the paint market and travellers are booking orders now for the spring trade. No great amount of business is reported for immediate delivery. Orders are mostly to fill in stock.

Linseed Oil.—There has been a decline in oil, and it came as a surprise as conditions do not warrant a drop. The drop is due to manipulation and cannot, it is believed, last for any length of time, as the demand will be very heavy. The present prices are not profitable to the manufacturers and advances are certainly not unlikely. The low prices of oils this year, causing a corresponding low price for seed, will have the effect of curtailing the planting of seed by the farmers next spring as the land will be more profitable to them when planted in wheat, which is bringing high prices. Oil is fluctuating and is quoted today at 54c. and 57c. on the market here.

White Lead.—There is no change in white lead at present and the demand is very heavy. The big building operations now in progress are creating a demand and, coupling this to the demand caused by the electrical construction and the placing of cables underground, the total assumes big dimensions. The war in the Balkans is also consuming considerable lead and should the war be resumed lead prices will surely stiffen. At present the primary lead markets are weak, but this demand will have the tendency to strengthen them.

Turpentine.—There is no change and the market is quiet.

Prepared Paints.—There is no change in the price of prepared paints, but prices are very firm and the orders now being booked promise a heavy demand during the coming season.

Glass.—The glass market is very firm and present import prices are 10 per cent. higher than a year ago. There is very little trading at present as weather conditions are unfavorable and there is every indication that higher prices will soon be announced.

TORONTO.

Toronto, Jan. 22.—Business, as usual at this season of the year, is rather quiet with the paint manufacturers and dealers. Orders for spring are coming in rapidly. The annual inventory is completed in the majority of retail stores and the retailers are placing good orders for spring apples.

A reduction in the price of ready mixed paints has been expected in some quarters, but those in authority state positively that there will be no reduction this spring and that they doubt very much if there will be this year. It is not known how long the present low prices of oil will continue, as the market is rather unsettled. Quotations in foreign countries are much lower than they have been in some time, but it is said that these prices are still so high that they do not affect the Canadian market. White lead is firm and dry colors are in many cases selling at a high figure. Coal oil and gasolene have been advanced ½c. per gallon and benzine has advanced one cent per gallon. Under the circumstances, firmness in paint can be expected.

White Lead.—The demand is not heavy at present and there will be no great movement until the opening of spring. Prices are unchanged but firm.

Turpentine.—No changes have taken place and pure turpentine is quoted from 60c. to 62c. per gallon. The expected movement in the south has not taken place and it is hard to predict future prices.

Linseed Oil.—The market is still in the same condition as it has been for some time. Oil is quoted at 55c. and 58c., with the usual quantity reductions. There appears to be a large supply of seed and foreign markets are lower than they have been for some time. There appears to be some doubt as to whether there will be any great change in Canadian prices, as it appears to rest to a great extent with the crushers, who could get together and advance present prices four or five cents per gallon and still be under the price at which foreign oil may be imported.

Glass.—The demand for glass has dropped off considerably and only the usual amount for this season of the year is being sold. Factories manufacturing leaded and ornamental glass report business as being very good.

Whiting.—There has been a scarcity of whiting and it may be necessary to advance the price. Stocks have been low in this line and many jobbers have not been prepared to meet the demand. The winter freight rates may have the

effect of advancing the price to a certain extent.

Putty.—The demand for putty along with the demand for glass has dropped off considerably. The usual amount for this season of the year is being sold, and prices are unchanged.

Refined Oils.—Coal oil has been advanced ½c. per gallon, V; M. and P. naphtha or benzine has been advanced 1c. per gallon, and gasoline has advanced ½c. per gallon.

Ready Mixed Paints.—Booked orders for ready mixed paints and varnishes are being received in large numbers by the manufacturers and plants are busy preparing for the spring trade. Prices for spring are the same as last season in the majority of lines, and no price changes are expected.

WINNIPEG.

Winnipeg, Jan. 21.—Spring orders for paints and oils are reported as coming in gratifying numbers and the outlook is generally considered as most favorable, but for the present business is seasonably quiet.

Retail sales are now at a minimum and can hardly be expected to show much activity until spring cleaning will bring on the year's activity.

Window glass remains at the advance recently announced, but trade in this commodity is quiet.

Oils and turpentines remain unchanged.

USE PARCHMENT PAPER.

A traveller writes to Hardware and Metal as follows:

"I have seen customers come into hardware stores to buy putty and the clerk has wrapped it up in two or three sheets of paper to keep the oil from coming out. I've often wondered what condition their pockets were in when they got home, especially if they had any other parcels in the same pocket.

"What hardwaremen should do is to obtain a supply of parchment or oiled paper, such as is used by grocers to wrap up butter or lard. This would be found just the thing for wrapping up putty.

"The other day I was talking to a dealer when a lady came in to buy 2 lbs. of putty. I suggested to him that he ought to have a supply on hand of this kind of paper. He answered that he 'had never thought of using it.' However, he sent a boy at once to the store next door, which happened to be a grocery, to get some as an experiment. He was well pleased with the result, especially as he found that it cost him less than wrapping paper."

Hard Hitting Sales Helps—

PONDER that word "Advertising" deeply. You will hear it often now the retail battle for paint profit approaches. For everyone realizes nowadays that reaching the *mind* of the man who buys is as essential as making good paint for him.

You notice we said, "reaching the *mind*." There is a vital point involved right there. You will agree that there is. In your experience as a merchant, how much of the advertising tendered you as *help*, has actually hit your possible customers *hard* enough to bring their money to you?

Reaching the mind so as to unloose the pocketbook requires two things as a basis. First: the naked, unembellished *facts* must possess real *power* in themselves. Second: these facts must be endowed with so much interest, so much conviction, that your customer will find them practically *irresistible*. It is not overstating the truth to say that people whose minds are the least bit open on the question of paint this spring will find it hard *not* to buy from the merchant who sells Brandram-Henderson "English" Paint. Such is the strength of the advertising methods we offer.

Is your territory open for our exclusive agency? If so, a postcard to us *now* would be a mighty good stroke of business on your part.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 1/2 Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arcetic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal	Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs.	2 60 2 70
Heads, per 100 lbs.	2 85 2 95
Tank plates, 3-16 inch	2 70 2 80
Tubes, per 100 ft., 1 1/4 inch	3 95 10 00
" " " 2 " 8 65 8 70	
" " " 2 1/2 " 11 00 11 00	
" " " 3 " 12 60 12 70	
" " " 3 1/2 " 15 75 15 80	
" " " 4 " 20 20 20 30	

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods, base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.

Casting ingot 18 25
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazil, 1/2 sheets, 8 x 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	22 50	22 50
Canadian foundry, No. 2	19 00	19 00
Middleboro, No. 3 pig iron	21 00	22 00
Summerlee, No. 2 pig iron	21 00	24 50
Carron, special	23 50	23 50
Carron, soft	23 00	23 00
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	22 50	24 50
Jarrow	25 50	25 50
Glengarnock	28 00	28 00
Radnor, charcoal iron	33 75	34 50
Ayresome, No. 3	25 00	25 00
Ferro Nickel pig iron (Soo)	25 00	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	27 50	27 50
Angles \$.....base	2 50	2 50
Common bar, per 100 lbs.	2 10	2 10
Forged iron, per 100 lbs.	2 25	2 35
Refined iron, per 100 lbs.	2 35	2 40
Horseshoe iron, per 100 lb.	2 35	2 40
Mild steel	2 20	2 20
Sleigh shoe steel	2 15	2 25
Iron finish machinery steel (domestic)	2 15	2 25
Iron finish steel (foreign)	2 20	2 25
Roller machinery steel	2 60	3 00
Tire steel	2 25	2 25
Sheet cast steel	0 15	0 15
Toe talk steel	3 05	3 15
Mining cast steel	0 07 1/2	0 08
High speed	0 65	0 65
Capital tool steel	0 50	0 50
Cammell Laird	0 15	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06 1/2	0 06 1/2
Silver tool steel	0 12 1/2	0 12 1/2
Cold Roll Shafting		
2-16 to 11-16 inch	0 06	0 06
1/2 to 1 7-16 inch	0 05 1/2	0 05 1/2
1 7-16 to 3 inch	0 05	0 05
Montreal, 1/2 and 1 onto, 30.		

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 80	2 70
12 gauge	2 70	2 75
14 gauge	2 60	2 65
17 gauge	2 50	2 55
18 gauge	2 60	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 90	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
20x28x80	9 40	9 20

GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square	6 75
24 gauge, per square	5 80
26 gauge, per square	4 25
28 gauge, per square	4 00
Less 10 p.c.	

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis	Gorbals	Head of D.C. Crown Best Best
16-20	3 70	3 35 3 60 3 70
22-24	3 75	3 40 3 65 3 75
26	4 20	3 80 4 05 4 20
28	4 45	4 15 4 25 4 45
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—

Montreal	Toronto
24 gauge, American	3 75 3 70
26 gauge, American	3 95 3 90
28 gauge (26 English)	4 30 4 20
10 1/2 oz., equal to 28	
English	4 50 4 40

IRON PIPE.

	Black	Galv.
1/4	2 04	2 86
1/2	3 16	3 57
3/4	3 16	4 31
1	4 54	6 19
1 1/4	6 19	8 44
1 1/2	7 48	10 13
2	9 90	13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE ROILETS.

30-gallon, Standard, \$4.50; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Rollers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire	0 11	0 11 1/4
Light copper bottoms	0 09	0 09 1/2
Heavy red brans	0 10	0 10 1/4
Heavy yellow brass	0 08	0 08 1/4
Light brass	0 06	0 06 1/4
Tea lead	0 02 1/2	0 02 1/4
Heavy lead	0 02 1/2	0 02 1/4
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 00	10 00
Machinery cast scrap	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08 1/4

LEAD.

Domestic (Trail), pig, 110 lbs. 4 95 5 00
Imported pig, per 100 lbs. 4 95 5 00
Bar pig, per 100 lbs. 5 50 5 50
Sheets, 2 1/2 lb. sq. ft., roll. 8 00 8 00
Cut sheets 3 to 6 lb. ft. 7 50 7 50
Cut sheets 1/2 c per lb. extra.
Cut sheets to lead, 1/2 c per lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 c, 10 per cent. off.
Lead waste pipe, 9 10 per cent. off.
Traps and bends 30 per cent. off.

SOLDER.

Bar, half-and-half, guarant'd 30 30 4 0 30
Wiping 0 23 1/2 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$55 00 \$54 00
Redipped Charcoal Plates—Tinned

M L S. Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00
"Dominion Crown Best"—Double.	
Coated, Tinsued.	
I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

Bright Cokes.

Bessemer Steel—	
I. C., 14x20 base	4 50
20x28, double box	9 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I. C., 20x28, 112 sheets.	5 35
I. X., Terne Tin	9 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
XX, 14x65, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	
Tinned Sheets.	
72x30 up to 24 gauge, case	8 00
lots	8 00
72x30 up to 26 gauge, case	8 50
lots	8 50

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.50. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 8, \$2.30 in case.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/4-lb. hanks, 35c; in 1/2-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c. 5 and 10-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 55
Galvanized, plain twist 2 90
Car lots and less.

Dominion special field fencing, 33 1-3 c. small lots; extra 5 p.c.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 80

In barrels, 5-gal. tins 0 80 0 80

Beeswax.

Per lb. Chemicals In casks per lb.

Sulphate of copper (bluestone)....	0 07
Litharge, ground	0 07
" flaked	0 07 1/2
Green copperas (green vitriol)....	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure ..	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ocre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorplaz (Imperial V. & G. Co.)	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustr	1 80

Glue.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigfoot	0 15
Brantford medal	0 10
" golden	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine..	0 20
" white glue	0 13
" 100 flake	



The Trade Mark That Means Quality

When you see the Minerva head on a can of paint, you know the contents are the best that skill, care and experience can produce.

Make your 1913 trading a bigger success than ever before by featuring the MINERVA Line.

We will give you most generous and direct support in the selling of our products.

Full Imperial Measure in every can.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

387-397¹/₂ Carlaw Ave. -- TORONTO

Established in England in 1834.

Q-93

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits? Your fellow merchants are using them. They'll help you.

ASK FOR FREE ILLUSTRATED BOOK.

S. F. BOWSER & COMPANY, INC.,

70-71 FRAZER AVE., TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES

32 Victoria St., S.W. London. 5 Rue Denis-Poisson, Paris.
Johannesburg, Mexico City, Buenos Aires, Porto Rico
Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885

"A new list every week"

Do you know any of these Bowser users?

J. O. Fauteaux,
Montreal.

Sommerville Hdwe. Co.,
Edmonton, Alta.

Daniel Glockzin, Czar, Alta.

Swift Current Hdw. Co.,
Swift Current, Sask.

Samuel Hobbs, Toronto

Geo. Ecclestone, Bracebridge

J. H. Ashdown, Calgary

HARDWARE AND METAL

Crystal Damar	2.50
No. 1	2.25
Pure asphaltum	1.40
Oilcloth	1.50
Lighting dryer	0.85
Elastiline varnish	2.25
Copaline varnish	2.25
Granitine floor finish	2.25
Jamieson's floor enamel	1.75
Sherwin-Williams kopal varnish	2.50
Canada Paint Co.'s sun varnish	2.25
"Kyanize" interior finish	2.40
Flint-Lac, coach	1.80
R.H. Ltd., "Gold Medal," cases	2.25
Dependol Lt. H. Oil Finish	1.65
Everlastic Floor	2.65
Flatline floor finish	3.00
Elastica exterior finish	4.25
Storepipe varnish, 1/4 pts., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

Size United	Double
inches	Star Diamond
Under 26	\$4.25 \$6.25
26 to 40	4.65 6.75
41 to 50	5.10 7.50
51 to 60	5.35 8.50
61 to 70	5.75 9.75
71 to 80	6.25 11.00
81 to 85	7.00 12.50
86 to 90	15.00
91 to 95	17.50
96 to 100	20.50

Size United	Double
inches	Star Diamond
Under 26	3.40 5.00
26 to 40	3.60 5.45
41 to 50	4.00 6.25
51 to 60	4.25 6.75
61 to 70	4.50 7.25
71 to 80	7.75
81 to 85	8.50
86 to 90	10.00
91 to 95	11.00

White Lead Ground in Oil	Montreal	Toronto
Per 100 lbs.		
"Anchor," pure	8.25	8.40
Brandram's B.B. Genuine	9.25	9.40
C.P.C. decorators, pure	8.25	8.25
Crown and Anchor, pure	8.25	8.25
Elephant, Genuine	8.55	8.55
Essex, Genuine (Windsor)	8.00	8.00
Island City Decorators'		
pure	8.25	8.40
Lily Pure	8.25	8.40
Moore's Pure White Lead	8.40	8.40
Monarch (Windsor)	8.50	8.50
Munro's Select Flake White	8.50	8.55
Purity C.O. Co.'s, Ltd.	8.10	8.10
Ramsay's Pure Lead	8.25	8.40
Ramsay's Exterior	8.05	8.15
Sterling Pure	8.25	8.40
Tiger Pure	8.25	8.40

Western Schedule.	
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911	
White Zinc (Dry)	0.07%
Extra Red Seal, V.M.	0.07%
White Zinc in Oil	
Pure, in 25-lb. irons	0.10
No. 1	0.07
No. 2	0.05%
Whiting	0.70
Plain, in bbls.	0.70
Gliders bolted in barrels	1.00

HARDWARE.	
Carpenters', per doz.	12.50 14.00
Plain ship	18.00 22.00
Single bit, per doz.	6.75 9.50
Double bit	10.50 12.00
Bench Axes	6.75 10.00
Broad Axes	22.75 25.00
Hunters' Axes	5.00 6.00
"Boys" Axes	5.75 6.50
Lathing hatchets	4.70 10.00
Shingle hatchets	1.45 6.75
Claw hatchets	1.70 6.00
Barrel hatchets	5.50 6.85

Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot & Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, 4 A to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.	
Irwin's auger	47%
Gilmour's auger	70

Rockford auger	50 and 10
Gilmour's car	47%
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4.50 6.00
Zenith	9.00
Atlas, steel covered	5.00 6.00
Perfect	8.00 11.00
New Milo, flexible	6.00
Double strap hangers, dozen sets	6.50
Standard jointed hangers, dozen sets	6.45
Steel King hangers, doz. sets	6.40
Storm King and safety hangers	6.25
Storm King rail	4.25
Crown	4.85
Crescent	4.60
Sovereign	7.25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel track, 1 x 3-18 in. (100 ft.).	3.25
Steel track, 1 1/4 in.	4.75
Barn Door Latches.	
Challenge, dozen	2.25
Defiance, dozen	2.75
Gem, dozen	7.50

Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 3/4 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 3/4 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screws, all sizes, 4c per lb. off	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Store rods, per lb., 5/4 to 6c.	
Store Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0.95
O.K. Paper, No. 1, per roll.	0.95
O.K. Paper, No. 2, per roll.	0.70
Plain Fibre, No. 1, per 400 ft. roll	0.50
Plain Fibre, No. 2, per 400 ft. roll	0.35
Tarred Fibre, No. 1, per 400 ft. roll	0.62
Tarred Fibre, No. 2, per 400 ft. roll	0.43
Tarred Fibre Cyclone, 25 lbs., roll	0.62
Dry Cyclone, 15 lbs.	0.50
Plain Surprise, per roll	0.42
Resin sized Fibre, per roll.	0.42
Asbestos Building Paper, p. cwt.	4.00
Heavy Straw, plain and tarred, per ton	36.00
Carpet felt, per cwt.	2.60
Tarred wool roofing felt, cwt.	2.00
Pitch, Boston or Sydney, 100 lbs.	0.85
Pitch, Scotch, per 100 lbs.	0.85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2.60 3.00
2 Ply Ready Roofing, per sq.	0.75
3 Ply Ready Roofing, per sq.	0.95
2 Ply Ready Roofing, per roll.	1.15
3 Ply complete, per roll.	1.35
Liquid Roofing Cement, bbls., per gallon	0.19
Liquid tins cement, 5s	0.17
Cumde coal tar, per bbl.	5.00
Refined coal tar, per bbl.	5.00
Shingle Varnish, per bbl.	5.00
Caps, per lb.	0.05
Rails, per lb.	0.05
Mop Cotton, per lb.	0.17

Butts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1.55 1.70
White Bros. English	2.00 2.05
"Lafarge" cement, in wood.	3.40
Fire brick, Scotch, per 1,000	23.00 28.00
English	27.00 21.00
"American" low.	23.00 25.00
"high."	27.00 35.00
Fire clay (Scotch), net ton	5.50
Chalk and Pencils.	
Carpenters Colored, per gross 0.65 0.80	
lead pencils, p. gr. 2.40 6.75	
Chisels.	
Cold chisels, 5 x 6 in., doz.	2.20
Bevel edge, 1 inch, doz.	2.50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/2 in., \$3.65; 3/4 in., \$3.60; 1/2 in., \$3.45; 1 in., \$3.40.	

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2.50
adjustable, 4 in.	7.60
Carpenters, 3 feet	3.60
Conductor Pipe.	
2 inch, in 10 foot lengths	3.45
3 " " "	4.20
4 " " "	5.53
5 " " "	7.60
6 " " "	9.26

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1.80
Double sets, each	3.25
Unbreakable rail, 100 feet	5.00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5.25
Folding handles, 8 inch, doz.	1.80
Drills.	
Bit stock drills, 2-32 in., doz.	0.67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3.02
10 " "	3.31
12 " "	3.88
15 " "	5.53
Add extra 10c per 100 ft. O.G. Round	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15c. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66%
Delta Files	60
Nicholson	66%
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Forges.	
Blacksmiths portable, 135 lbs.	9.85
Galvanized Ware.	
Dufferin pattern nails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1.25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0.35
Ladies claw, handled, doz.	0.60
Adze eye nail hammer, 10 oz., doz.	1.25
" hickory handle, 1 lb., doz.	6.25
straight claw, 1 lb., doz.	7.00
Farriers hammers, 10 oz., doz.	5.60
Tinners setting, 1/2 lb., doz.	4.50
Machinists, 1/2 lb., doz. and over.	3.20
Sledge, Canadian, 5 lbs. and over.	0.06
Sledge, Masons, 5 lbs. and over.	0.08
Sledge, Napping, up to 2 lbs.	0.09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross.	8.00
" 1/2-inch, per gross	10.50
" 3/4-inch, per gross	13.50
Leather, 1-inch, per doz.	4.00
Leather, 1 1/4-inch, per doz.	5.20
Web	2.45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0.12 1/2 0.13 1/2
Trimmed, green and partly cured	0.13 0.14
Usual 2 lbs. tare.	
Horseheads, with mane and tail, up to	3.75
Sheep skins, up to	1.50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7.25

Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 00
Heavy T and strap, 10-in. and larger	6 25
Light T and strap discount 65 p.c.	
Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 45 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface door (5,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples— 1/4 x 5, per gross	2 25
5/16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1 1/2-inch	\$4 10
4 1 3/4-inch	3 75
5 1 15-16	3 50
6 2 1/4	3 10
7 2 5-16	2 90
8 2 1/4	2 75
9 2 11-16	2 50
10 2 3/4	2 50
11 3 1-16	2 45
12 3 1/4	2 45
Horsehoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 1 to 4, \$5.75; special counterweight steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes 44c.	
Ice Cream Freezers.	
White Mountain, 50 per cent.	
Knives.	
Hay knives, net list.	
Clauss, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33 1/2 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mining knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 50 0 80
" wood, per doz.	0 60 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 00
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	7 00
Lift Tubular and Hinge Plain, per doz.	5 25
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Cold Blast Globes, 55c doz.	
Lamp wick, 50 per cent.	
Lawn Hose.	
Competition grade lawn hose, 75 and 5.	
Lawn Mowers.	
D. Maxwell & Sons.—3-inch opam wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$5.75; do, 4 knives, \$7.25; 10 1/4-inch wheel, 4 knives, 12 in. sizes, \$8.50; 11 bearing, 4 knives, 12 in., \$8.50; \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadians, 45 and 10 per cent.	



WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH TAILOR SHEARS

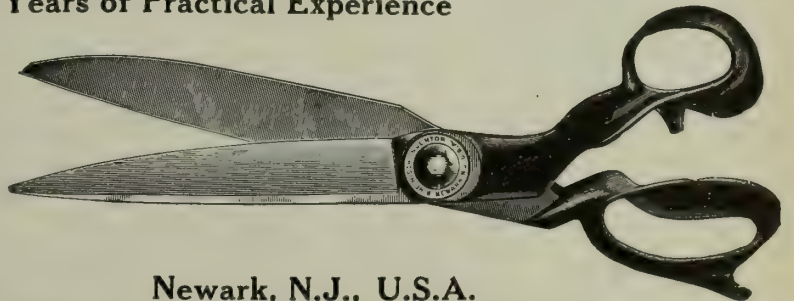
*Are Reliable
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinisch's Sons Co.,

Newark, N.J., U.S.A.

ROBERTSON SOCKET HEAD

WOOD SCREWS

Sell Quickly and Pay a Good Profit

These screws have a square hole into which a specially designed screw driver fits snugly. The screw cannot slip, injure material or injure screw. The only wood screw of this type made and it is patented.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc. Write for catalog and prices.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street

- F. J. SCHUCH, Agent

Tees & Perse of Alberta, Ltd., Calgary, Agents for Alberta.



HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.65; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/4 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35c per cent.	
Stanley plane, \$2.80 to \$3.60, net list prices.	
Buttons genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" 4-ply twine...	0 45
Matting twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 50, nickel-plated, per set	0 95
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 80

Sand and Emery Paper.		
Sand and emery paper, 40 per cent.		
Sash Weights.		
Sectional, 1 lb. each, per 100 lbs...	2 25	
Sectional, 1/2 lb., each, per 100 lbs	2 40	
Solid, 3 to 30 lbs.	1 55	
Sash Cord.		
No. 8, per lb.	0 33	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Diston's Hand, 15 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.	Dos.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10	
Beaver window screens, 14x18, open 28 1/2 inches	1 00	
Perfection window screens, 14x15, open 22 1/2 inches	1 80	
Model window screens, 14x22, open 36 1/2 inches	2 25	
Scales.		
Gurney Standard, 35; Champion, 50 per cent.		
Burrow, Stewart & Milne — Imperial Standard, 35; Champion, Scales, 50 p.c.		
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel...	35 10 7 1/2	
" R.H., bright	80 10 7 1/2	
" F.H., brass	75 10 7 1/2	
" R.H., brass	70 10 7 1/2	
" F.H., bronze	70 10 12 1/2	
" R.H., bronze	65 10 12 1/2	
Drive screws	85 10 12 1/2	
Set, case hardened	60	
Square cap	50 and 65	
Hexagon cap	45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros. set	30, per doz.	
Scissors and Shears.		
Claus, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and Japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 3 1/2 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$6.25.		
Fucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	60 55 and 2 1/2	45
Draining tools	60 60	45
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels	60	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz. net		\$2 85
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 5.		
Tinners' trimmings, 72 1/2 and 5.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000		7 50
Eureka tinned steel, hooks, per 1,000		8 00
Staples.		
Poultry netting, 100 lbs.		6 70
Bed, 100 lbs., No. 14		6 75
Blind, per lb.		0 12
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1-3 p.c.		
Stove Boards.		
Lithographed, 80 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths...		7 62
7 inch, per 100 lengths		8 18
Nestable, 40 per cent.		
Stovepipe Elbows.		
and 6-inch common, per doz.		1 20
7-inch, per doz.		1 35
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock		18 75
Stones—Oil and Scythe.		
Washite	per lb.	0 25 0 37
Hindustan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10 0 10
Deer Creek	"	0 10 0 10
Deerlick	"	0 25 0 25
" Axe	"	0 15 0 15
Lily white	"	0 42 0 42
Arkansas	"	1 50 1 50
Water-of-Ayr	"	0 10 0 10

Scythe	
per gross	3 50
Tacks, Brads, Etc.	
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 82 1/2; iron tacks, 35; leather carpet tacks, 45; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., doz.	0 94
" steel, No. 264, 66 ft., each	3 00
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821, doz.	1 95
" Steel, No. 1840, 50 ft.	1 00
Trowels.	
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	0 60
Easy Set Mouse Traps	1 20
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Choke	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	62 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 1 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffetrees.	
Tubular steel whiffetrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa,h	
Carriage neckyokes and whiffetrees, ash	
35, hickory, 40 per cent.	
Teaser neckyokes oval and round whiffetrees hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 45 per cent.	

Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.20 Fort William, \$2.18 Winnipeg; American special 2 pt. \$1.58 Fort William, \$1.81 Winnipeg; Plain twist, \$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carriage, $\frac{3}{4}$ and smaller, 60; 7-16 and larger, 50; machine, $\frac{3}{4}$ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 7 1/2; sleigh shoe bolts to $\frac{3}{4}$, 50 1/2c; 7-16 and up, 40 1/2c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c. Crowbars—4 1/2c per lb.

Corrugated Iron—28 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clovers—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 16 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 15.00 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent. Grindstones—Per 100 lb., \$1.65. Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c. Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2 1/2; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/4 inch, \$5.75; 1 1/2 in., \$7.80; 2 inch, \$9.35; 2 1/2 inch, \$12.50; 3 inch, \$19.35; 3 1/2 inch, \$26.15; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/2 inch, \$7.55; 2 inch, \$10.25; 2 1/2 inch, \$12.25; 3 inch, \$16.40; 3 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$3.00; 5-16 in., \$6.50; 3/4 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25 coppered, \$9; dash, \$9.

Poultry Netting—55 per cent. Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handed, "Black Cat, No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90 No. 6, \$3.40; No. 8, \$9.25; No. 10, \$9.80. Solder—Half and half, 35c per cwt. Bright—Iron round head, 8 and 10 p.c. flat head, 85 and 100 per cent; round head, brass, 70 and 100 per cent; flat head, brass, 75 and 100 per cent; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 65c. Dry Norway white, lead in to the decorators' per \$9.25; decorators' special, \$8.50; in small lots advance price 2 cents per cwt.; red lead, kegs, \$6.50 yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrel lots, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 16c; English vermilion, \$1.00 per lb.; Canada metallic oxide, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb cases, \$3.40

Paris Green—2 1/4 cents per 112-lb.

Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.



ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Be Our Paint Agent And Reap a Fair Profit

When you sell STEPHENS PAINTS you give your customers full Imperial measure for their money, and you benefit by their enthusiasm over the results.

Many dealers in the West have taken up our proposition and are highly pleased with the results. Why not investigate it?



Copyright



A long-retained reputation for durability and lasting qualities, and our written guarantee back every can of paint that we ship.

Remember, good profits and complete satisfaction await you. Write us at once.

COLOR CARDS AND
PRICES ON REQUEST.

G. F. STEPHENS & CO., Limited
WINNIPEG CANADA
BRANCH AT CALGARY, ALTA.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International
Nickel Company

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

SITUATIONS WANTED

HARDWARE SALESMAN—SHOWING EXCELLENT RESULTS, speaking both languages, with splendid connection in Montreal City, and fair connection throughout Ontario. Twelve years' experience, desires position with manufacturer. Position, care of Hardware and Metal, Montreal. (4)

ADVERTISER IS OPEN TO ACCEPT POSITION with (or in) hardware store; 7 years in present situation, desires change, as leading hand. Can take charge, shelf and heavy goods preferred. Good salesman and window trimmer. Abstainer and married man. Box 732, Hardware & Metal, Toronto. (33)

EXPERIENCED HARDWARE SALESMAN, 13 years' experience in shelf and heavy hardware, guns, rifles and ammunition, being at present head clerk, wishes to make a change and go West. Able to manage store. Can speak both languages. Best of references. Box 733, Hardware & Metal, Toronto. (7)

EXPERIENCED HARDWARE CLERK DESIRES to change position. Best of references. Ontario town preferred. Box 737, Hardware & Metal, Toronto. (5)

SITUATIONS VACANT

WANTED—AT ONCE—FIRST-CLASS HARDWARE CLERK. Must be good stock-keeper and window dresser. Apply, stating experience and salary required, to The Geo. Taylor Hardware Co., Ltd., Cochrane, Ontario. (5)

YOUNG MAN WANTED TO LEARN THE GLASS BUSINESS. Must be smart and of good appearance. Good opportunity in the selling end of the business for the right man. Apply Consolidated Plate Glass Co., 241 Spadina Ave., Toronto, and state age, experience, and salary required. (4)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — TWO TRAVELING SALESMEN for Western Canada. None but experienced hardwaremen need apply. State experience and salary expected. Box 736, Hardware & Metal, Toronto. (4)

SALESMAN — CALLING ON THE HARDWARE, FURNITURE OR SPECIALTY RETAIL TRADE, to represent us on commission basis. Give full information, age, territory covered and trade sold. Werlich Bros. & Co., Preston, Ont. (7)

WANTED — SALESMAN TO REPRESENT going concern in New Ontario, selling to retail trade, mines, mills and contractors. This is a good opportunity for a good salesman, only no "order taken" need apply. Apply, stating experience, age, salary, to Box 726, Hardware and Metal, Toronto. (5)

WANTED—AN EXPERIENCED TRAVELER with a successful record as a stove and range salesman to represent, in Manitoba and Saskatchewan, a live manufacturer located in the United States. Line well introduced. Warehouse stock carried at Winnipeg. Liberal salary will be paid to the right man. Applications held strictly confidential. Address Box 731, Hardware & Metal, Toronto. (3tf)

FOR SALE

SET OF TINSMITH TOOLS, COST \$235, for \$125. McBrien's Hardware Store, Bloor Street West, Toronto. (4)

TINSMITH'S TOOLS WANTED

WANTED—SECOND HAND SET TINSMITH machines at once. State what kind and prices. Box 738, Hardware and Metal, Toronto.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

STOCK WANTED

WANTED — A LIMITED NUMBER OF shares of Prentiss Wireless Train Control stock. Quote lowest price. Box 727, Hardware and Metal, Toronto. (4)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (t)

DOUBLE YOUR FLOOR SPACE — BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

BUSINESS WANTED

WANTED—A GOOD, GOING HARDWARE business in good town. Stock 6 or 7 thousand or thereabouts. Cash buyer. Address Box 735, Hardware & Metal, Toronto. (5)

BUSINESS CHANCES

HARDWARE, TINSMITHING, PLUMBING—stock and property in Ontario lake and rail terminal. A live proposition with excellent opportunities. Box 729, Hardware & Metal, Toronto. (4)

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Full particulars on application. Address Box 731, Hardware & Metal, Toronto. (7)

FOR SALE—Old-established Fair and Hardware, London, known as Parsons' Fair, consisting of two stores. Can be bought for a per cent. on the dollar. Apply Parsons' Fair, London, Ont. (5)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

JAMIESON'S

Floor Enamel

A good line to push this spring. It will appeal to discriminating buyers, who are "doing over" their floors. It dries quickly and wears like iron.

WRITE US FOR FURTHER PARTICULARS.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

Owning and operating P. D. Dods & Co., Limited.

PUMPS

All Kinds

Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

New Era Paint

IS AN EXCELLENT
STOCK PAINT

It stays in condition and when sold gives
greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for
New Era Paints, which it will pay you to supply.

STANDARD PAINT & VARNISH CO., LTD.
WINDSOR, ONT.

IT WILL PAY YOU

to watch our Condensed
Ad. columns. There
are many money-making
positions there. You may find just what you want.

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.
MONTREAL

Paint Makers Since '42.

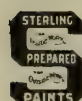
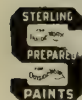
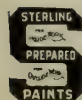
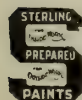
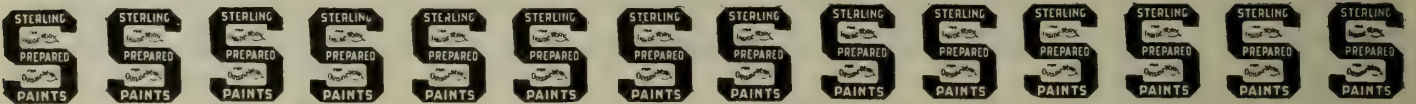
WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



108

109



He Who Profits By The Experience of Others Is A Wise Man

There are many dealers in Canada who will gladly tell you all about the selling qualities of **Sterling Prepared Paints**.

Let us connect you with some of these hardwaremen. Ask them all the questions you wish and judge for yourself whether or not

Sterling Prepared Paints are the right line for you to handle.

Sterling Prepared Paints embody long experience and pure materials and are given a thorough test under adverse conditions before being offered to the trade. These paints have exceptional service giving and surface covering qualities.

Drop us a card to-day.

Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



How Sherwin-Williams Products have made good

When the S-W Company started in business, the keen foresight of the management saw the necessity of producing highest quality goods as the only secure foundation for success. For nearly fifty years the S-W Company has endeavored to excel in the quality of their products.

Intelligent and persistent advertising and promoting, coupled with the co-operation of S-W Dealers have made this little trade mark and the quality it stands for, familiar to paint customers from one ocean to the other. S-W publicity is more efficient than ever.



The third reason is this : There is a Sherwin-Williams Product for every painting need, and one finish helps to sell another.

The S-W Selling Plan has built profitable business for S-W Dealers in all parts of the country. It should interest you. Write now. The 1913 Price List is just off the press.

SHERWIN-WILLIAMS

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.





IF THERE IS NO
KYANIZE AGENCY

in your town it

WILL PAY YOU

to write us for full particulars.

We Back Up Our Agents

with the Highest Grade Varnish made—The most Complete Advertising Plan ever shown and best of all the exclusive agency whereby they get the profits of our Kyanize Advertising in their own town.

We Furnish

Attractive Window Displays, Handsome Store Advertising, Convincing Newspaper Cuts, Interesting Picture Slides and do direct by mail work for each local dealer.

There will be a demand for Kyanize in your town next spring. We only sell one dealer in a town. If you want to get the benefit of our Kyanize Advertising in 1913 write to-day for Kyanize plan.

Boston Varnish Company EVERETT STATION **Boston**

Here's A Quick Money-Maker

The Connor Ball Bearing Washer is a quick seller. It has features that appeal strongly to women. The wringer adjustment, the hinged cover and substantial stand are three of these features. Our new catalogue gives full particulars, also describes our complete line of washers and wringers. Write for a copy. Other live hardware dealers find the Connor Line a profitable one. There's every reason why it should be a money-maker for you, too.

J. H. Connor & Son
LIMITED
Ottawa, Canada



**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE BEAUTY OF PAINT

Next to the added life paint imparts, is the matter of beauty. Beauty depends entirely upon the quality of the paint used.

MARTIN-SENOUR PAINT

100% PURE

has the quality of permanency, which insures that beauty paint buyers are willing to pay money to obtain. Here is a paint that stands the war—that retains its freshness and brilliancy—a paint that pleases the buyer.

Sell your customers more than paint—sell them protection and beauty. Write and we will tell you more ways to sell **MARTIN-SENOUR PAINT** and **VARNISH**.

The Martin-Senour Co. Limited

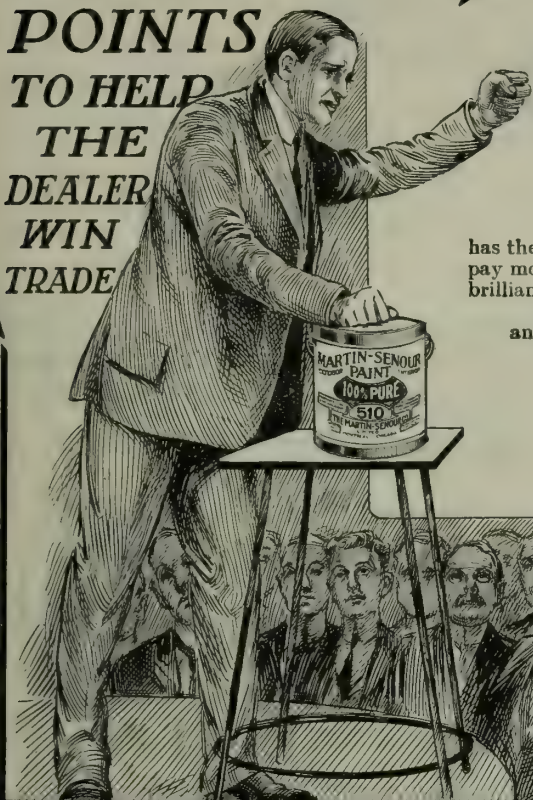
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



UNVARNISHED FACTS

DOUGALL VARNISH is the one varnish that will give perfect satisfaction.

Made under perfect conditions by the most experienced workmen, it has qualities which are not found elsewhere.

Dougall Varnish will cover more surface per gallon than any varnish made. When dry, it possesses a very high polish, which it retains for a long time. Its lasting qualities are well known and it well deserves this description:

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President.

305 Manufacturers Street,

Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

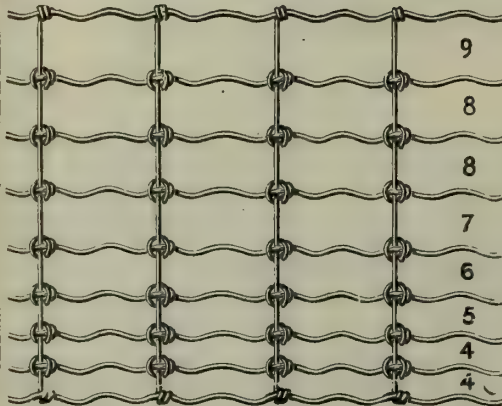
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Grate
requires no chimney, therefore anyone building a house can have a Mantel
complete for less than the actual cost of a chimney.

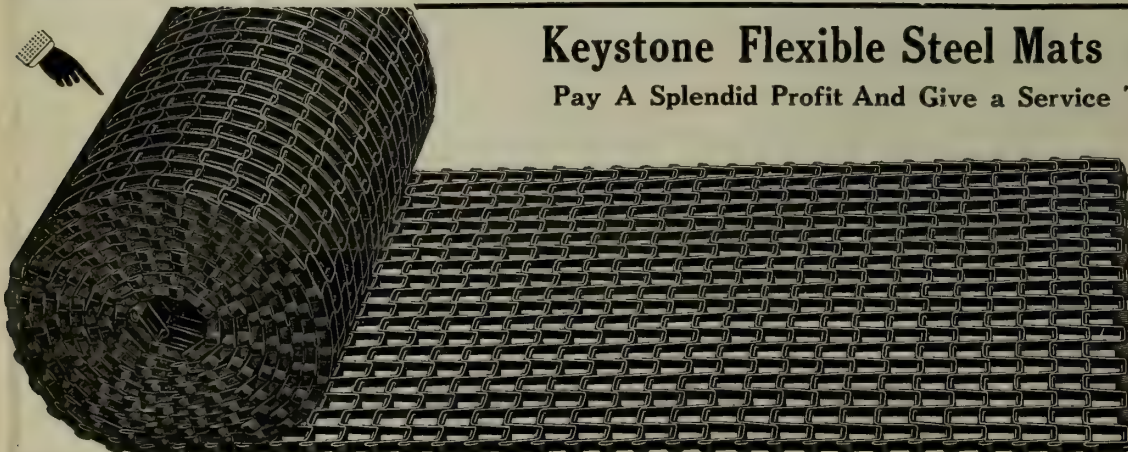
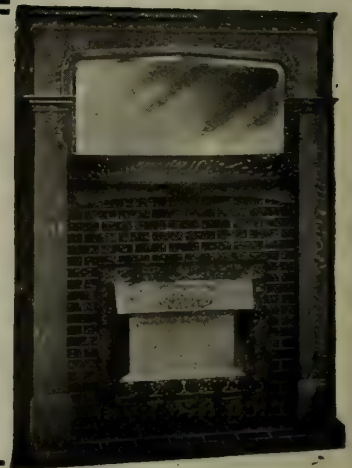
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



Keystone Flexible Steel Mats and Matting

Pay A Splendid Profit And Give a Service That Is Uncommon

These are ideal mats
where there are wet
floors. They are non-
rustable, sanitary, re-
versible and self-clean-
ing. Made of one con-
tinuous crimp. No
short pieces. Ask your
jobber.

Write for particulars.
Kuhne-Anderton
Mfg. Co.

PORT HOPE, ONT.



TO MAKE GOOD

IN THE PAINT DEPARTMENT

requires the featuring of a line of paints and varnishes in

which both the dealer and consumer can have absolutely mutual confidence.

CONFIDENCE OF PROFIT TO THE DEALER.
CONFIDENCE OF SERVICE TO THE CUSTOMER.

MAPLE LEAF PAINTS.
MAPLE LEAF FLAT WALL COLORS.
MAPLE LEAF FLOGLAZE.
MAPLE LEAF VARNISHES.

Four lines in which you can stake every reliance.

Our M. L. Decorative Aid Department is of great assistance in developing agents' trade.



ONE WAY

To Give Better Satisfaction



When a customer calls for bronze paint he wants the best.

It has been proved time and time again that a prepared bronze paint will deteriorate sooner than that made by mixing

Reflex Bronze Liquid

with good bronze powder.

This combination is easily mixed and easily applied. It is the assurance of highly pleased customers and many re-orders.

Start boosting Reflex Bronze Liquid now. In a very short time you will notice a big increase in your bronze paint sales.

Write us to-day.

**The
Ault & Wiborg Co.**
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL

Valuable Information

Have You Money Invested?

Have You Money to Invest?

Are You Interested in the General Business Outlook?

The Financial Post of Canada

gives its readers reliable, first-hand information on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions.

Subscribers obtain through The Post's Investors' Information Bureau, and without charge, confidential opinions on investments, etc.

Published Weekly. Sample Copies on Request. \$3.00 per year.

The Financial Post of Canada

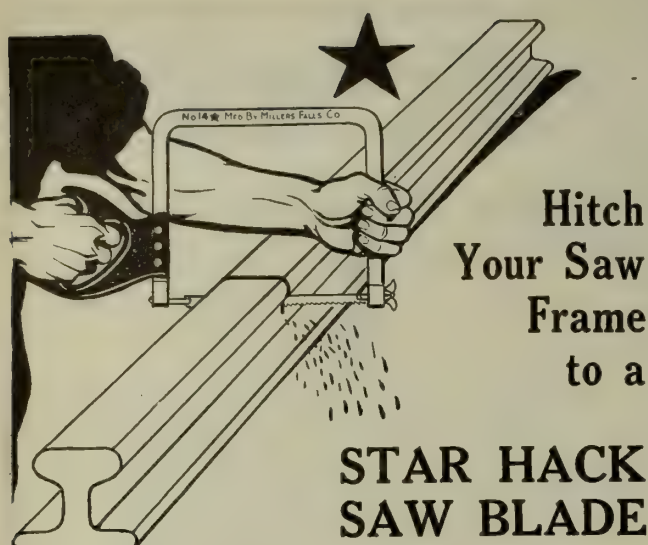
143-149 University Ave.,

MONTREAL.
WINNIPEG.

TORONTO

REGINA.
VANCOUVER.

"The Canadian Newspaper for Investors"



Hitch
Your Saw
Frame
to a

**STAR HACK
SAW BLADE**

and enjoy immunity from hack saw troubles.

Immunity for the user because Star Blades always make good.
Immunity for the dealer because they give the utmost satisfaction to customers.

The Dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

Star Blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For this gauge we use Star Blade with 24 teeth to the inch.

Write us for our interesting proposition.

Our Free book, "Tool Practice," is worth while sending for.

Millers Falls Company

28 WARREN STREET - - NEW YORK CITY

RE-SHIP AT REGINA



Why?

It is the Hub of the West

and you need a point to which you can consign your goods in carloads or large quantities, taking advantage of the low long-haul rates, and from which you can distribute with the greatest directness.

We are located at Regina for storing and distributing. Our warehouse may be your Western Branch. By storing we save you time. By re-shipping we save you money. The plan is practicable, our charges are reasonable, our service experienced, our shipments prompt, our reports regular.

Write your particular needs. We believe we can meet them. We are serving scores of Eastern wholesalers and manufacturers.

**REGINA STORAGE AND FORWARDING CO.
LIMITED**

REGINA

A. & J. Automatic
ONE HAND EGG BEATER
Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - - - - - ONT.



More-Profit Pumps
---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

BRUSHES

ADAMS VULCAN-SET AND LOK-RIM

These brushes are made by one of the largest and oldest brush manufacturing companies in the world. The men who manufacture Adams Vulcan-Set Brushes have been brought up in the business; they have travelled the world over, selecting the most suitable materials; they have even invented special machinery for the manufacture of better brushes. Each branch of the work has been placed in charge of a man who has become an expert in that particular line through many years of investigation and experience.

Adams brushes are not ordinary brushes, but they cost no more than ordinary brushes. You can use Adams brushes until they wear out, because they never fall to pieces. Adams Vulcan-Set Brushes are made of cold, or natural temperature, process. No intense heat is used in making them.

Our salesmen are now showing samples of
these goods.

The Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building."

Winnipeg

Calgary

Edmonton

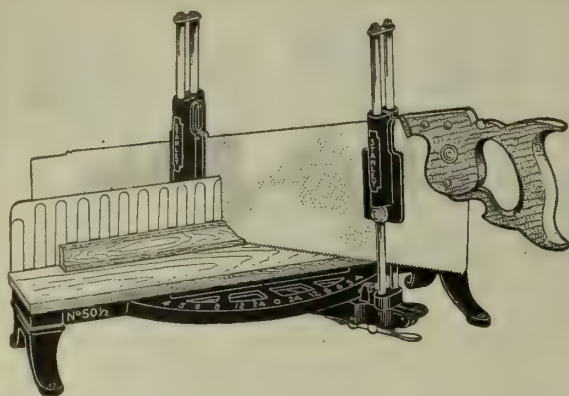
LONDON BAR : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg



Stanley Tools

No. 50 1/2 MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable. The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50 1/2 List Price each \$5.50
No. 60 1/2 with 20 in. Back Saw List Price each \$7.50



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



"Kenrick" Cast Iron Holloware

"Anglo" Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE.,

WINNIPEG, MAN.

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.



No. 18 and 19 Design

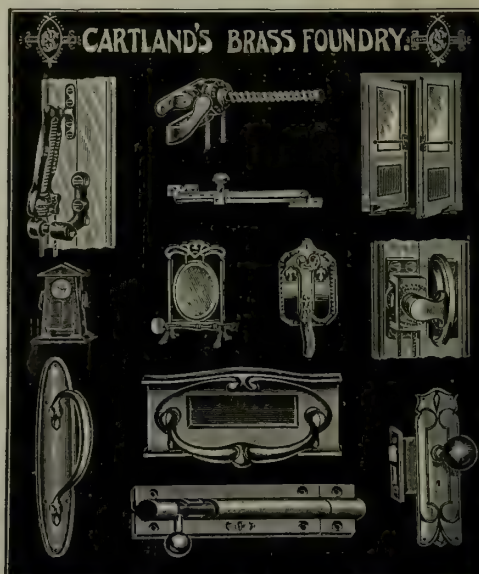
Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
Application to wholesale Hardware Merchants.

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.
TWEED - - - ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

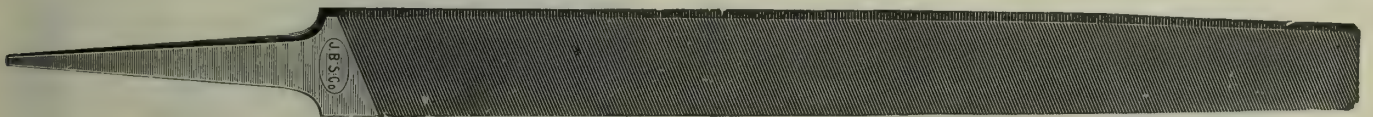
For over Sixty-Three years we have been manufacturing Old Standard, Eagle, Globe and Pyramid Germantown Brands, and during that long period have maintained the highest possible quality. It is this quality which has built up the largest business in the world.

Germantown Lampblacks are imitated in appearance, but far from being equalled in serviceability. Imitation is the sincerest form of flattery.

Look for the red seal on every package.

Why buy the "Near Brand" when the best is procurable.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.
ESTABLISHED 1849



Special Steel--Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada.

"AMERICAN"
"EAGLE"

"ARCADE"
"McCLELLAN"

"GREAT WESTERN"
"KEARNEY & FOOT"

"GLOBE"
"J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co. - - Port Hope, Ont.



LITHARGE

GERMAN AND ENGLISH ☐

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

94 Years of Supremacy

The first high-grade snips to be made on this side of the Atlantic.

The best and most widely used snips today.

Guaranteed by



"The MARK of the MAKER"

This trade-mark is stamped on every P. S. & W. Guaranteed Hand-Tool. It is a warrant of manufacturing ability, experience and progress dating from 1819. It also identifies the largest line of mechanics' hand-tools offered by any maker.



P. S. & W. Snips are made in the only right way—of genuine Norway Iron with the finest English tool steel laid deep into the blade. For long life and sharp cutting they have no equal.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

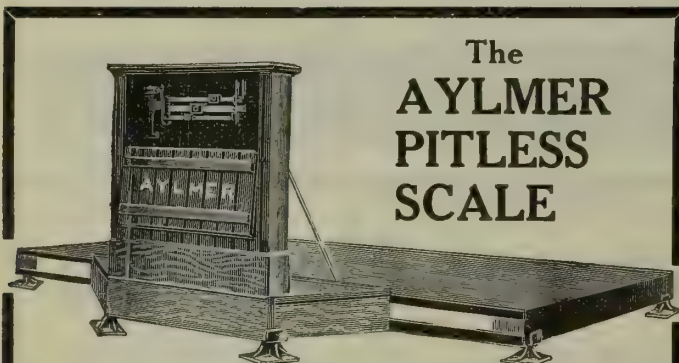
Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—G. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont, Frothingham & Workman, Ltd.; L. H. Herbert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co. Ltd.

Send for Hand-Tool catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co.

MFERS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware. Established 1819

Address 29 Murray Street, New York, N. Y., U. S. A



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario



**A
TIME SAVER
AND
SYSTEM
PROMOTER**

**Every Up-to-date
Hardware Store
Should Have One**

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them.

Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

HARDWARE dealers and tinsmiths wanted

to act as our Agents for the Faultless Lighting Systems, the safest, whitest, brightest and most economical light known to science. Better and cheaper than electricity, gas or coal oil. Permitted by all Insurance Companies. Write to-day for special proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.



The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON CANADA
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto:
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FOX GUN



"The Finest Gun in the World"

We are creating business for you. You can't afford to disregard the Profit

IF THE Fox Gun wasn't the finest gun in the world we would be wasting time in saying so. The proof is in the gun. And we stand behind it with our guarantee.

If we did not have absolute confidence in the Fox we would be burning up the thousands of dollars we are to spend this year in creating business for the dealer.

If we are willing to spend this money for your benefit, you cannot afford to pass up the profit that is bound to come from filling the Fox demand.

Our Plans to Sell The Fox for You

during 1913 have been perfected. They are national and local. They will go right into your home neighbourhood — not Sporting Papers alone, but direct, personal-appeal advertising. And we want you to write for details and ask for illustrated catalog showing all our guns. Write for the catalog to-day.

A. H. Fox Gun Co.
4768 No. 18th Street
PHILADELPHIA

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's

Largest

Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. **BETTER WRITE NOW.**

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glaseco, Winnipeg.



There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

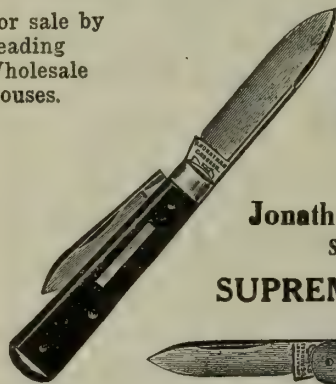
Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

For sale by
Leading
Wholesale
Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BIG

RESULTS

from small investments. Read
Hardware & Metal's Want
Ad. Page.



The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS, St. Mary's, Ont.

Cane's Washboards

The Best Value In Washboards That You Can Offer Your Trade

They stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

We manufacture washboards in 13 different styles and grades to suit every demand.

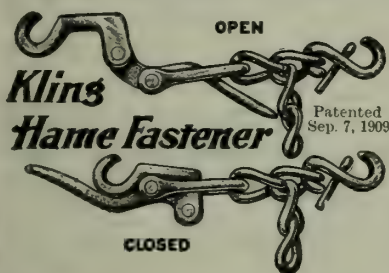
Write for catalog on on "Cane's Washday Woodenware"

Order from your jobber.

THE WM. CANE & SONS CO., LIMITED
Newmarket, Ontario



No Horse Can Break the



Patented Sep. 7, 1909
makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c, but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

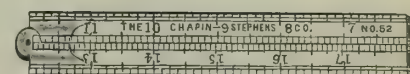
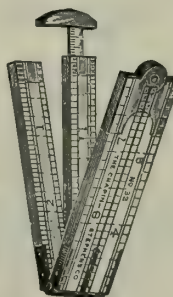
Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South
HAMILTON, ONT.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.

SPooner's No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD.
HARDWARES ALL SELL IT.

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street

Birmingham

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents

SASKATOON, - SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET, - QUEBEC

HOOKS.

HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man.

covering the jobbing trade of Manitoba, Saskatchewan and Alberta.

This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg.,
Winnipeg.

H. E. JOHNSON

Factory Representative
12 Melinda St.

TORONTO

Representing

Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND
SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid

Perth - Ontario

LEAK STOPS.

Carey
STOP A LEAK STOP

PERMANENTLY REPAIRS SMALL LEAKS in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retail at 25 cts. Per Stop, or sent by mail post-paid for 35 cts.

WRITE FOR TRADE DISCOUNTS TO-DAY

THE PHILIP CAREY CO., Lockland, Ohio.

When writing advertisers kindly mention having seen the advertisement in this paper



KERNCHEN BUILDING VENTILATORS

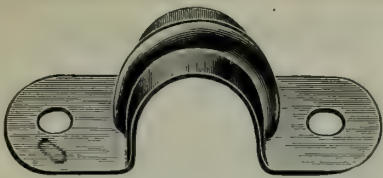
Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - Canada

Write for General Catalog



GAS PIPE STRAPS

At One Half the Price

you have been paying, because they are lighter.

THE P-H STRAP

does the work just as well as the heavy straps you have been buying and they go twice as far.

The P-H strap holds the pipe —also your profits.

PECK-HAMRE MFG. CO.

Berlin, Wis.

HENDERSON & RICHARDSON

Board of Trade Bldg., Montreal
Canadian Distributors.

When writing advertisers, kindly mention having seen the ad. in this paper.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

TWO CENTS PER WORD

You can talk across the continent for two cents per word

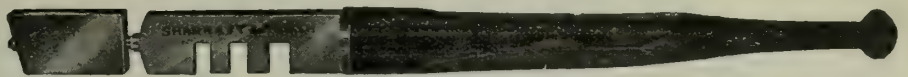


with a WANT AD. in this paper



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

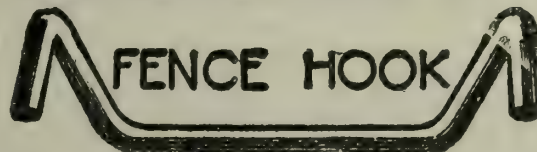
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

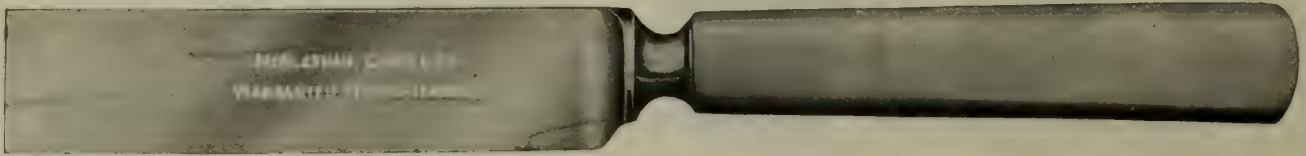
WRITE FOR
CATALOGUE
AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY,
LIMITED
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

Extra Good Value in Dessert and Table Knives.



Made from highest quality English Cutlery Steel, best Grained Celluloid Handle, oval shaped, warranted perfectly secure. Put up by ½ dozens in neat rack boxes. Ask for Catalogue.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

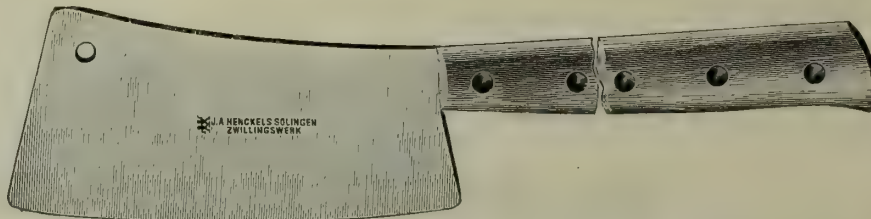
AGENTS: J. MICKAY ROSE, 88 McGill Street, Montreal, Que., N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

J. A. HENCKLES

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal

The Best Offer In The Saw Business



You can now buy Saws, made in Canada, that will delight your best mechanics. Of finer material and more scientifically made than any other in the world.

This picture shows a man who has used this "self-same" Saw for thirteen years. It has always stood up to its work because it was made as good Saws should be made.

ATKINS STERLING SAWS

You can more profitably push this kind of tools, because they bring and hold the best trade and pay the largest legitimate profit. A money-back guarantee behind them and a world of selling help—free—no strings tied to it—at your command.

Write us for details.

E. C. ATKINS & CO.

Makers of Sterling Saws

FACTORY, HAMILTON, ONT.

BRANCH, VANCOUVER, B.C.

UTICA GOODS AND SATISFACTION



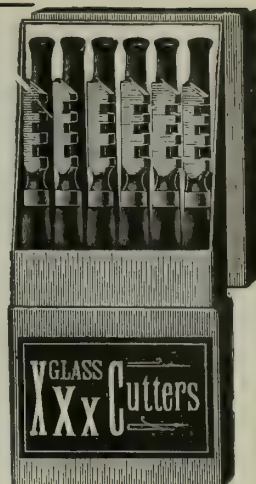
GO HAND IN HAND

Manufactured by Utica Drop Forge and Tool Co., Utica, N.Y.

We Carry
a Most Complete Line of
Glass Cutters

RED DEVIL BRAND

Every Tool **Guaranteed.**



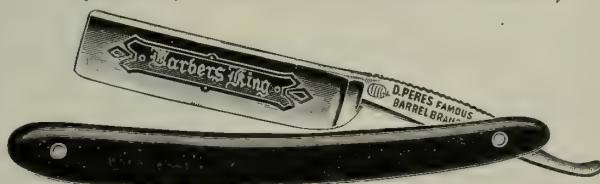
Smith Hardware Co., Ltd., 240 Lemoine St., Montreal

D. PERES Barrel Brand CUTLERY

Dear Mr. Dealer:—

The demand for "Barrel Brand" Cutlery is increasing rapidly. This fact is the result of the excellent quality of our goods. Be sure that your stock in Cutlery in the coming season contains a large assortment of "Barrel Brand." Our travellers will call on you shortly with full range of samples. In your own interest don't order before you have seen what we have to offer you. Barrel Brand Cutlery is the most satisfactory line to handle; it gives you both satisfied customers and a big margin of profit.

(Razors, Pocket Knives and Scissors)



Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.

**If Your Ambition is to Sell Nothing But High Quality Cutlery,
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of
Cutlery is better
known to-day
than "TREE"
Brand, which
has been on the
market for the

last 50 years and in which the quality has been upheld since this brand was first introduced.
Insist on having Boker's "TREE" Brand. By far the best cutlery made.



FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

TWO CENTS PER WORD

You can talk across the continent for two cents per word
: : : with a Want Ad. in this paper. : : :

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



You Want to Earn More, Don't You ?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.

Don't Lose Money any Longer Through Antiquated Methods of Book-keeping

Under the old, laborious system, you are wasting precious time that you should be spending in laying plans for the growth of your business.

You work late at night poring over your Day Books, Journals and Ledgers. You wake up the morning after, feeling tired and unfit to devise aggressive selling schemes.

And all the time you are probably losing hundreds of dollars through your clerks forgetting to charge hasty purchases—or through slow pay customers getting in for more than they can stand.

Let the McCaskey Account System Solve Your Accounting Problems

It will save you time and money and simplify your collections. There are no items to transfer from one book to another. One handwriting is all that is necessary, and there is no possibility of dispute with your customers, because the McCaskey automatically checks the total of each account with every purchase.

You cannot overcharge and you cannot forget to charge, with this system.

How much easier would yesterday's work have been with the McCaskey System? You'll know when you read our booklet "John Ashley"—sent free if you write us.



Double Register with Electric Recorder
and Cash Till

Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester. Eng.)

An Opportunity To Increase Profits Confronts Every Hardware Dealer In Canada

The goods illustrated below are necessities.

Every household should have a meat and food chopper, while the farmer will benefit by the use of our sausage stuffer and lard press.

There is a very large unsupplied market for these articles and every wide-awake dealer can, by a little advertising, draw big business to his store.



**MEAT and FOOD
CHOPPER**



**SAUSAGE STUFFER and
LARD PRESS**

ENTERPRISE GOODS

embody long experience and the very best materials that are procurable. No other line can beat them in quality or service.

When you sell Enterprise Products you sell satisfaction and lay a foundation for a rapidly increasing trade.

We help you to sell Enterprise goods by supplying you with advertising matter which you can hand to customers or distribute from house to house.

Our circulars are stamped with the name of the dealer, so all inquiries will come your way.

Write at once for full particulars

**The Enterprise
Mfg. Company of Pa.
PHILADELPHIA**

26 YEARS

in use and still so satisfactory that customer wants to buy more to match

We take the liberty of showing a fac-simile of our customer's letter and also one of the half-dozen knives.

Will the reader carefully examine the Cut of Knife. Where the Cut shows white the silver is still intact after 26 years of use. About the edges, the cutting part and the points exposed to the constant rubbing on the table, where the cut shows black, the silver is slightly worn off.

To show how much use the knife has had see how it is gradually wearing to a taper from about half way down the blade to the point.

This is a regular Knife sold for Hotel Purposes.

The Toronto-Silver Plate Company
Toronto

Gentlemen
I purchased through one of your
customers for. Remembrance some 26 years ago
one half dozen of your perfect table knives
stamped Toronto-Silver Plate-Company No. 12.
They have been so satisfactory that I should
like to purchase one half dozen more to match
can I do so and what will they cost me
I am sending sample by bearer

Mrs W. J. Bray
33 West-Charles
St



The TORONTO SILVER PLATE COMPANY, Limited

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms

WEST KING STREET, TORONTO

E. G. GOODERHAM, President

Branch Salesrooms—Rooms 18 and 19 Fairfield Bldg., Granville St., Vancouver, B.C.
Hammond Bldg., Albert St., Winnipeg, Man.

INDEX TO ADVERTISERS

	Inside front cover	
White Mop Wringer Co.	67	
Whitman & Barnes Mfg. Co.	20	
Wilckes-Martin-Wilckes Co.	72	
Winnipeg Paint & Glass Co., Ltd.	67	
Wright, E. T. & Co.	27	

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Stover Mfg. Co., Freeport, Ill.**
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
- Tallman Brass & Metal Co., Hamilton.**
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowswell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greeff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Plates.**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
Clippier Lawn Mower Co., Dixon, Ill.
S. F. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Bellville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H. & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Sldings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
Others.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bower, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Scythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrew Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



LARGELY INCREASED SALES

The sales of the "Ross" Sporting models in 1912 showed a very large percentage of increase, and this is especially the case in the more expensive "High Velocity" 280 Model.

"Ross" Rifles sell because of their accuracy, which wonderful scores in international and other matches have proven, and on account of their power to anchor the largest game.

Dealers who have not shared in the increased sales are invited to correspond with us, and it is quite likely a way can be found to help the sales to climb. There is a good margin on every "Ross" Rifle you sell.

ROSS RIFLE CO.

QUEBEC

**Build
Your
Businesss
with
Pilabrasgo
Oil Lamps**

START 1913 with a rush, Mr. Merchant.
Feature the Pilabrasgo Lamps. You can't find a stronger leader—nor one that will repay your efforts better. The line includes:

Plain and Decorated Glass Lamps, Kopp's Solid Color Glass Lamps, Library and Hall Lamps, Metal Lamps of every kind,

and they're all equipped with the patented SUCCESS burner. (That's the burner, you know, that has been **proven** by comparative tests to give the most light with the smallest consumption of oil.) They're serviceable to your customer, and—consequently—mighty salable for you.

☐ You ought to have a complete assortment. Drop a card and we'll bring photos.

The Pittsburg Lamp, Brass & Glass Co., of Canada, Limited

119 Wortley Road,



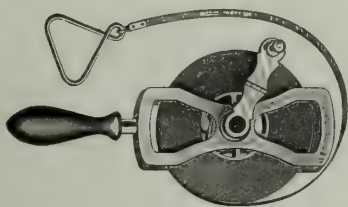
London, Ontario

R. E. Davis, Special Representative.

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

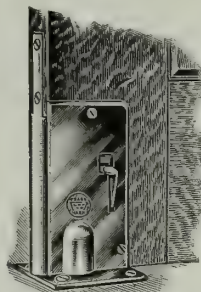
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CHICAGO

SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

The Strong Advantages of

Pearson's Patent Poke No. 2

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Give it a trial—the results are just the kind you want.

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.



**WHERE
THE PULL
COMES**

Things have to be made strong and smooth to stand the strain and prevent wearing.

WE USE THIS BIT OF WISDOM IN MAKING

SINGLETREE TRIMMINGS

DOUBLETREE TRIMMINGS

CENTRE IRONS

RINGS

WAGON STAKES AND STAKE RINGS

NECKYOKE TRIMMINGS

TWIN NECKYOKE IRONS

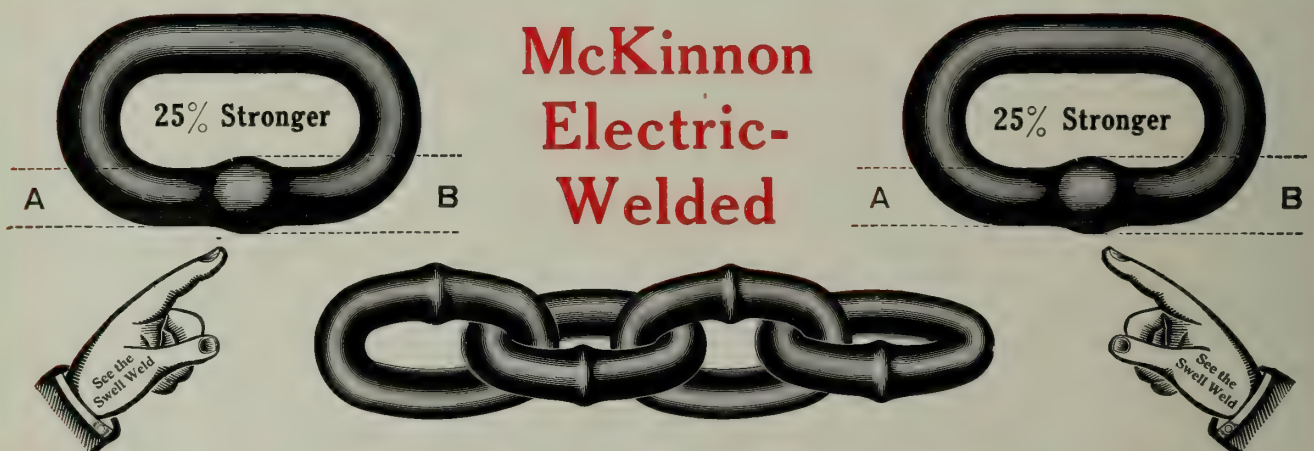
CLEVISES

McKinnon Dash Company

Buffalo, N.Y.

St. Catharines, Ont.

Troy, Ohio



Steel Loading and Logging Chain

25% More Weld

25% More Strength

25% More Wear

Sold by Leading Jobbers

Guaranteed by the Makers



McKINNON CHAIN COMPANY

SALES OFFICE: BUFFALO, N.Y.

FACTORY: ST. CATHARINES, ONT.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 5

February 1, 1913



Better Profits For You— Better Buildings For Your Customers

We have just issued a splendidly illustrated catalog showing the different uses and advantages of "Preston" Building Goods.

While this catalog contains much valuable information, it is so compact that it can be easily carried in the coat pocket.

Some dealers made from \$300 to \$1,000 in commissions last year by selling from "Preston" Catalogs. We co-operated with them and actually did most of the work, but they got all the commissions.

We will try to make our co-operation better than ever in the future.

Get in touch with us and let us help you build your business.

The Metal Shingle and Siding Co., Ltd.
Associated with A.B. ORMSBY, LTD., Toronto, Ont.

Factories at
Montreal, Que.: Toronto, Ont.: Preston, Ont.; Winnipeg, Manitoba: Saskatoon,
Saskatchewan; Calgary, Alberta.

Head Offices: PRESTON, ONTARIO and MONTREAL, QUEBEC

MAIL US THIS COUPON.
Please send us your latest catalog on
"Better Buildings," also agency pro-
position
Sign name here.



We'll be looking for you at the Hamilton Convention

This is going to be the greatest gathering of Hardware Men Canada has ever seen.

The pick of the Retailers, Wholesalers and Manufacturers—the most progressive men in the business—will be there.

The air will be full of enthusiasm, suggestions and up-to-date ideas which you can shape into profits.

One of the live spots in the big Drill Hall will be the Gillette Safety Razor Booth. There will be a hearty welcome there for you from our Managing Director and our Ontario Salesmen, and a Gillette Exhibit which no Dealer should miss.

If you are attending the Convention for the first time, we shall be doubly glad to see you, and to do everything we can to help you enjoy and profit from the Meetings and the Exhibits.

A suggestion—Bring a pretty complete memorandum, either on paper or in your head, of the goods you are going to need within the next few months. This exhibition of the products of a hundred or more Hardware Manufacturers will offer perhaps the best opportunity you have ever had of buying to good advantage.

The Gillette Safety Razor Co.
of Canada, Limited, Montreal



A. A. Bittues, Man. Director



D. P. Cotter, Salesman



J. D. Dunn, Salesman



\$

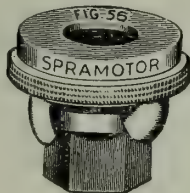
When You Spell
\$PRAMOTORS

Start with the
Dollar Mark

There's money in Spramotors and Spramotor accessories for you. A definite statement that which you can easily prove true.

Take a pencil right now and mark down the needs of your best customers in the spring and the good old summer time. Figure out how many of them must use one or more spraying outfits. Then consider how much you sell them now and how much more you might sell them! Of course, there's money in Spramotor accessories. Stock them. They'll draw a paying trade and build up the reputation of your store.

N.B.—While you have that pencil handy drop us a card asking us to table the proofs. It's heads you win and tails we lose.



Spramotor Works

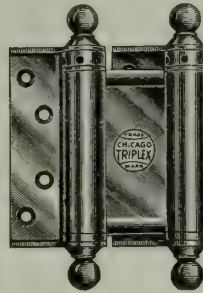
68 King Street, - London, Can.

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your Order Now For GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

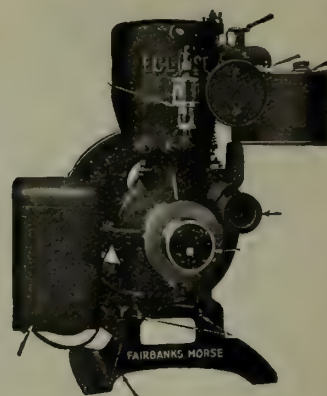
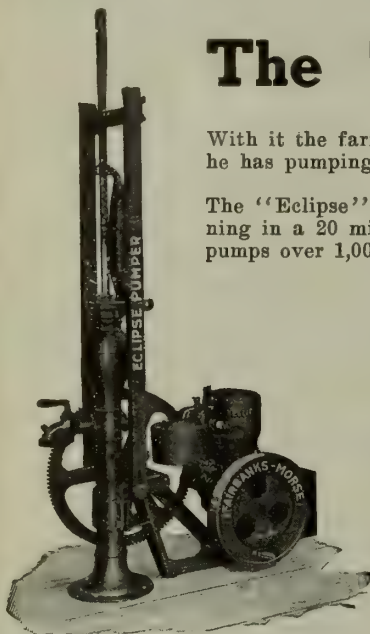
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



Now is the Time

to give some attention to your spring stock of Milk Cans, Creamery Cans, Trimmings, etc. Let us know your requirements for the coming season.



Trimmings for all sizes and styles of Milk and Creamery Cans.


PRICES ON APPLICATION

The Sheet Metal Products Company OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company
TORONTO

Montreal

Winnipeg



Disston

PLUMBS and LEVELS

For all Classes of
Mechanics

SOLD FOR NEARLY 50 YEARS

"DISSTON"

is a

Guarantee of Quality

Mechanics have perfect confidence in the name; to them it is a synonym of the **"BEST."**

**"It's a Name the
Dealer Can Profit by"**

It will give prestige to your Line and inspire a respect for your house.

We are headquarters for Disston Goods

Your Orders and Inquiries will be handled with promptness.

They have maintained that High Standard of Quality, Efficiency and Finish for which **DISSTON GOODS** have gained **WORLD-WIDE RENOWN.**

We carry a Large Line of **DISSTON** Levels and other tools.

LEWIS BROS., LIMITED

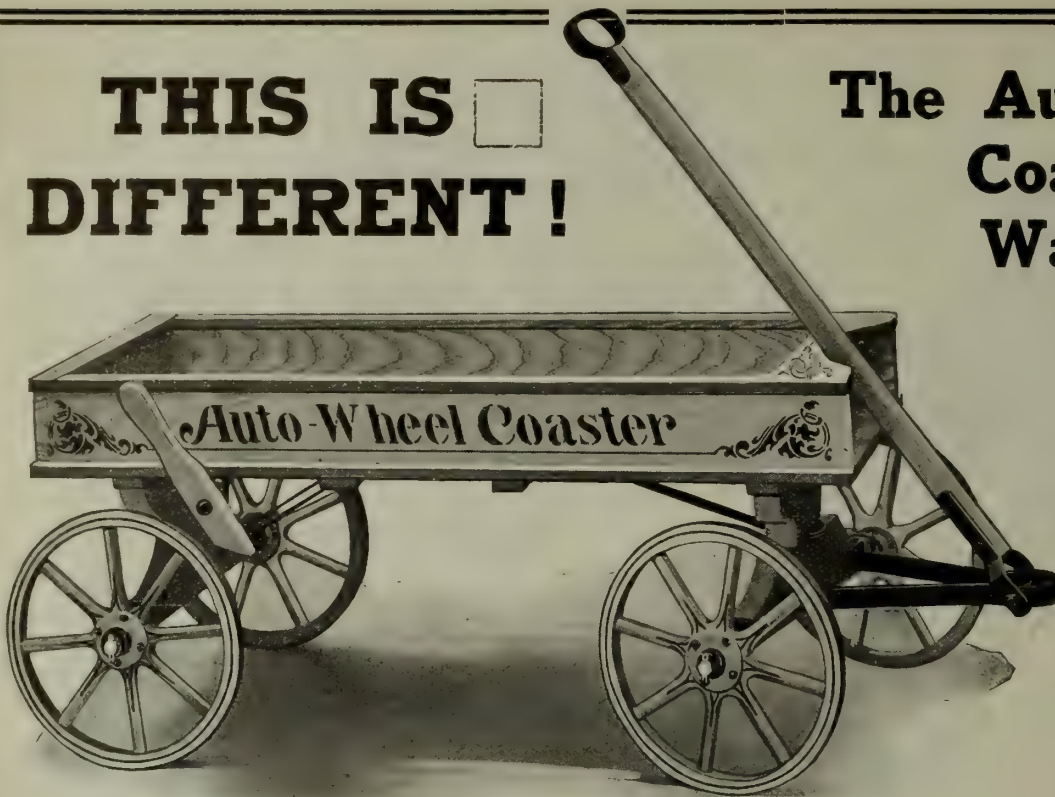
OTTAWA
TORONTO

MONTREAL

VANCOUVER

**THIS IS ☐
DIFFERENT!**

The Auto-Wheel Coaster Wagon



has a wheel that is of the standard automobile type.

The **HUB** and **BUSHING** are of cold rolled pressed steel.

The **SPOKES** are of well seasoned, second growth White Ash, ovalled, mitred and machine riveted in hub, with bushing turned over the ends.

The **FELLOE** is $1\frac{1}{2}$ in. x $\frac{3}{4}$ in. with tire of $1\frac{1}{8}$ in. x $\frac{3}{4}$ in. flat steel, electrically welded, and shrunk on felloe by hydraulic pressure, with no marking or riveting. It can never shrink loose or come off, and it also insures a perfectly true wheel.

The (13) **BEARINGS** are hard - drawn Bessemer steel rollers, running on cold-drawn, absolutely true axles.

DUST CAPS protect hubs and bearings from dust, dirt and grit.

COTTER PINS are used instead of nuts, because they are equally efficient and can be more easily replaced if lost.

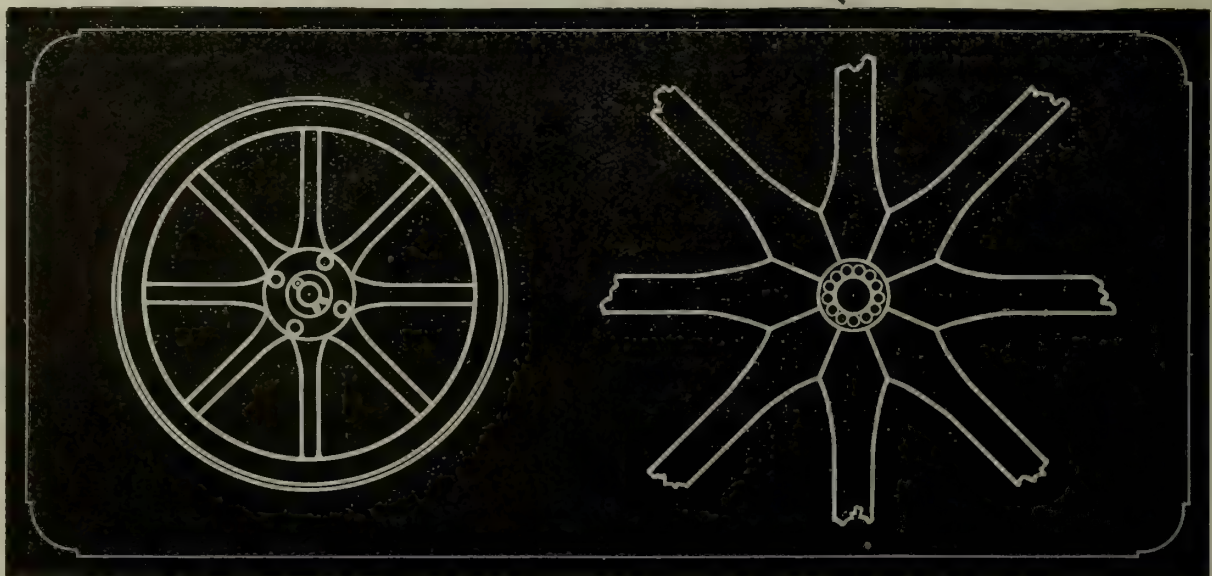
In the manufacture of this **Auto-Wheel Coaster Wagon** we have borne in mind that "a wagon is no stronger than its weakest part"—the wheel—and therefore, we have paid particular attention to wheel construction.

The **Auto Wheel Coaster Wagon** has **NO** weak parts.

Its fine finish alone will attract prospective buyers, but when you explain the improved points **you will very easily effect sales**—every sale pays a handsome profit and will lead to other sales.

Be the first in your vicinity to handle this trade-winner—every boy will want one.

If your jobber cannot supply you, write us to-day for full particulars and price.

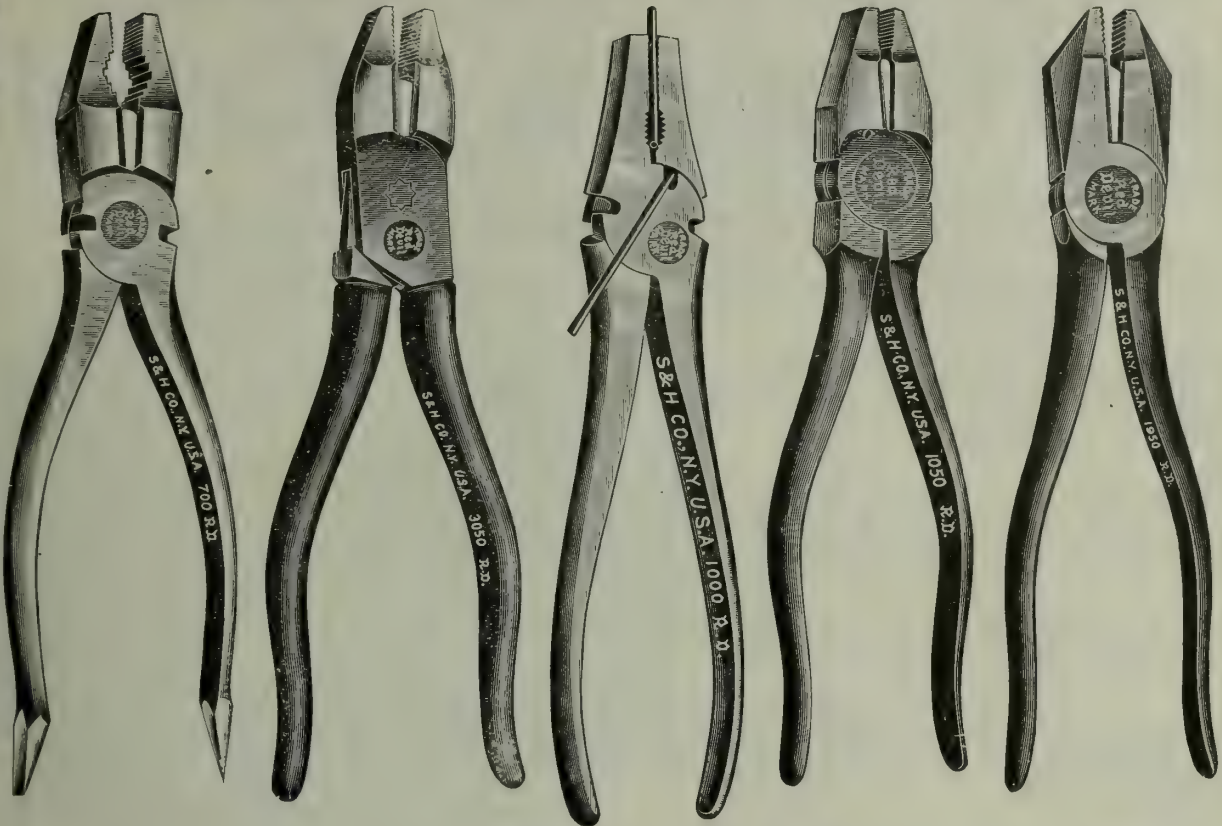


Showing Complete Wheel

Showing Construction of Wheel

The Canadian Buffalo Sled Co., Limited, - Preston, Ont.

RED DEVIL TOOLS



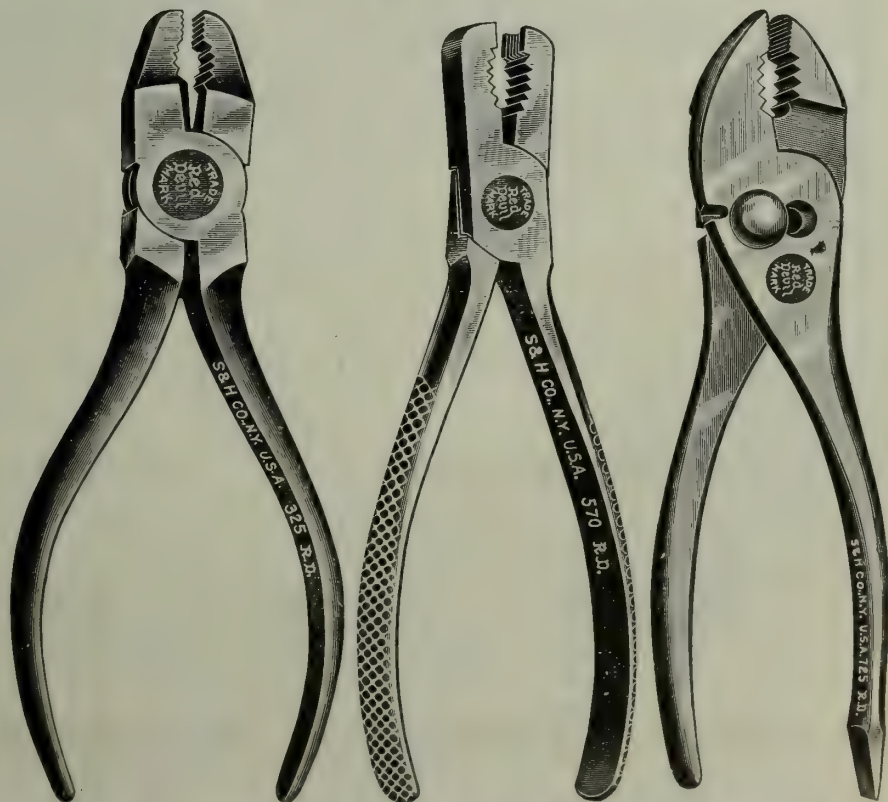
You Want the
BEST—So Do
Your Customers.

RED DEVIL GOODS

Carry our
TRADE MARK



and also an
UNCONDITIONAL
GUARANTEE



SMITH HARDWARE CO., LIMITED, MONTREAL

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

"Vulcan Bijaw" Chain Wrench

WITH DOUBLE ENDED REVERSIBLE JAWS



**The All Steel Wrench
With Saw Temper
Drop Forged Jaws.**

**Will Always Grip But
Never Crush the Pipe.**

**Made to last twice as
long as**  **any other Wrench.**

	30	31	32	33	33½	34	35
Capacity	1/8 to 3/4	1/8 to 1½	1/4 to 2½	3/4 to 4	1 to 6	1½ to 8	2 to 12
Breaking strain, lbs. ...	3,600	6,700	9,800	12,500	14,300	15,700	inch pipe 21,800

Vulcan Drop Forged Chain Pipe Vise

UNBREAKABLE

POSITIVE GRIP.

ADJUSTS QUICKLY.

SIZE FOLDED, 6x8x8 INCHES.

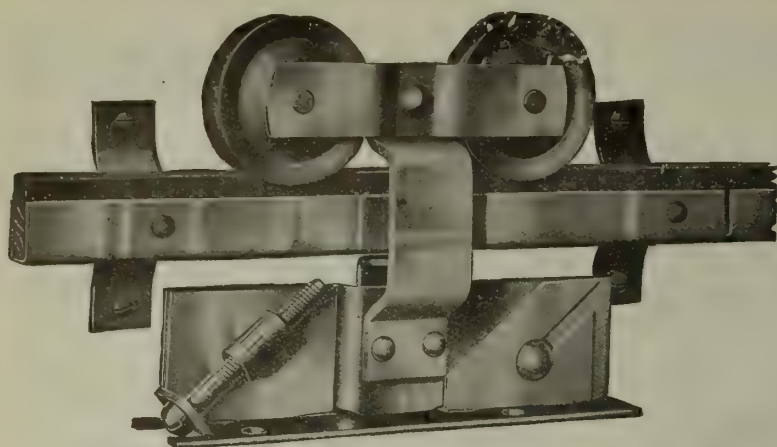
WEIGHS, 10 LBS. CAPACITY, 1/8 to 4 INCH PIPE.



WHOLESALE DISTRIBUTORS

Caverhill, Learmont & Co.

MONTREAL AND WINNIPEG



The Hatch Parlor Door Hanger

THE HATCH Gives Satisfaction

Hardware dealers like to handle a "leader" and one that "makes good." The Hatch is a noiseless, strong, durable and most satisfactory Hanger, with a reputation of always "making good."

Canada Steel Goods Co., Ltd.

HAMILTON

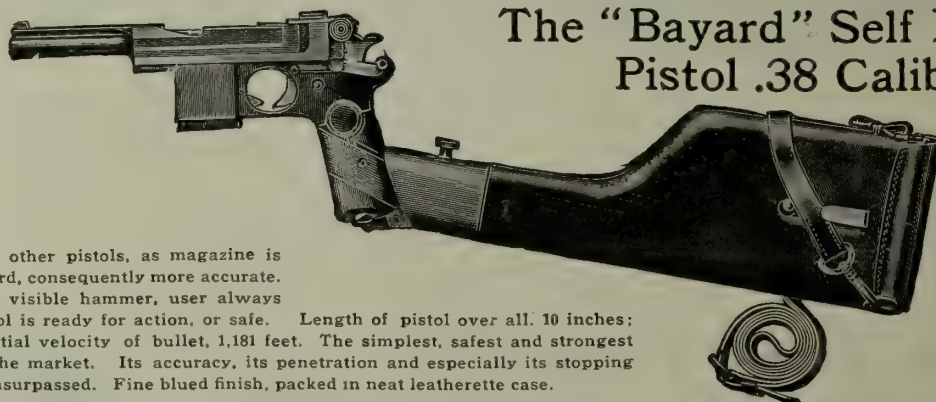
--

--

--

--

ONTARIO



Maximum
Range
1,700 Feet

The "Bayard" Self Loading Pistol .38 Calibre

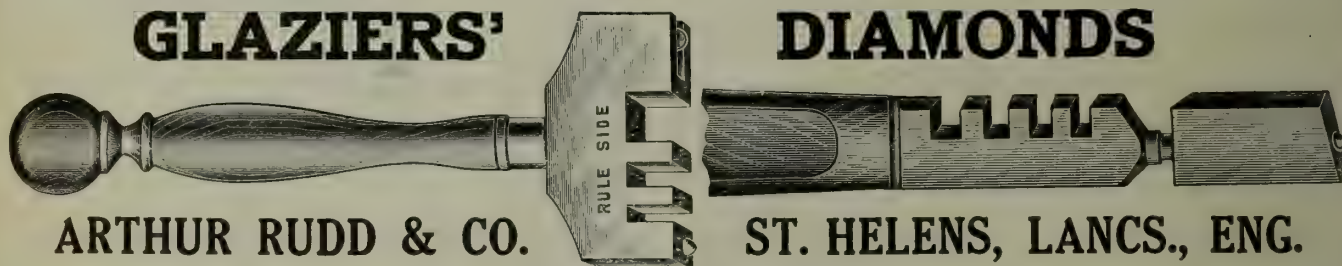
Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1/5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

Penetration
6 Pine
Boards
at 50 yards
Adopted by
Spanish
Army

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

GLAZIERS'

DIAMONDS



ARTHUR RUDD & CO.

ST. HELENS, LANCs., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction. Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.

To Dealers Handling Any of the "Pennsylvania" *Quality* Family:

Our past advertising has helped our dealers sell more *Quality* mowers.

They tell us this and our sales prove that it *is* so.

For this reason we will continue advertising this season even more vigorously than before.

If you have stocked any of our line, we have some printed matter and trade helps for you.

We want to make it easier for *you* to sell more goods—to get the *most good* out of our advertising.

Won't you drop our advertising department a postal, telling us which line you handle? We'll do the rest.

WHOLESALE AGENTS

E. K. Spinney, Yarmouth.
Chinic Hdwe. Co., Quebec.
Caverhill, Learmont & Co., Montreal.
Thos. Birkett & Son Co., Ottawa.
H. S. Howland & Sons Co., Toronto.
Rice Lewis & Son, Toronto.

Wood, Vallance & Co., Hamilton.
Wood, Vallance, Ltd., Winnipeg.
Wood, Vallance & Adams, Calgary.
Wood, Vallance & Leggat, Vancouver.
E. G. Prior & Co., Victoria.

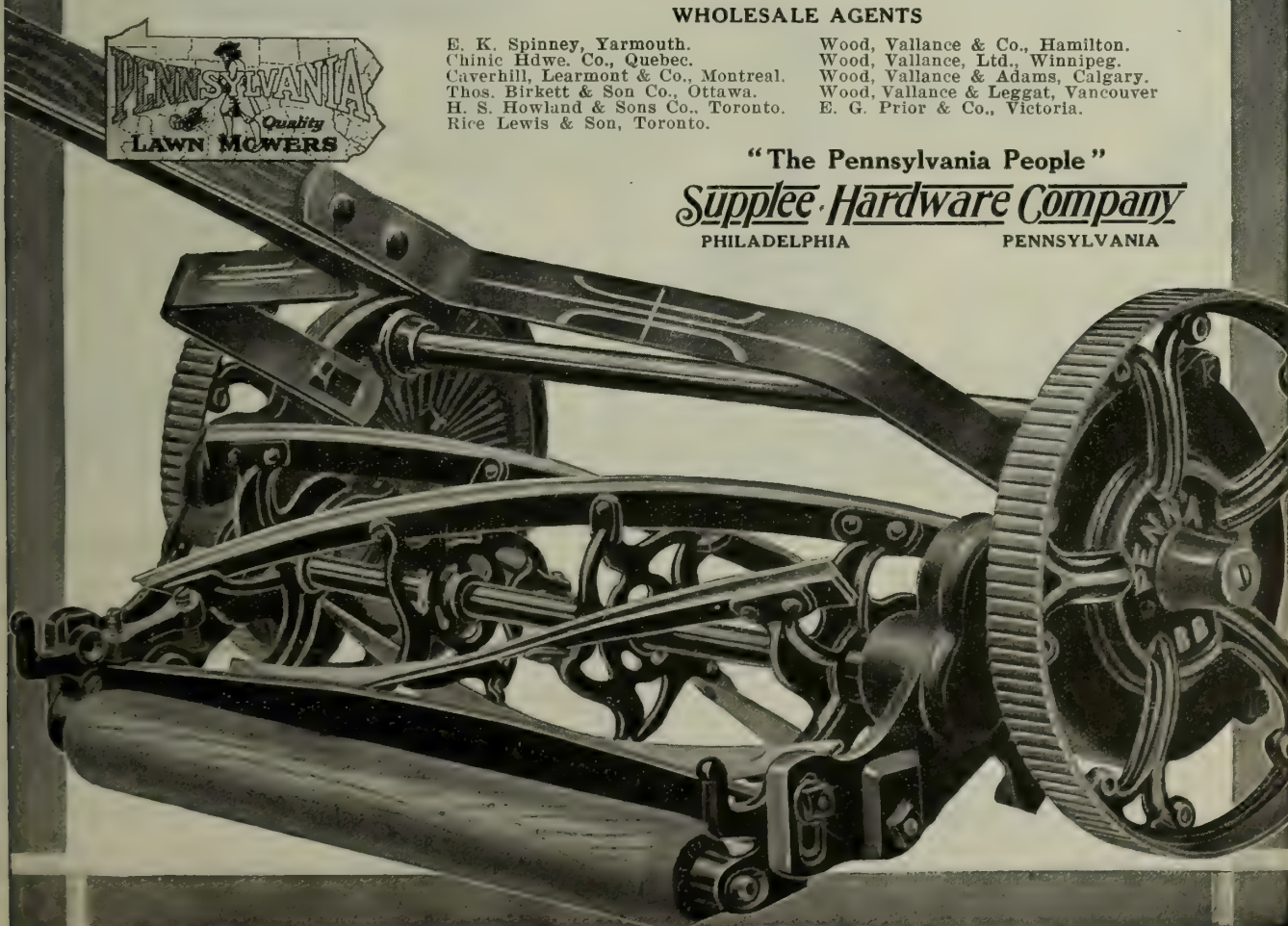


"The Pennsylvania People"

Supplee Hardware Company

PHILADELPHIA

PENNSYLVANIA





**You'll Get Many Re-Orders
from the Most Particular
Painters**

If You Sell Them Our High Grade

PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—then you are sure to stock a satisfaction-giving kind.

If he does not handle them write us direct.

A card will bring our illustrated catalog by return mail.



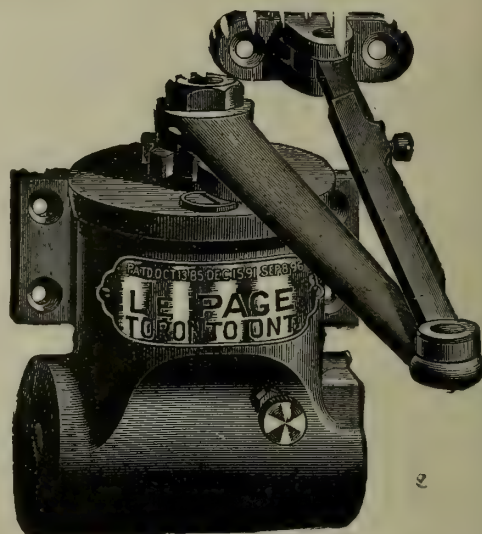
Meakins & Sons, Limited

Hamilton, Ontario



The "LE PAGE" OIL DOOR CHECK and SPRING

**Will Be A Profitable
Addition To Your Stock**



This is a door check which is giving splendid service in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

It is the only door check made without packing in its working parts—this assures absolute freedom from pushing friction.

The cup contains oil which forms a cushion that keeps the door under perfect control and prevents all slamming. The oil is regulated by a thumb screw as shown on cut.

You run no risk when selling our door checks because they are backed by our guarantee.

A trial will convince you that the "Le Page" is a splendid seller.

WRITE FOR PARTICULARS.

WM. KEATING

266 MACDONNELL AVE. - TORONTO

Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

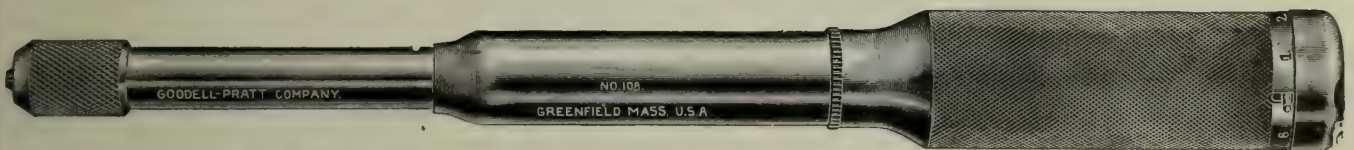
Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Goodell-Pratt's



AUTOMATIC DRILL de LUXE No. 108

While the cut above illustrates our No. 108, it is only one of our Automatic Drill line.

The complete line is such as to meet all requirements.

In our Catalogue there are shown and described over 1,200 tools and devices.

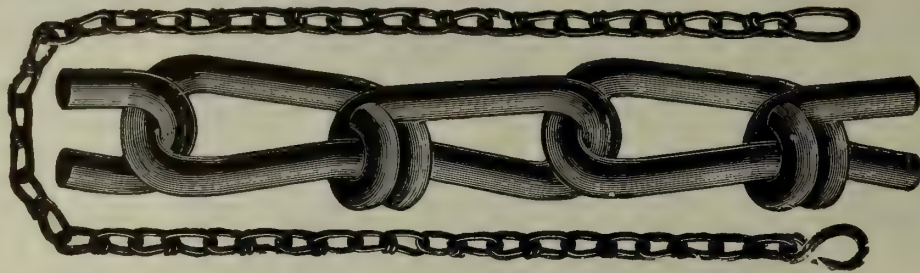
And say! "Let us send you one."

GOODELL-PRATT COMPANY

Greenfield, Massachusetts, U.S.A.

Toolsmiths

NEW PROCESS STEEL WIRE TRACE CHAINS



TIE-OUT CHAINS



HALTER CHAINS

DOG CHAINS

CATTLE CHAINS

The Most Satisfactory Chain To Handle

MANUFACTURED BY

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Have You Received Your Copy of the Supplement to Our Catalog?

It contains complete information regarding numerous additions to the various lines of goods we make.

The 1911 edition of our catalog still remains in force, which, together with this supplement, illustrates and describes the finest, most efficient and greatest lines of saws, tools and files manufactured.

Any saws or tools of our manufacture not obtainable from your jobber will be supplied direct by the factory, provided the name of the jobber is mentioned, through whom they will be invoiced.



Established
1840

HENRY DISSTON & SONS

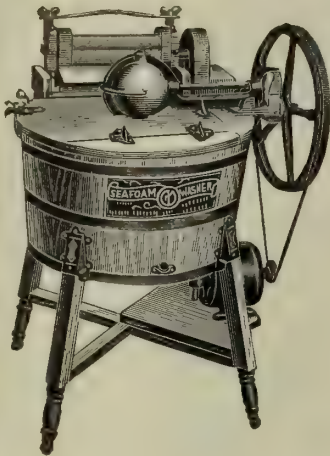
Incorporated

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA

A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



Style A

Agents:
W. L. Haldimand & Son
MONTREAL
H. F. Moulden & Son
WINNIPEG

Style B



Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Wind-mill Power, and is especially adapted for rural districts.

BOTH are equipped with a first class metal frame. Five year guaranteed Wringer that runs automatically in either direction.

Both Washing and Wringing can be done at the same time, or separately.

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

**The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.**

EDGE TOOLS

**AXES, HAMMERS, PICKS,
MATTOCKS, LUMBERING TOOLS, ETC.,**

of the Highest Quality.



MATTOCK

Write For CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

**ALLAN HILLS' GOODS PAY
AN ATTRACTIVE PROFIT**

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

HOISTING ENGINES



Dust and grit and uneven strain and exposure combine to make the wear and tear on the bearings of Hoisting Engines very severe. The following letters indicate that Magnolia Metal is well suited for that service:

Gentlemen:—

I have used considerable of your babbitt metal and have found it very valuable. I have followed Hoisting and Portable work exclusively. It is a well known fact that engines of this type receive a great deal more use than stationary engines do, because we move quite often, and in most cases our engines are exposed to all kinds of weather conditions, and all our boxes are exposed to sand, cement, stone dust, and all other kinds of matter, and I have found that Magnolia Metal has always given the best results. I am representing the Street Paving Engineers of Chicago and vicinity, Branch of local 69, International Union of Steam Engineers, and I personally know that most of our members use your Babbitt Metal, because it gives the best results.

Chicago, Ill., 4/21/11.

Faithfully yours,
MATT KEEFE, 820 W. 57th St.

Gentlemen:—

I have used your Magnolia Anti-Friction Metal on hoisting engines of the following makes: Ligerwood, Mundy, Lambert, Mead, Morrison, Dela Vergue and National, and think that it can't be beat. I have run these engines three years without re-babbitting the shafts, and those contracting firms certainly work these engines for all they are worth. Sometimes they start in at six in the morning and work until six at night.

April 6th, 1911.

Yours respectfully,
LEONARD J. HILL,
160 Eagle Street, Brooklyn, N.Y.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects: Price 40c post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambrose St. - MONTREAL



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.



The Hardwareman

*who is not
handling our*

"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

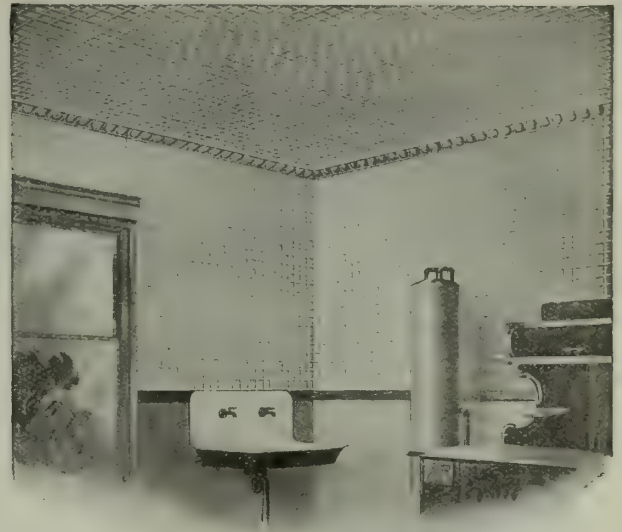
WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*

C91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

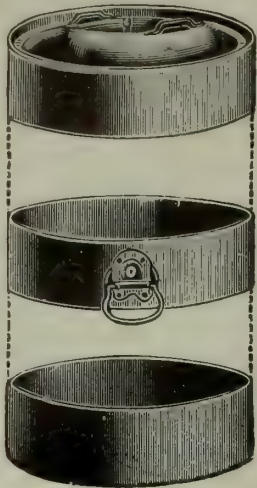
Send for Catalogue and Price List.

Long Distance Phone No. 87.

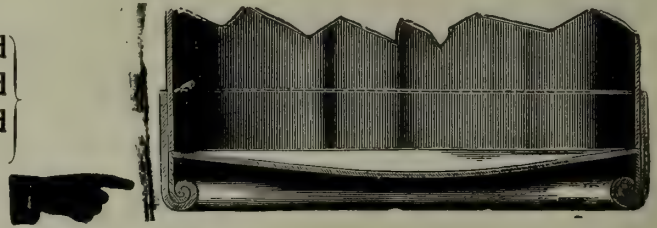
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and inner rims are rolled in and then riveted to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gal.; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto

HOHLFELD

MANUFACTURING COMPANY

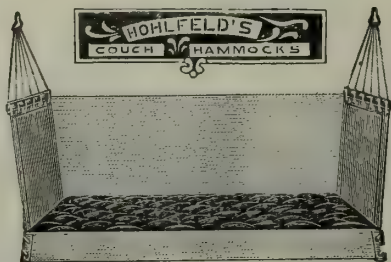


Largest Line

Leading in
 Color Effects,
 Designs and
 Patterns.

Hammocks and Couches

Have a
 well-earned
 reputation
 for satisfactory
 service and
 salability.



PHILADELPHIA

PENNA., U.S.A.

NOTICE

Short Bowl Lantern Globe

I beg to advise prospective purchasers of Lantern Globes that an INDUSTRIAL DESIGN was granted to me by the Dominion Government on a

SHORT BOWL SHAPED LANTERN GLOBE

Pending the decision of the court, any person or company is **LIABLE**, who purchases or offers for sale a Globe of this design, other than the authorized Globe which is marked "**REGISTERED 1912.**"

JAMES W. MONCUR,
 Hamilton, Ontario



STABLE BROOMS

We are the original manufacturers of steel fastened stable Brooms.

Made in all sizes from 12 to 16 inches. Guaranteed to give satisfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

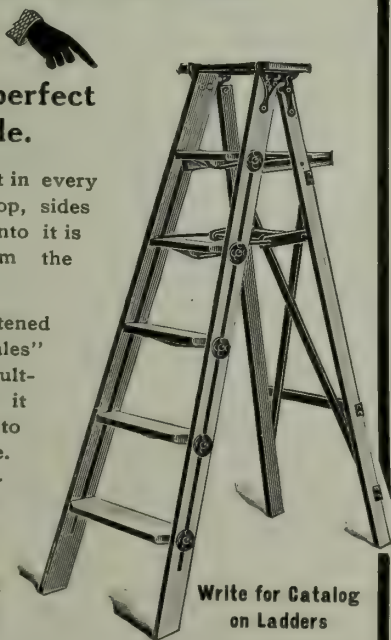
The "HERCULES" Step Ladder Is a Splendid Year-Round Seller

It is the most perfect
Ladder made.

This ladder is made right in every particular. The wide top, sides and all stock entering into it is carefully selected from the finest material.

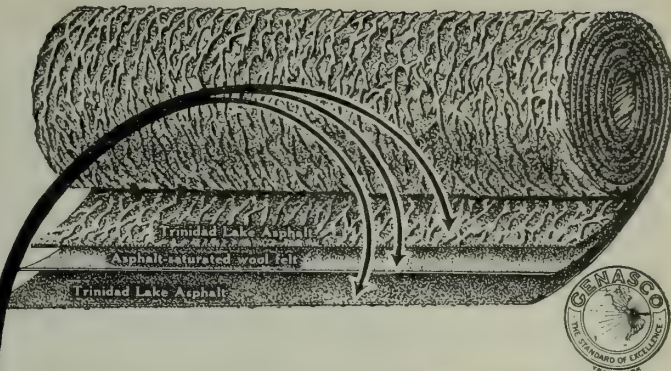
Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.

We will exhibit our full line at the Hamilton Convention, including several new lines.



Write for Catalog
on Ladders

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



Tell your customers why Trinidad Lake asphalt makes roofing last

Sell the roofing you *can* talk about. Let your customers know the real facts. Sell them roofing you're not afraid to tell what it's made of.

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

gives you the right enthusiasm for making sales.

It is made of genuine natural asphalt from Trinidad Lake, and is full of the natural oils that do not dry out like the oils of artificial "asphalts." This gives life to Genasco, and is the secret of its lasting power.

Such reasons as these make an impression—and sales.

And Genasco in actual use heightens the good impression on customers and creates lasting satisfaction.

Order from your jobber. Write us for samples and further information.

THE BARBER ASPHALT PAVING COMPANY

[Largest producers of asphalt, and largest manufacturers of ready roofing in the world.]

PHILADELPHIA

New York

San Francisco

Chicago

Canadian Distributors:

The Canadian Asphalt Co., Ltd., Winnipeg, Man.

D. H. Howden & Co., Ltd., 200 York St., London, Ont.

Trinidad Asphalt Lake.



To the Dealer:

It will pay you to get in touch with us, when you require **Anything in the Hardware Line.** We only carry goods which we know will bring the dealer and ourselves re-orders. We guarantee absolute satisfaction.

Our service is quick. Our prices are reasonable.

To the Manufacturer:

We are manufacturers' agents. If you have dependable goods which we are not handling, we would be pleased to hear from you.

We will sell your goods quickly.

We have a reputation for square dealing and will maintain it at all costs.

Reynolds & Jackson - Calgary, Canada

"W.&B." Diamond High Speed Twist Drills

In COMMERCIAL TEST—Every Day Shop working conditions—they reduce factory costs wherever used. A few reasons are due to:

- 1.—The Right Percentage of Vanadium in the steel Minimizes Crystallization, Overcomes Gathering, Prevents Oversize and Tearing the Stock.
- 2.—A High Percentage of Vanadium in "W.&B." High Speed Steel Acts as a Cleaner and Produces a Steel with the Grain Very Close.
- 3.—The Tang of "W.&B." Drills is Deeper, Giving the Drill More Bearing in Sockets and More Driving Power.

Compare the "W.&B." Trade Marked Twist Drills and Reamers with the Drills and Reamers you are using.

Jobbers in all large cities will supply or write us. Catalog No. 82G.



Tools of Quality Bear these Marks



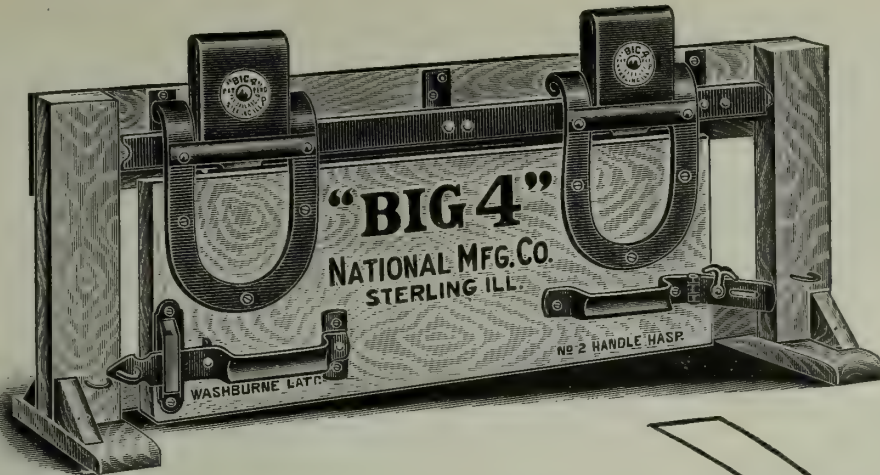
The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Factory at St. Catharines, Ontario.

Stocks carried at Winnipeg and Montreal





The "Big 4"

Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order—no parts to become dirt clogged—no parts to catch and hitch.

Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

You'll never go wrong the "Big 4" way.

Write for catalogue and dealer proposition.

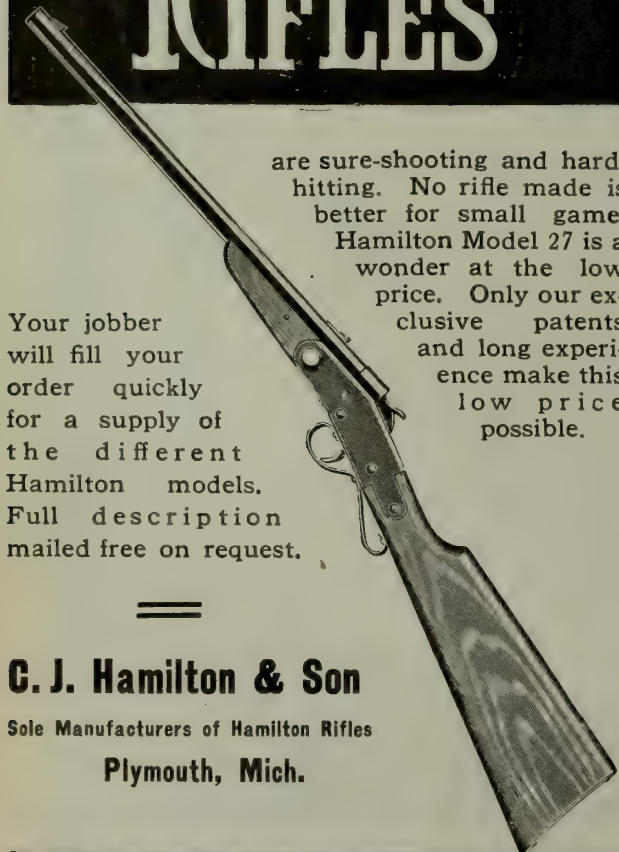
NATIONAL MANUFACTURING COMPANY
STERLING, ILLINOIS

The Happy Boy Is a Sure Trade Booster



The boy with a Hamilton rifle shows it! Talks about it to the other boys. Tells how much it costs. Tells where he bought it. He sends more boys to your store to buy this wonderful little gun. Get a few of these rifles out, and every one is a trade booster for you. And once you make a friend of the boy, he buys a lot more from you than his rifle.

HAMILTON 22 CALIBER RIFLES



are sure-shooting and hard-hitting. No rifle made is better for small game. Hamilton Model 27 is a wonder at the low price. Only our exclusive patents and long experience make this low price possible.

Your jobber will fill your order quickly for a supply of the different Hamilton models. Full description mailed free on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

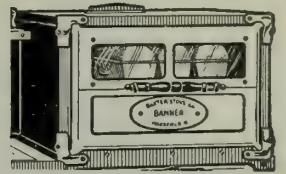
We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

**WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS**

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

Patent Divided Glass Oven Door

Your Competitor can get nothing
to compare with it.



The greatest selling feature ever placed on any range—will, of itself, make the sale in the face of the sharpest competition.

How Many Times?

Have your customers had a cake "fall" because they opened their oven door a moment too soon? How many times have the bread or biscuits got "too brown" because the oven door wasn't opened quite soon enough?

No More Uncertainty About Baking.

This patent oven door enables you to see all the baking without ever opening the oven door at all. No more food "burnt to a crisp." Everything baked exactly right.

Economical.

As the contents of the oven can be seen through the glass, the door need be opened only when the baking is done—no wasting of

heat "to see how the baking is getting along."

Balanced

so that it operates without effort—the one-half perfectly balancing the other. When open, the upper half containing the glass swings up, **entirely out of the way**—so that it cannot be scratched or coated with juice from pies, etc.

Glass Guaranteed.

MacBeth, the famous glass man of Pittsburg, furnishes us with a special moulded and annealed glass—the result of many months of experimenting. This special glass, costing over 4 times as much as plate glass—is guaranteed against breakage by heat.

Convenient Shelf.

When open, the lower portion forms a shelf—wide enough to pull the baking out upon—and yet narrow enough so that a heavy roast can be put into the oven easily.

For Heating Kitchen.

By opening this patent door part way, the kitchen can be very conveniently heated without interfering with the cooking.

LET US SEND CATALOG No. 41 AND QUOTE PRICES ON BAXTER BANNER GAS RANGES.

THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY, CO., Ltd.
Montreal

N. L. STEWART, Toronto
Agent for Central and South-western Ontario

Factory: THE BAXTER STOVE CO.

Mansfield, Ohio, U.S.A.

"Rival" Furnaces

For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested. Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers

MAYMORE

OUR NEW
CATALOGUE
of
BUILDERS'
HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to
THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.
Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



McClary's Model Teakettle

THE ever-increasing demand for Model teakettles is the result of the housewife's appreciation of the following unique features:

Hinged side-cover makes easy refilling possible and eliminates any chance of the rising steam scalding the hands. Cover securely hinged to prevent loss.

Rigid handle keeps the kettle under perfect control—no swinging or spilling.

All parts made from heavy sheet copper brightly finished with McClary's duplex nickel plate.

One size only—flat bottom, fits any size of stove.

SEND FOR BOOKLET AND PRICE LIST.

McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

McClary's—"The House That Quality Built."



"The Empire Line"



NOW is the time to place your orders for

"EMPIRE" FURNACES and REGISTERS

Made by

CANADIAN HEATING & VENTILATING CO. OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

McClary's Kootenay Steel Range



Selling Points:

Nickel sheet steel ventilated oven.

Semi-steel durable fire-box linings and grates.

Patented detachable reservoir.

Duplex removable grates.

Burnished cooking top requires no blacking.

Direct draft damper controls fire perfectly.

Kootenay Ranges have always had an immense sale because of the housewife's appreciation of these foregoing desirable features.

For further information, write to nearest branch for Catalog and Price List.

LONDON, TORONTO,
VANCOUVER, ST. JOHN, N.B.,
HAMILTON

McClary's

MONTREAL, WINNIPEG,
CALGARY, SASKATOON,
EDMONTON

"McClary on Goods is a Quality Name."

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart
machines
turn easier,
cut faster
and cleaner and the knives stay
sharp longer than any others.
When dull they can be resharpened
to cut like new in a few minutes.



They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO





THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

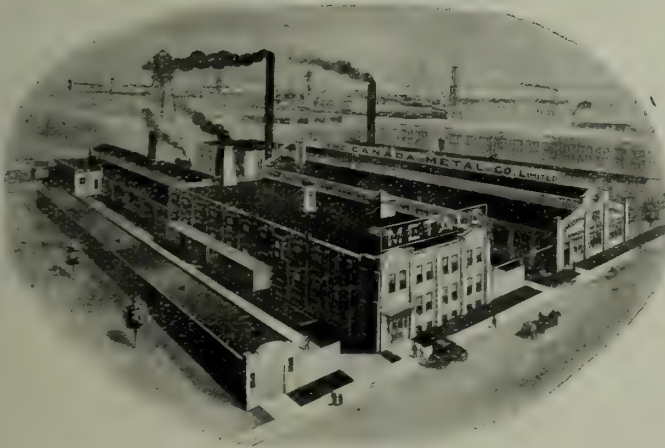
Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

Write for Prices We can Save You Money



We manufacture

BABBITT METALS
BAR SOLDER
WIRE SOLDER
LEAD PIPE
TRAPS AND BENDS
FUSE WIRE
BATTERY ZINCS

AND CARRY IN STOCK ALL INGOT METALS.

Our reputation for quality is well deserved and well maintained.

THE CANADA METAL CO., LIMITED

HEAD OFFICE **TORONTO**

BRANCH FACTORIES **MONTREAL and WINNIPEG**

Stanley Tools

THREE REASONS WHY YOU SHOULD STOCK THEM

STANLEY TOOLS ARE RIGHT

RIGHT in Material, RIGHT in Workmanship and RIGHT in their Perfect Adaptation to the particular work for which they are intended.

STANLEY TOOLS ARE GUARANTEED TO BE RIGHT

If, as rarely happens, some imperfection in a tool has escaped the sharp eyes of our inspectors, or if, under the strain of actual use, a tool has developed some hidden flaw or defect impossible of previous detection, it is promptly and cheerfully "MADE RIGHT" by exchange or otherwise.

STANLEY TOOLS ARE KNOWN TO BE RIGHT

STANLEY TOOLS are everywhere recognized as STANDARD. They are EASIEST to SELL and BEST to BUY. You don't have to TALK a man into buying STANLEY TOOLS by telling him they are "JUST AS GOOD" as some other make. Every Carpenter and Woodworker KNOWS their worth, frequently CALLS for them by name or number, and WILL TAKE NO SUBSTITUTE.



Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



What's a Pump Without a Handle?

As useful as a Lantern with an insecurely attached bail—out of commission when most wanted.

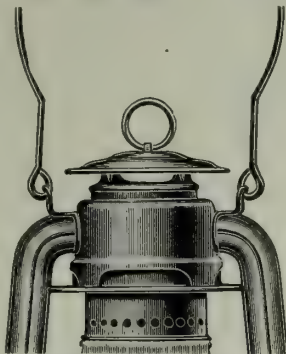
Let Us Show You

just **ONE** reason why our No. 4 Cold Blast Lantern is preferred by all discriminating buyers.

Wright's Patent Undetachable Wire Ear

We have patented this method of attaching the handle. The ears are **swedged** in close to the body of lantern. They **cannot** be loosened without **tearing** the lantern to pieces. Solder, which is independable for this purpose, is **not** used at all.

This means of attaching the ears does away with all openings in the tubes. Lanterns having openings in the tubes flicker and jump with every movement or draft. Try one and see. Then take one of our Lanterns, with NO openings, and give it the same test. The result will prove the truth of our contention.



E. T. WRIGHT & CO.
(H. G. WRIGHT)
WINNIPEG

TORONTO

**All Imitations are Infringements
of Our Patent**

Remember, there is only ONE Cold Blast Lantern made with perfect bail attachment—permanent wire ears and wind-proof tubes—and that is Wright's No. 4 Cold Blast for 1913.

Our Lanterns take the ordinary shape globe, which is sold all over the country. If a globe breaks accidentally—and that is the only way, with the exception of gross carelessness—it can be replaced locally without trouble to the user.

Do not place orders for your Lantern requirements until you see our reconstructed model for 1913, samples of which will be in all our travelers' hands shortly.

HAMILTON, CANADA
VANCOUVER

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

**CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.**

**ASK YOUR
JOBBER FOR**



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

**Black and Galvanized
All Sizes.**



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL. Works : Lachine Canal

Works :
chine Canal

PLATE - FIGURED - LEADED ART AND SHEET WINDOW GLASS

Consolidated Plate Glass Co.

OF CANADA (LIMITED)

Montreal

Toronto

Winnipeg

Personal Chat With You About Ourselves

When we announced the appointment of Geo. D. Davis, formerly of the Purdom Hardware Co., London, to the position of Associate Editor of Hardware and Metal, it was stated that we were looking for a man with similar retail and traveling experience for the position of Montreal editor of Hardware and Metal.

This vacancy has now been filled by H. C. Lowrey, whose portrait appears on this page.

Mr. Lowrey is a young and energetic business man who has had several years' experience as a traveling salesman. He was born and brought up in St. Davids, in the prosperous fruit belt of the Niagara Peninsula. His father had two large general stores, one at St. Davids, and one at Queenston, in addition to two fruit farms.

H. C. Lowrey early showed a preference for his father's retail business and he gained experience at both the stores, beginning as delivery boy and working up to be manager of the sales department.

Anyone who knows the Niagara district, and especially that portion of it near Queenston, will understand that there was a great deal to be done in this locality in the way of selling builders' hardware specialties. This district has been invaded by Buffalo millionaires, who have spent many thousands of dollars putting up buildings of every description. A tremendous quantity of builders' hardware has been used in that district during the past five years, and Mr. Lowrey was successful in securing a good share of this business, making a specialty of selling builders' hardware from catalogue.

In December, 1910, Mr. Lowrey left his father's firm to go on the road as traveling salesman for a Hamilton, Ont., concern. In March last year he was promoted to be division manager with offices in Hamilton, and he retained this position until joining the staff of Hardware and Metal on January 1.

Mr. Lowrey's acquisition to the editorial staff of Hardware and Metal will be a distinct gain to the readers of this paper. His long years of experience selling hardware in a country store, will enable him to offer invaluable suggestions to hundreds of readers of Hardware and Metal, while his experience on the road has given him many original ideas on selling which he will be able to turn to splendid advantage in his present position.

This addition to our Montreal staff is along the lines of the progressive policy which Hardware and Metal has marked out for the present year. Hardware and Metal has long since been acknowledged the Canadian authority on markets, new ideas and practical suggestions for building up business in the hardware trade, and with the able and practical men whom we have recently added to our

staff, readers can look forward confidently to an entertaining and practical issue every week.

A FIVE YEARS' ADVERTISING ORDER.

One of the biggest orders ever secured by Hardware and Metal was placed a week or so ago by a firm who until very recently have been using only quarter-page space in our paper.

A couple of months ago they slightly increased their space, and later on found they were getting such good results from the increased space that they placed an order with us for full-page every issue for five years.

No better evidence is needed of Hardware and Metal's unique standing in the Canadian hardware trade than the fact that a shrewd hardware manufacturer after making a careful investigation of the field would show his confidence in Hardware and Metal in this striking manner.



H. C. LOWREY.

Montreal Editor Hardware and Metal.

TRAVELLER LOOKED FOR HARDWARE AND METAL'S MARKET REPORTS.

An Eastern Ontario hardwareman who has just returned from the West, to take a partnership in his brother's business, was a traveler for a Western hardware jobbing house for some time.

Upon returning to his old home he wrote Hardware and Metal, telling how much he had appreciated the service this paper was giving in the matter of market reports.

He stated that while on the road in the West he found that Hardware and Metal invariably posted him on changes in prices three days before his change sheets arrived from his firm.

Hardware and Metal maintains a big organization in the principal distributing centres of Canada, to collect market information.

Our staff see each week all the principal people in the trade and get their views on market developments. These views are reflected in our weekly market reports and from the mere fact that so many different authorities are consulted, readers may place implicit confidence in Hardware and Metal's market reports, knowing that they will be impartial and unbiased.

Early in the present month we received an order from a New York firm for six back covers during 1913. During the present week the same firm ordered eight back covers for 1914, and also requested that they be given an option on the back cover of the Annual Fall Number of Hardware and Metal in 1914.

WORRY SAVING

BUSINESS BRINGING

**28
ADS**

PREPARED
HARDWARE ADS

\$7
POSTAGE
PREPAID

Including \$15.00 Hardware Border Electro
and Retailer's Advertising Instructor for

**"She might have been
An old maid—but—
She bought a Hammock"**

¶ These words were written by a wise modern novelist

¶ Just take a look around the house and lawn and see if there isn't a lonesome corner or a shady nook somewhere just coaxing for a Hammock

¶ When you find it, come in and see our dandy new line of Hammocks.

¶ Obey that impulse

**EGGS
5c.
A DOZEN**

If a man came around selling Eggs at 5c. a dozen, he wouldn't sell many, would he?

People aren't looking for bargains in eggs—they are looking for Quality.

Somewhat similar thing in Cutlery. The cheap kind are about as unsatisfactory as cheap eggs.

Come in and inspect our line of Sheffield Cutlery.

**"Newlyweds" and
Pots and Pans**

¶ This is the month when wedding bells are most often heard. The first item on the program of the "newlyweds" should be a visit to our store.

¶ The man who starts married life before he inspects our line of stoves and household utensils and the man who visits New York without seeing Coney Island are twin brothers.

¶ They both miss the big "show."

Three specimen samples of a series of twenty-eight new, crisp, snappy newspaper ads. written by an advertising expert, whose special hobby is hardware and paint. These ads. are prepared ready for the newspaper, saving time and brains, and are so unordinary, attractive and persuasive that they will not only bring business, but will mark your store as the up-to-date Hardware of your town.

This series will be sold positively to only one dealer in each town — the first order with cash enclosed accepted. Sample specimens will be gladly sent on request, or better still, mail us a money order for seven dollars to-day, with the distinct understanding that, if on receipt of the **28 ADS., THE BORDER ELECTRO** and the **RETAIL ADVERTISING INSTRUCTOR**, you are not ab-so-lute-ly satisfied—**pleased**, and feel that you have gotten more than full \$7.00 value, your money goes back without a murmur to you—for the asking.

Don't put this matter off until to-morrow—it may be too late. Take advantage of the opportunity now—obey that impulse.

RETAILERS ADVERTISING SERVICE

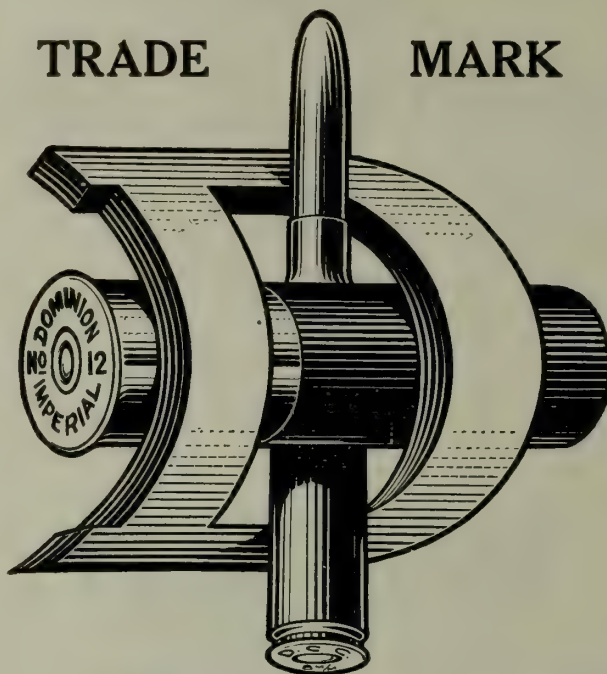
502 TEMPLE BUILDING

TORONTO

DOMINION CARTRIDGE COMPANY LIMITED

TRADE MARK

IMPROVED



PROVED

AMMUNITION WITH THIS TRADE MARK ON THE BOXES IS UNBEATABLE
TRY SOME



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

Zone System in Parcels Post Explained

How it is Operated in the United States and What May be Expected in Canada
Unless Exceedingly Strong Pressure is Brought to Bear on Federal Parliament
—Zone System Liable to Lead to Flat Rate Which Would be Highly Profitable to
Mail Order Houses and Disastrous to Retail Trade.

NOW that the United States have a Parcel Post system in vogue, and since Postmaster - General Pelletier has announced in the House of Commons that he is considering something similar for this country, the retail trade should become active in its opposition by first studying the system across the line and then by formulating and putting into action plans to defeat such a measure here.

So far as the United States retailers are concerned the one redeeming feature is that the system is operated on the "zone" plan, whereby rates are higher according to distance from any given post office. If we must have Parcel Post in Canada the trade should make it a point to see that the Postmaster - General does not insist on a flat rate system. The zone system would be much preferable.

According to Distance and Weight.

The zone plan in the United States means that the cost of sending a parcel through the mails will be dependent not merely on the weight of the package, but also upon the distance a parcel is to be transmitted. The United States is probably the only country that has adopted this zone system.

SCOPE OF PARCEL POST SERIES.

This, the first article of the series announced in last issue, deals with Parcel Post as it is operated in the United States. As the Canadian system—if one is established—will probably be modeled along similar lines to that of the country to the south, it was deemed advisable to first explain fully what is likely to come to us if we sit passively by and wait. In future articles of the series the effects of the operation of such a scheme in Canada will be gone into thoroughly. A comparison of conditions in the Old Country with those here will be made, and the question will be considered from the standpoint of cost to the country. There will also be an article on who is behind the scheme—whether the cry for it originally came from the farmer, laboring man or mail order houses. While the series is running, this paper would appreciate the views of any member of the retail and wholesale trade, as well as from manufacturers. The more is known about Parcel Post, the more effectually can it be opposed at the time it makes its debut into parliament in the form of a bill. Let everybody join in the discussion.

quadrangular in shape and has a mean radial distance of approximately 50 miles. The second zone is marked by a circle 150 miles across and then come in succession, as one gets farther and farther from the mailing office, circles spaced at 300, 600, 1,000, 1,400 and 1,800 miles respectively and finally the eighth zone that takes in all the territory over 1,800 miles.

Rates For Parcels.

Within the first or 50-mile zone a parcel is carried by the postoffice for a fee of 5 cents for the first pound and 3 cents for each additional pound. This would bring the cost up to 35 cents to send a package weighing eleven pounds which is the limit of weight allowed under the Parcel Post legislation.

If a package is to be mailed to a point beyond the 50-mile limit, there is an increase of about 1 cent a pound for each successive zone through which it is to pass until it reaches the maximum fee of \$1.32 for an eleven-pound package that is to be carried across the continent and thus traverses the entire eight zones. These figures as well as the cost for sending any weight up to eleven pounds any distance are shown in the "Rates of Postage" illustration herewith. This also shows that there is a local rate for parcels which was intended to help counteract the aggressiveness of big city mail order houses. This local rate is applicable only to parcels intended for delivery at the office of mailing or on a rural route starting from that office. It therefore includes parcels designated for delivery within the limits of any city, town or village. This local system calls for a fee of 5 cents for the first pound and one cent for each additional pound up to eleven. Thus an eleven-pound package costs 15 cents.

The illustration also shows that parcels weighing four ounces or less are carried at the rate of one cent for each ounce regardless of distance. Parcels weighing more than four ounces and up to six ounces are mailable at the pound rate.

RATES OF POSTAGE

Parcels weighing four ounces or less are mailable at the rate of one cent for each ounce or fraction of an ounce, regardless of distance. Parcels weighing more than four ounces are mailable at the pound rate, as shown by the following table, and when mailed at this rate any fraction of a pound is considered a full pound.

Weight.	*1st zone.		2d zone	3d zone	4th zone	5th zone	6th zone	7th zone	8th zone
	Local rate.	Zone rate 50 miles	50 to 100 miles	150 to 300 miles	300 to 600 miles	600 to 1000 miles	1000 to 1400 miles	1400 to 1800 miles	all over 1800 miles
1 pound...	\$0.05	\$0.05	\$0.06	\$0.07	\$0.08	\$0.09	\$0.10	\$0.11	\$0.12
2 pounds...	.06	.08	.10	.12	.14	.16	.19	.21	.24
3 pounds...	.07	.11	.14	.17	.20	.23	.28	.31	.36
4 pounds...	.08	.14	.18	.22	.26	.30	.37	.41	.48
5 pounds...	.09	.17	.22	.27	.32	.37	.46	.51	.60
6 pounds...	.10	.20	.26	.32	.38	.44	.55	.61	.72
7 pounds...	.11	.23	.30	.37	.44	.51	.64	.71	.84
8 pounds...	.12	.26	.34	.42	.50	.58	.73	.81	.96
9 pounds...	.13	.29	.38	.47	.56	.65	.82	.91	1.08
10 pounds...	.14	.32	.42	.52	.62	.72	.91	1.01	1.20
11 pounds...	.15	.35	.46	.57	.68	.79	1.00	1.11	1.32

*The local rate is applicable only to parcels intended for delivery at the office of mailing, or on a rural route starting therefrom.

The Illustration Explains the Rates in Force.

Present Conditions on Rope Market

High Prices are Prevailing and Continued Firm Trend is Assured — Methods of Improving Retailing Methods of Rope—A Rack for Storing of Stock Which Has Many Advantages.

The Russian crop of Hemp is of a very satisfactory quality, although the quantity has suffered as a result of the continuous rain during harvest time. Russian consumers, who had delayed their purchasing in hope that lower prices would prevail with the new crop, are now forced to buy and prices are advancing. The demand from other consuming countries continues weak, as everybody hesitates to buy at the prevailing high prices.

"The prospect of a decline in prices" was the statement made to Hardware & Metal, by one who is closely in touch with the situation, "seems very remote in view of the scanty yield, and it would be advisable to make purchases at the present level, as advances are anticipated."

Manufacturers advise early buying of binder twine in order to avoid the conditions which prevailed last year and which caused so much extra expense and inconvenience. The exceptional growth of the grain industry in Western Canada created a volume of consumption that was without precedent and which upset the calculations and estimates of the most experienced men in the business year. Similar inconvenience and extra expense could be saved and everybody satisfactorily served by the dealers buying their stocks as early as possible.

The remedy for the twine distribution problem lies in the hands of the dealer who can do so by canvassing his customers early in the spring and getting their orders—basing the amount on the acreage planted or to be planted—and by persuading the farmer to take this amount instead of curtailing it at every unfavorable change in weather. This idea of course is not a new one, but is all the better for that and it is pleasing to note that the number of dealers who carry out this plan are rapidly increasing and to them comes the bulk of the twine business. The season of 1912 emphasized the soundness of this policy wherever conditions made it possible.

Rising Tide of Cordage Values.

That prices of cordage have risen has been forcibly brought home to the majority of dealers, but it is doubtful if many know the exact percentage of the advances over the prices which prevailed a year ago. Some dealers have been asking if the advances were not the result of manipulation on the part of the big interests and seem to take the stand that the advance is out of all proportion to the advance in costs of raw materials.

A few, only, seem to fully understand the exact conditions. But a comparison of the prices current to-day with those prevailing a year ago will convince the most skeptical that the manufacturers and their sales representatives are not putting the matter too strongly, but are in fact understating the actual conditions. This comparison will show that the price of the manufactured article has not advanced in the same proportion as raw materials and this discrepancy, upon investigation covering a longer period, shows that in practically no instance has the advance in the manufactured article fully reflected the advance in the raw materials. In most cases the margins of profit on manufactured goods to-day are so much smaller than a year ago that advances seem to be inevitable, unless, of course, raw material should decline materially.

Retailing Methods.

In many ways, methods of retailing rope could be improved, notably in the matter of storing the stock.

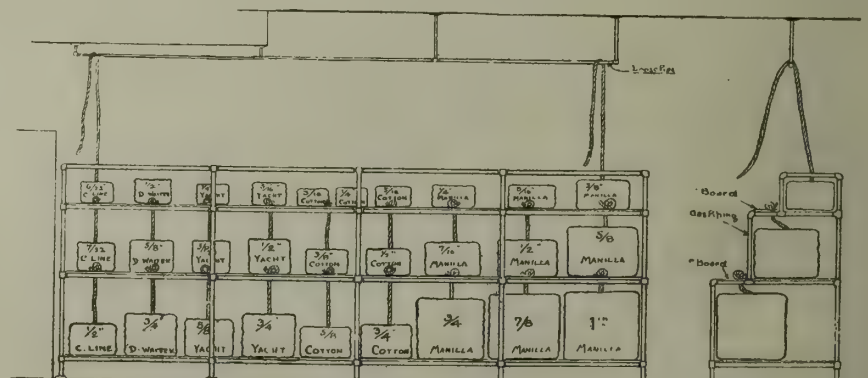
For many years The James Walker Hardware Company, Limited, of Montreal, Quebec, have been endeavoring to better the conditions in the stock room of their rope department which is an important part of their business. This department has taken up approximately 68 feet of their floor space, but with the installation of the simple device illustrated above, this stock has been assembled in about 17 or 18 feet of space and in addition to economizing in floor space this rack makes the stock easier of access and saves time in filling orders. This rack is easily made as can be seen from the sketch, and with a little time on the dealers' part, this department can be remodeled and brought up to a higher efficiency standard.

The frame of the rack is made from light gas piping which is joined together in sections to accommodate the different sizes of rope. The shelves are of wood and are of sufficient thickness to carry the weight of the stock placed upon the shelf. The rack is placed against the wall and the bottom shelf is raised above the floor level for sanitary reasons and also to keep the stock in better condition and nearer to hand. The loose end of the rope runs through a v-shaped eyelet which grips the loose end and holds it from dropping through the floor of the shelf back into the coil below. The first and second shelves are thus equipped, while the loose end of the top coil, being out of reach, is run through a large ring or thrown over a bar, but preferably the ring and hangs down within reach.

A Measuring Scale.

On the floor of the stock room is a measuring scale running up to 100 feet. This is marked out with brass headed tacks. One tack for the first foot, two tacks for the second, three for the third and the figures outlined by tacks from four up. Thus the salesman is able to quickly secure the size of rope wanted and to measure off the amount required in the least possible time.

Cards are placed in each section listing the stock of short ends with the length of each loose end. This is accomplished by keeping a continuous stock sheet marking against each coil the amount of rope sold from it. Thus the stock keeper is able to tell at a glance the length of rope still in the coil. The card gives the length of each coil and, as soon as this is sold, it is erased from the list. This method reduces the loss from waste ends and keeps the stock in better shape. It also reminds the salesman that there are short ends to



A rope rack in store of James Walker Hardware Co., Montreal.

get rid of and he keeps a keen watch out for an opportunity to sell these ends.

This plan is especially commendable for the many economies it enables the dealer to make in the arrangement of his stock. The old way of piling the stock up on the floor where the salesman has to hunt and pull and tug to get the size of rope wanted is a very prolific source of loss and, in the rush of the busy hours, the salesman will usually take rope from the first coil that comes to light whereas with this rack he is able to pick out the loose end of any size or kind of rope wanted in a minute's time, and by looking at the card can tell if there are any short ends of that particular size. When the rope is kept in piles, it is usually relegated to some dark corner and many times a sale that could be made is lost because the clerk doesn't like to make a trip to this dark corner to hunt for a size of rope that he doesn't know is in stock. But with this rack, it is so neat that it is placed nearer the front and the light with the result that more sales are made as the clerk takes a certain pride in exhibiting the progressiveness of the store and it is an easy matter for him to obtain the goods wanted.

This will give an idea of the many possibilities that the stock room possesses for making time and space saving improvements and the balance on the profit side of the ledger will increase with the number and usefulness of these improvements which are installed.



ZONE SYSTEM IN PARCELS POST EXPLAINED.

(Continued from page 33.)

One regulation in the Parcel Post legislation in the United States prohibits all packages that measure more than 6 feet in length and width combined. Special postage stamps have been provided in denominations from 1 cent to \$1.

A parcel on which the postage is fully prepaid may be insured against loss in an amount equivalent to its actual value, but not to exceed \$50 on payment of a fee of 10 cents in parcel post stamps, such stamps to be affixed.

There are, of course, a great many details in connection with the operation of the system about which it is not necessary to go into here. The above represents concisely what it is. If the system remained as it is, the retailer would probably not find it very disastrous to his business, but already there is an agitation, presumably from the mail order houses, to eliminate the zone plan and to have substituted the flat rate method of parcel assessment. As

it is at present the system may be found to be top heavy. That is what the United States trade have to fear. It is quite possible that later on the flat rate

plan will be the system in vogue. The tendency would be the same in Canada and that is why the Canadian trade should oppose Parcel Post in any form.

Arrangements Progressing for Big Gathering

Exhibition and Convention at Hamilton—Manufacturers Are Rapidly Taking Up Spaces in Exhibition Hall—Single Fare Rates Are Secured—Two Question Box Sessions to be Held.

The number of manufacturers showing at the exhibition of hardware, to be held at Hamilton under the auspices of the Canadian Hardware Manufacturers' Exhibitors, Limited, and in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association, promises to break all records. It is understood that spaces are still available, but the number open is small, and the officers are confident that every booth will be occupied when the exhibition opens on Monday, February 17.

The manufacturers have been making an active canvass of retailers through the mails and more particularly through the instrumentality of the travelers, and reports are to the effect that the attendance will be large.

Arrangements are being made to have the Armouries in readiness early, so that exhibitors will be able to install their goods and arrange their booths well in advance. Efforts are being put forth to avoid confusion on the opening day.

In order to ensure good hotel accommodation, traveling men, not interested in the convention or exhibition, are being warned to avoid Hamilton during the week.

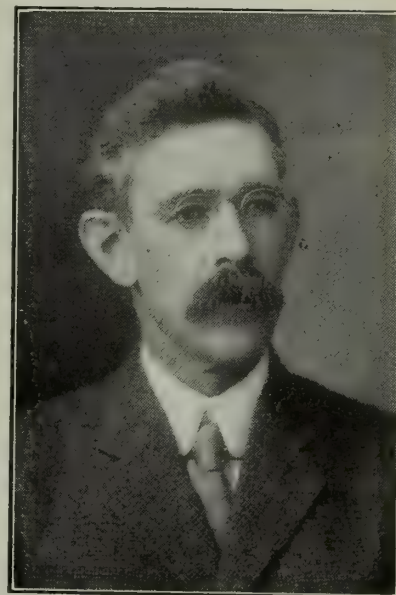
Convention Arrangements.

The officers of the Retail Association announce that the programme as previously outlined will be carried out.

One change made has been the decision to hold two question box sessions. Tuesday and Wednesday evenings have been set aside for this purpose. The decision is one which will be hailed with satisfaction, as it is generally recognized that the question box discussions have constituted one of the best, if not the very best, feature of the conventions in the past. The chief difficulty experienced has been that it was impossible to take up all the questions and discuss them at any length in the one evening. The new arrangement will give plenty of time for the discussion of all live questions brought up.

Single Fare Rates.

Arrangements have been completed for single fare rates during convention



SECRETARY F. M. TOBIN, of the Exhibitors' Association, who has been an indefatigable worker in the interests of the coming exhibition.

and exhibition week. This will hold good from Fort William, in the West, to Halifax, in the East. The railways stipulate that there must be 400 in attendance at Hamilton in order to insure the single fare rate, but the association are guaranteeing this number, and are further giving a guarantee to members that they will not have to pay more than single fare rate.

It will be necessary for delegates to secure a certificate at the same time that they buy their single tickets to Hamilton. These certificates, when initialed at Hamilton will entitle the holder to a return ticket free.

Abbott to Attend.

President Abbott, of the American Retail Association, will be in attendance, and will give an address on the conditions in the trade in the United States at the present time. As the condition in that country is very complex, the address will be one of unusual interest.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWERY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2000 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, February 1, 1913

SERIES ON PARCEL POST.

The announcement has been made by Hon. L. P. Pelletier, Postmaster General for Canada, that he will introduce legislation some time in the near future calling for the establishment of a parcel post system in this country. This is a significant statement so far as the retail trade is concerned, because of the adverse effect it is sure to have on the smaller retailers. Every effort should therefore be made, before it is too late, to counteract the influence at work among the mail order houses and large dailies to effect the early bringing in of the legislation and its passing.

With this in view this paper is arranging for a series of several articles on parcel post, showing what it is in the United States, the harm it will do to the smaller merchants and therefore the country towns and villages, comparing conditions here with those in the Old Country, and submitting methods to defeat the proposed legislation.

The first of this series will appear in next week's issue. This will deal with the system of operation in the United States, because it is after this system that a Canadian parcel post law will be formulated, if it is formulated at all. Every retailer should be on the lookout for these articles. They will go thoroughly into the question.

BUYING PAINT STOCK.

The time for buying the spring paint stock has arrived and the representatives of the various manufacturers are out on the road now. Prepared paint has become a most important branch of the hardware business and the purchasing is a problem deserving of much consideration.

An important essential is to order early and thus escape the possibility of being caught unprepared should spring open unusually early. Everything points to an exceptionally brisk building year. Reports are arriving from all sections, with promise of an active resumption of building operations as soon as spring opens. It is safe for the dealer to assume, therefore, that business in paint

this year will be extremely good and to estimate his requirements in accordance.

In the matter of the selection of colors, past experience must be relied upon. Certain shades of green are still heavy sellers, and a big demand can be counted upon for them. Buyers should rely on sales in past years in making up their orders for other colors. Those who have shown sufficient foresight to keep records of all purchases and sales in the past will find that making judicious selections has been rendered much easier.

A noteworthy development has been the tendency shown by the public to put greater faith in prepared paints. Not only is this true, but it is equally a fact that the public is beginning to recognize that it pays to buy good quality.

The coming year will undoubtedly see a bigger demand than ever for paint specialties. Year by year, the volume of trade done in these lines has been growing. New lines are coming on the market and new uses are being found for old ones. Every dealer should strive to develop his sales in these lines in accordance with the general increase in their use.

EFFICIENCY IN MOTION.

Some time ago an American named F. W. Taylor became famous as the inventor or discoverer of "motion efficiency." He made an exhaustive study of the motions indulged in by workmen engaged in various tasks, and found that the average man wasted a great deal of time by superfluous motions or sluggishness of action. Much energy, he found, was wasted by lack of knowledge on the subject of the proper use of the strength and the various parts of the body. He then proceeded to analyze the matter, to substitute and combine, until he found what was theoretically the perfect way of performing various operations. The bricklayer, who had once indulged in sixteen distinct motions, say, in laying a brick, was able, under the Taylor system, to lay that brick just as well with about eight. That the test was applied to the act of eating or dressing is not known, but doubtless the genius of a Taylor would have found a system by which a man could eat a meal and get into his clothes faster even than the modern business man finds it necessary to do.

The Taylor system undoubtedly did a lot of good, even if it did arouse a great deal of adverse criticism, facetious and otherwise. A new development is now seen. One F. R. Gilbreth has invented a micro-motion machine, and which can be used to take moving pictures of men at work. By securing records of various workmen employed at the same occupation, it will be possible to compare them, and, it is claimed, to combine the best motions and arrive at the correct way of doing everything to get the best results with the least effort.

That good can be done is undoubted, but one can foresee trouble if any attempt is made to enforce the findings micro-motionally arrived at. To endeavor to make men mentally and physically slow conform to new ideas of performing tasks is beyond the powers of even such capable exponents of a new doctrine as Messrs. Taylor and Gilbreth. It will, however, enable capable men to become still more capable.

DOUBLE QUESTION BOX SESSIONS.

The decision of the officers and executive of the Ontario Retail Hardware and Stove Dealers' Association to devote two evenings during the annual convention at

Hamilton to Question Box discussions, is one with which all will agree. It has been conceded that the Question Box is the most practical feature of convention proceedings and to extend it is to add to the practical value of the convention for the members.



LET CHEAP HELP DO CHEAP WORK.

Not many days ago in an Ontario store, a high-priced clerk was found sorting out bags in a rear storehouse. At the same time there were several customers in the store and a junior clerk was serving them, or at least trying to.

This looks like a case of bad policy on the part of the merchant.

The clerk did not really object to this less agreeable work because he felt it was his duty to do that which his employer wished. He was not there of his own accord, however, and would rather have been selling goods.

His employer had asked him to do it, while a clerk of much less experience and who was sadly lacking in the qualities of salesmanship was detailed to serve customers. It is probable that if the duties of the two clerks had been reversed, the total sales for that afternoon would have been much larger, for the elder one was a good salesman. But this dealer apparently had not learned the wisdom of allowing the cheap help do the cheap work.

There are many other merchants pursuing a similar policy. A high-priced salesman is frequently given some work of lesser importance when he might better be employed in selling goods.

A high-salaried clerk should be kept at such work as will allow him to bring returns in proportion to his wages and the cheaper help given the cheaper work. The merchant should use his judgment in deciding on the work of each clerk.



POINTED EDITORIALS.

Are you going to Hamilton?

* * *

Convention and exhibition time is drawing near. Better arrange now to attend.

* * *

Price cutting has killed more good things in merchandising than any other single factor.

* * *

If one R. Kipling had visited Canada this winter, he would have felt the necessity of revising a certain line of one of his most vigorous efforts.

* * *

A contemporary points to an economical trait in J. Pierpont Morgan. He never pays more than a dollar for a cigar. Guess most of us must be downright penurious in this respect.

* * *

It is said the mail order houses are not absolutely satisfied with the parcels post system now in force in the United States. They don't like the zone system. It certainly is too bad they can't have everything their own way.

* * *

Cost mark hieroglyphics are not hard to figure out when one comes in contact with them day in and day out. Merchants, therefore, are resorting to the wise plan of keeping cost prices in a stock book, as outlined in an article in this issue.

The Price-cutting Evil

PRICE cutting flourishes in many lines of trade as openly as ever. It is felt less, perhaps, in the hardware trade than in any other, but there are still hardwaremen who bare prices on certain lines of all profits for the attainment of a certain object—the besting of a competitor or the expansion of stock turnover.

Of course, there are two kinds of price cutting; and one is quite legitimate. There are a great many occasions when the dealer can reduce his prices with some specific object in view and secure good results. He may offer a certain article at a low price as a "leader," with the idea of bringing customers who will invest in other goods at regular prices. He may have a quantity of goods on hand which are a trifle shopworn and which he desires to clear out before they become a total loss. Cutting the price here is not only permissible, but highly expedient. A special sale may be conducted and prices reduced a few cents to give the bargain ring to quotations, so effective in catching a certain class of trade; in this case, it becomes a merchandising effort which some may not approve, but which cannot be condemned as leading to price demoralization.

It is the permanent price cutter who does the harm. Men of this ilk take an article and deliberately mark it at a figure which does not allow a profit; and sell permanently at that figure. By doing so, they deliberately prevent others as well as themselves from making a profit on these goods, because consumers come to accept the cut rate as the real value of that article. But the loss is not confined to the retailer. It hits the manufacturer more surely. When the price cutter has deliberately reduced the marketable value of an article, he, as well as all other retailers, begins to feel a disinclination to handle that line. The manufacturer finds the demand for his product in that locality dwindling down, and is powerless to apply any remedy in the matter.

Price cutting is fundamentally a wrong principle to do business upon. The retailer sacrifices his profit with the intention of covertly making up in some other way. If he does not succeed in covering himself in this way, the inevitable result is business failure. It follows that the price cutter, knowing this, deliberately cuts the price in one direction with the intention of raising it in another. With one result: merchandising possibilities are seriously impaired in both lines.

The worst feature of price cutting is that it absolutely nullifies its own object. Price cutters aim to increase their sales in certain lines. They end by actually reducing business, for the very good reason that these lines become unprofitable to handle and are not pushed.

Annual Banquet of St. John Association

Metal and Hardware Men Assemble Around Festive Board—Best of Feeling Evidenced Among all Members of the Trade—Prospects for the Future are of the Very Brightest.

(By Staff Correspondent)

Bright optimistic speeches, a large attendance, an excellent menu, a pleasing programme, and a general good time, were the outstanding features which were responsible for the distinct success of the annual banquet of St. John, N.B. Iron and Hardware Association, held in the Union Club on Tuesday evening, January 21. It was a success from every viewpoint and will long be remembered as one of the most pleasing events of its nature conducted in St. John by the iron and hardware men.

There were three long tables each of which was well filled. On entering, music from an orchestra was wafted towards the guests who marched about the tables until they came to the place reserved for each, distinguished by having their names written on the menu card which was of unique and original design. It was in the form of a miniature bellows neatly framed, and on the front was seen the coat of arms of the city with the name of the association, while on the back was "This is the time we blow ourselves." Inside when the bellows were expanded, appear the menu and a delightfully varied one it was.

The chair was occupied by A. M. Rowan, president of the association, who made a bright speech of welcome, reviewing the progress of the association and speaking upon future prospects.



W. H. Thorne.

Under his chairmanship the following toast list was carried out: "The King," proposed by the president, and honored in music; "Our Association," proposed by the president replied to by W. H. Thorne; "Our City," proposed by S. L. Emerson, vice-president, and responded to by Mayor Frink and Commissioner Schofield; the "Board of Trade," proposed by J. G. Harrison and spoken to by J. M. Robinson, its president; the "Iron and Hardware Manufacturers," proposed by Commissioner M. E. Agar, and replied to by John A. McAvity, Charles McDonald, Hon. John E. Wilson, and W. S. Fisher; and "Our Guests," proposed by W. S. Fisher, and responded to by F. W. Sumner, of Moncton, Major Edwards, W. G. Wallace, and L. R. Wilson.

Work of the Association.

In making his response to the toast to "Our Association," W. H. Thorne was given a hearty reception, and spoke at some length, reviewing the incidents which led to its founding, conditions of early years in the hardware field, its present and dwelling in bright encouraging vein upon its future. There had been many changes since the old-time days, said Mr. Thorne, both in the business itself, and in the men doing the business. New faces were becoming more noticeable and the number of charter members of the body or those active in promoting its welfare twenty years ago was commencing to dwindle.

However, he was pleased to note that the young blood being introduced was enthusiastic in the interests of the association and interested in its development which augured well for future success. The fact of the members being gathered about the banquet board was sufficient answer to the question "Have the objects of our association been fulfilled," for the large attendance and general interest spoke volumes in reply.

Mayor Frink and Commissioner Schofield made replies to "Our City" which fell upon attentive ears, and which were well received. The former in speaking upon the matter of industrial expansion touched upon the reclamation scheme whereby it is hoped to provide the McAvity's with greater accommodation and a site for their projected works and said the commissioners were in favor of the plan and there seemed every reason now to expect that it would be successfully executed.

Mr. Robinson of the board of trade in replying to the flattering proposal to that body made Mr. Harrison, gave an inspiring address on the work of that body and spoke of the enthusiasm with which several members of the Iron and Hardware Association had entered into the spirit of the work, being responsible for much of the success of the body. Greater things were proposed, further expansion of the city, still healthier industrial growth, and in all these the



W. S. Fisher.



F. W. Sumner.

hardware men and manufacturers, he felt sure, would be pleased to lend assistance.

M. E. Agar, in proposing the toast to the manufacturers, referred with pleasure to his past connections with the association, and said that he was still keenly interested in its promotion and advancement, even though he had withdrawn from active business life in the hardware field to make up the yoke of



Hon. John E. Wilson.

office as commissioner of public works, to which he had been elected by the citizens.

Manufacturers Speak.

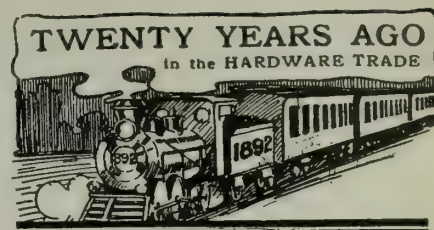
The responses made to this toast were of appealing interest to all present, as they were given by members of long years standing in the city's industrial circle, and of recognized leadership in this connection. They were Messrs. McDonald, Fisher, Wilson, and J. A. McAvity, and to a certain extent they spoke in similar vein, although each contributed something new and striking in his speech. Reference was made to the early days in the manufacturing centres, to the general advancement and growth of the iron industry and to the mutual good feeling existing amongst all those therein engaged, evidence of which was easily manifested this evening when the men connected with the different establishments were seated side by side at the banquet board drinking each other's health, and attesting to the good-will shared in by all. It was not as formerly when they might pass each other by in the street without more than a nod of recognition or try to get ahead of the competitor in some way or another, but the friendliness and fraternity existing were now important factors in promoting the success of the various industries and would tend to be still more so in the future. Ensuing years looked exceedingly bright for the iron manufacturers, and of course their success would be reflected and shared in by the hardware trade. The Maritime Provinces were reaping the benefit of a wider policy of expansion and a healthier growth of industrial activity, and the various centres

of commercial and industrial life throughout the three Atlantic provinces were advancing materially on the road to prosperity. St. John at present was the cynosure of interest for all eyes in the industrial world, and the prediction was made by the speakers that industrial life with the iron and hardware trade would be far ahead this year of what it had been in the past, even though past years had been ones of progress.

W. S. Fisher made a bright and pleasing speech in proposing the health of "Our Guests," to which interesting responses were contributed by Messrs. Sumner, Edwards, Wallace, and Wilson. They expressed their pleasure in being present and referred to past good times which they had enjoyed at the board of the local association, complimenting the local members upon their most enjoyable and successful banquet. During the evening orchestral selections were given as well as vocal numbers by a quartette, and solos by Signor Manetta, F. J. Punter, and S. J. Holder.

Much credit should be given to the dinner committee for the capable manner in which they attended to their duties, as the programme was carried without a break and to the entire satisfaction of all present. The committee was composed of J. P. MacIntyre, A. M. Rowan, J. A. McAvity, S. L. Emerson and W. S. Clark. The officers of the association at present are as follows: A. M. Rowan, president; S. L. Emerson, vice-president; W. S. Clark, secretary-treasurer; W. H. Thorne, J. A. McAvity and James Pender, directors; and A. M. Rowan, W. H. Thorne, J. A. McAvity, S. L. Emerson, and W. S. Clark, executive committee.

Those seated about the banquet tables at the dinner were:—W. S. Fisher, H. W. Emerson, Wm. Emerson, W. A. Steiper, H. G. Rogers, S. L. Emerson, F. W. Sumner, Major Edwards, Hon. John E. Wilson, D. A. Macaulay, H. J. O'Neil, A. E. Balfry, Geo. Keefe, A. M. Rowan, Commissioner M. E. Agar, Allan Agar, H. N. Coates, R. M. Bartsch, W. H. Thorne, J. G. Harrison, George McDonald, S. E. Fisher, T. E. Perkins, C. F. Brown, H. R. Sturdee, W. G. Wallace, George Ketchum, Charles McDonald, G. B. Rivers, R. P. Dickson, G. S. Bishop, C. P. Nixon, H. H. McLellan, H. A. Marvin, E. E. Bishop, F. W. Coombs, J. A. McAvity, Col. J. L. McAvity, R. A. McAvity, P. D. McAvity, C. A. Atkinson, J. B. Hamm, Commissioner H. B. Schofield, Mayor Frink, J. M. Robinson, Major A. E. Massie, W. S. Clark, L. R. Wilson, W. C. Birrell, and J. B. Dever of Hardware and Metal.



The following items were taken from the issue of Hardware and Metal of February 4, 1893:—

In Canada, while we are not by any means free from trusts, they have not yet reached that high state of development that is apparent in the United States. Some persons claim that it is only a matter of time before they will. But the question is whether we have not started too late to get ahead of the dead set which public opinion is developing against combines, trusts and all attempts to unduly interfere with the law of supply and demand."

Editor's Note—It may truthfully be said that the possibilities of trust-making had not even been grasped at that time. Despite the dead set of public opinion, the American trusts have grown to gigantic proportions during the past two decades. Public opinion is more thoroughly aroused at the present time than ever before, but who is courageous enough to predict that the end of combines is close at hand?

* * *

"A sugar refining company in Chicago is making oil out of corn. It is said to be a soft, yellow liquid, that resembles linseed oil in appearance. It has been found that it can be used in making soap, paints and varnishes."

Editor's Note—Several difficulties were soon found in the manufacture of corn oil. The amount of oil contained in the corn was only about 4 per cent. of the total weight, and about half of this was lost in the process of extraction. The process was found rather expensive on that account.

* * *

"The biggest saw in America, if not in the world, is said to be the new one recently put in the armor plate department at the Homestead Mill (Carnegie's). It cost \$35,000, weighs 110 tons, and will cut a nickel steel armor plate as an ordinary saw does a plank."

Systems, Good and Bad, for Cost Marking

Some of the More Common Ideas Now in Use—The Advantages and Disadvantages of Each—Plan Followed by Many Up-to-date Firms to Keep Cost Marks Absolutely Secret.

Finding a satisfactory system for cost marking is a problem which has bothered every hardware man. Many systems have been tried with varying success, and a canvass of the methods adopted by dealers at the present time shows that all of these systems, modern and obsolete, are still in use somewhere.

The main factor in the problem is to secure a system of cost marks which will make the cost price readily obtainable, but which will keep the secret from those who do not need to know it. Few merchants care to allow the members of their staff into the secret of cost prices. Not only would it increase the chances of the information leaking out to the general public, but it would, in a number of cases, lessen the confidence of the salesman in the article he was selling. Let us demonstrate this point. The buyer has picked up a certain article for \$2.50 which ordinarily would have cost him considerably more. Feeling that the store was entitled to the benefit of the deal, he makes the article at the price which would have been charged, had the usual cost price been paid, say \$7.00. When the salesman offers this article to a customer, he concludes from his knowledge of profit margins and from the manifest quality of the article that the price was about \$5.00. If, however, he can read the cost marks and thus learn that only \$2.50 was paid, his confidence in the value of the article is lessened, and his arguments will, unconsciously, perhaps, lack the ring of sincerity which is needed to close a deal. And yet the profit asked in this instance would be fair from every standpoint.

The Letter System.

A system used to a very great extent is to adopt a letter code, a certain letter standing for each number. It is a common practice to take a word of ten letters and use the letters for the code. Thus:

i m p o r t a n c e
1 2 3 4 5 6 7 8 9 0

A more common practice still is to use symbols. This is a method still adopted by a great many dealers, but it has many drawbacks. It does not require the deductive reasoning of a Sherlock Holmes or an Edgar Allan Poe to solve a symbol cypher when one comes in contact with it every minute of the day.

Still another method is to adopt a certain figure, say 275, and add to it the actual cost price of the article. Thus, an article costing \$1.25 would be marked 400. There are obvious drawbacks to this plan.

Others still use what might be termed a typewriter code as follows:—

. , ; : | * ! ? ()
1 2 3 4 5 6 7 8 9 0

The Most Advanced System.

With the growing recognition of the inexpediency of making reductions, there is not the need now for the cost price to be obtainable by glancing at the price card. With this obstacle removed, merchants have evolved systems which enable them to keep their cost prices absolutely secret.

A few merchants in Canada are using a system at the present time which is the best that the writer has ever encountered. Stock books are divided into departments, and a letter is used to designate each department. Thus:—B, builder's hardware, P, paint, S, stoves. Invoices are entered up as they come in, a fresh start being made at the first of each year. The nature of the goods, cost price and name of firm bought from are entered. Each entry is numbered. Tags are then made out and attached to the goods, containing letter to designate department, the year, the number of the entry and the selling price. To demonstrate: Number of stoves of a small size are received, cost \$18.00. It is, let us suppose, the first purchase made for the department for the year, and it is decided to sell it at \$25.00. The tag would be made out as follows:

S 13 1
\$25.00.

The advantages of this system are many. If the cost price is desired, it can be looked up with very little trouble. Goods marked 12 will appeal at once to salespeople as goods which should be cleared out as soon as possible, and in this way the stock is kept turning over with profit-earning completeness.

A system somewhat along the same line has been adopted by a great many merchants in this and other countries. A book is kept for each department, and each page is divided into a certain number of lines. When a consignment of goods is received, the cost price,

name of firm, date, etc., are entered in the proper book. The price tag attached to the goods is then marked with the page and line where the entry was made. If the entry was made on page 37, line 29, the cost marks on the tag would be 37 29. A good system this, but inferior in some respects, we believe, to the one outlined above.

Hardware stores are in many cases behindhand with systems covering points of this kind. The need for a cost marking system is becoming pronounced, and yet many of the largest stores are still working on a plan that is very obsolete. Any of the suggestions given above will be found practical.



WHOLESALE NOT RESPONSIBLE.

A point of importance to retail merchants has been decided by his Honor Judge Denton in the County Court of York.

The case was that of Hill v. Rice Lewis & Son, Toronto. In the autumn of 1911 the defendants sold to the plaintiff a box of cartridges unopened and sealed with the manufacturer's seal. In operating his rifle one of the cartridges exploded, prematurely injuring Hill, and the jury found as a fact that the explosion and consequent injury were caused by a small and improper sized cartridge in the barrel of the rifle, and that such small cartridge came out of the box sold to Hill.

At the trial a motion to non-suit the plaintiff was reserved, and his Honor has now delivered judgment, granting the motion and dismissing the action.

The reasons briefly for dismissing the action were that Rice Lewis & Son sold an unopened sealed package of a named brand or make, put up and guaranteed by the manufacturer, that Rice Lewis & Son, Ltd., had no greater means of knowing its contents than the plaintiff, and that Rice Lewis & Son, Ltd., were therefore not guilty of any negligence.



SASKATOON WANTS COPPERS.

Saskatoon, Sask.—The Board of Trade is endeavoring to have copper money introduced into Saskatoon. It is contended one-cent pieces will help the poor and reduce the cost of living to them, giving them odd cents in making purchases.

Securing Results From Farm Canvass

This is the Time of Year When Effort Should be Made to Interest Farmers in Goods Needed for Spring—The Advantages of the Personal Canvass—W. F. Macpherson, of Prescott, Follows This Plan With Good Results—Is Making Records For Sale of Fertilizer.

From Christmas until the end of February is a long stretch of time which has little to relieve it in the way of retail trade activity. The hardwareman does not find conditions very brisk during that period. He should not, however, be willing to concede that good use cannot be made of the time.

The mid-winter months can be used to splendid advantage in preparing the way for the spring trade which opens as soon as the weather shows signs of moderation. The time can be used in a particularly effective way in securing orders for lines which farmers will require for the spring. Among the goods which can be handled in this way are fencing, roofing, cement, paint, and fertilizers.

Reaching the farmer during the months named is by no means an easy task. The farmer does not come into town any oftener than he can help; so it is strictly a case of the dealer going to him. Many retail hardwaremen have adopted the "outside salesmanship" plan, either going themselves on a canvass of the neighborhood or sending a member of the staff out to look after this part of the work.

This idea is an old one and it has been worked more or less for many years, but it is only of recent years that it has been developed to any great extent. Today it is followed with marked success by dealers in all parts of the country.

The advantages of going to the consumer are so apparent that they hardly require mention. The salesman gets to the prospect first and is able to talk to him without interruption. He finds out in all probability other lines which the men, he calls upon, need, or will be needing later on. He gets to know them personally. And he advertises the store; all good and sufficient reasons in themselves.

Received Splendid Results.

A hardware man who has followed this plan with marked success is W. F. Macpherson, of Prescott. Mr. Macpherson has followed the custom of issuing two or three circular letters during the year, to back up the advertising that he does in the local newspapers. These circulars have been found effective for various reasons, not the least of which is that they are but a part of the campaign, one cog in the sales machine. Where dealers send out circulars without doing any advance work or taking any steps

to follow them up, the results are seldom up to expectations.

W. F. Macpherson's circular campaign has been carried on now for some years so that people have become accustomed to seeing and reading his circulars. A mailing list of about 500 has been made up as the result of experiences during that time. It has been carefully watched and weeded until to-day it contains only the names of live prospects for the class of goods featured in this way. Thus, the probability of direct results has been materially increased.

Clerk Makes a Canvass.

But the issuing of circulars is but the first step in the campaign. At the first of the year, a member of the sales staff starts out and canvasses the adjoining townships very carefully. He calls on every farmer and endeavors to make sales in various lines. If the farmer has no immediate need, an effort is made to interest him in supplies for future needs. Thus, if he is intending to make an addition to his barn, the clerk notes the fact down and, when the time comes, this man is seen with reference to the purchase of the necessary supplies. Mr. Macpherson sums up the results of this year's canvass as follows: "He (the salesman), makes notes of various lines of goods required by the various farmers and gives me a valuable list to follow up during the year, on such lines as roofing, fencing, cement and builders' supplies."

Perhaps the best proof of the success of the system will be to quote what has been done in one particular line. Mr. Macpherson has made a special effort to push the sale of fertilizer by advertizing, circulars and personal canvass. Last year, he handled 5 cars, which all will concede is a remarkable record. But this year, he expects to very considerably exceed this.

Circular Sent Out.

The following is the copy of a circular which was mailed out recently:

January 8, 1913.

Dear Sir:—

In submitting our Fertilizer proposition for 1913, we wish to thank our customers of 1912 for their liberal patronage (our sales being two cars over previous year) and for their kind words of approbation of the goods we have been selling.

The outlook for 1913 is particularly bright, and we can readily foresee largely increased sales, and we feel that the quality of the goods warrant your confidence in their use.

Below you will find analysis of Brands we are selling this year, with prices and terms and descriptive matter of Brands quoted. Our supplies will start coming in during this month, and we will be able to give early delivery during sleighing, if desired.

We will appreciate a continuance of your valued patronage.

Appended is a list of the various brands handled, together with a description and an analysis of each. Prices are quoted. At the bottom of the letter is an order blank as follows:

W. F. MACPHERSON,
Prescott, Ont. Date.....
Please enter my order for
..bags (125 lbs) Read's...at \$..per ton
..bags (125 lbs) Read's...at \$..per ton
Price and terms as per your letter of January 8th, 1913.

Name
P.O.

Mr. Macpherson has already been able to point to results. By the second week of January, he had booked over 2 carloads of new business. He expects to wind up the season with at least eight carloads disposed of.



HARDWARE IMPORTS FROM UNITED KINGDOM.

The Government returns of the trade of the United Kingdom have just been published. The following statistics have special interest for Canadian hardware men:—

United Kingdom exports to Canada include:

	1911. Tons.	1912. Tons.
Pig Iron	91,024	68,024
Wrought Iron	8,748	6,563
Rails	1,739	737
Boiler Plates	6,696	2,801
Galvanized Sheets	22,476	26,248
Tinned Plates	12,426	7,039
Steel Bars and Shapes.	28,259	14,276
	1911	1912
	£	£
Cutlery	103,100	119,880
Hardware	103,208	117,196
Glass and Earthenware	395,124	468,463

Big Sporting Goods Season at Hand

There Are Certain Lines of Sporting Goods Which Are Always Seasonable, But the Spring is a Particularly Active Time—A Good Margin of Profit in These Lines—Department Should be Displayed Properly.

A point worthy of attention on the part of hardware dealers is the fact that a large number of firms starting new stores or remodelling and enlarging old ones are making an allowance of space for a sporting goods department. This is a line of goods in which a dealer is enabled to show a large and varied assortment of such interest that it will attract the attention of young and old.

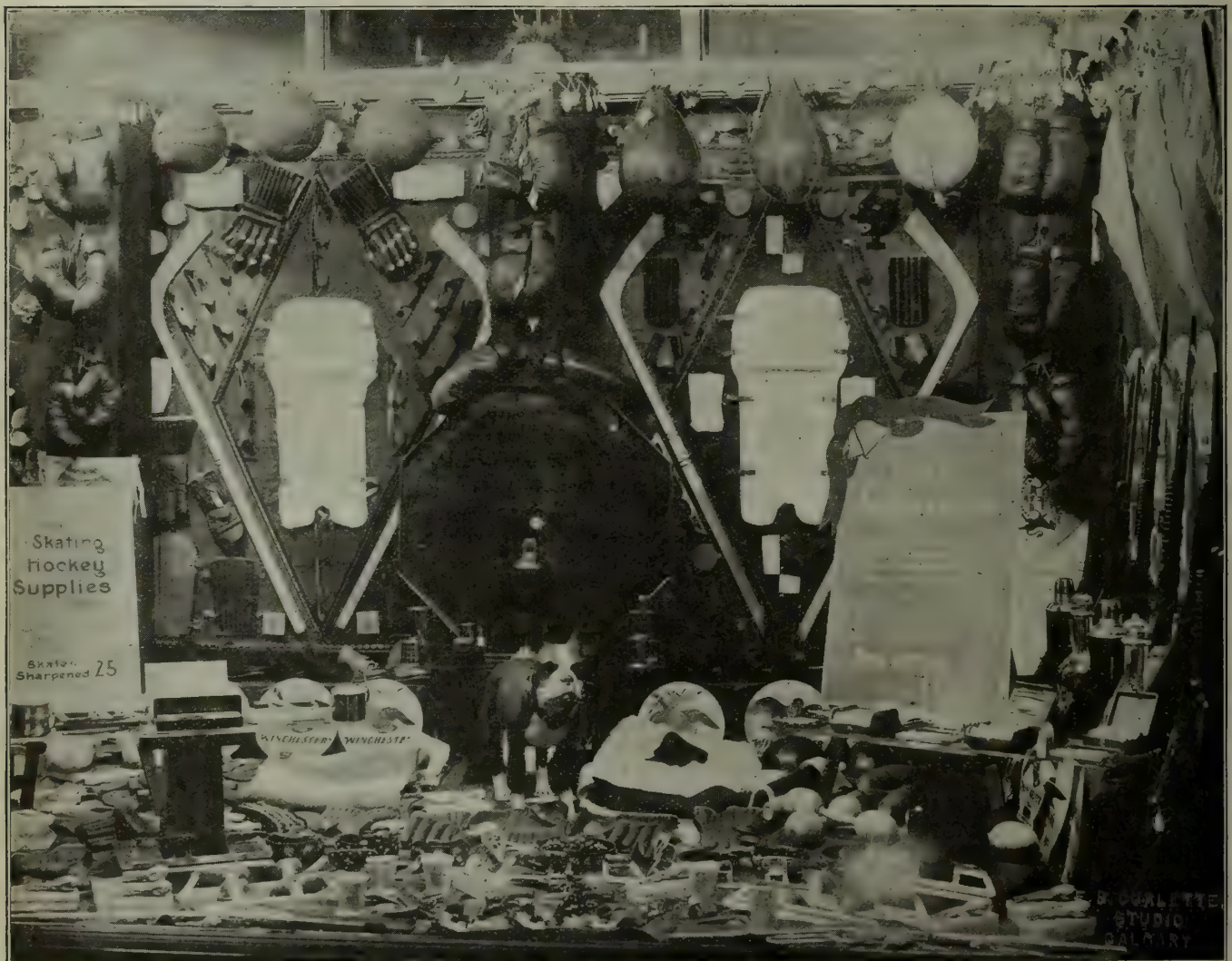
The sporting goods department embraces many articles that may be sold during all seasons of the year; there are also lines that need to be specialized on at certain seasons, such as skates, hockey goods, toboggans, etc., during the winter months, and baseball, football, lacrosse, tennis goods, etc., during the summer months. There is not a month during the year but what is an

opportune time for pushing the sale of some line of sporting goods usually carried in that department.

This department may be made very attractive, and is one in which there is a good margin of profit. The sale of baseball goods is a line that has been taken up by the majority of hardware jobbers during the past few years, and a large number of retailers have been induced by them to put in a small stock as an experiment. It has proven a success; and there are many retail hardware merchants who do a nice business in this line now who did not touch it until very recently. There are many lines, such as guns and ammunition, fishing tackle, campers' outfits, exercisers, athletic goods, etc., that are good sellers, and make a very attractive display in

the store. Window displays may be used to good advantage in selling sporting goods. There are many boys and men who would appreciate an article from the sporting goods department to a much greater extent than from any other, and, in selling goods for gifts, this line should be suggested. A large business may be done with organizations, which are equipping gymnasiums or baseball, football, lacrosse clubs, etc. In the majority of towns there are manufacturers' and merchants' leagues, and the preference will be given the local dealer if he makes an attempt to secure their patronage. A large number of private individuals take a lively interest in goods usually carried in the sporting goods department, and are good

(Continued on page 43.)



An exceptionally good sporting goods display, dressed by C. H. Smith, for the J. H. Ashdown Hardware Co., Calgary.

The Household Goods Department

How Big Turnover in Enamelware was Made

Dealer in Small Place Sells Four Times as Much as Other Dealers Doing Business on the Same Scale—Turns His Stock Three Times—How This Business Was Worked Up—A Splendid Opportunity Now Offers.

The writer called the other day at the store of a hardware dealer who has established what may justly be termed an enviable record. He sells four or five times more enamel ware than other dealers doing business on the same scale.

This claim may sound a little exaggerated, but the facts bear it out. The store contains an exceptionally large stock of enamel ware; at least four times as large as that found in other stores of the same size. In the course of the year this stock is turned three times, as figures produced by the owner prove. A triple turnover is about the average in this department in any hardware store, so that it is not a difficult task to arrive at an estimate of the amount of business done by this dealer.

On entering the store, one is struck by the large stock of enamelware shown. Practically all one side is given over to such lines, neatly arranged on deep shelves. A couple of tables are used for the same purpose. Comment on the unusual size of the display resulted in the writer's being escorted to the cellar, where a truly astonishing stock was encountered. One part of the cellar was literally crammed with enamelware from top to bottom. There were piles of preserving kettles, which reached from floor to ceiling. The goods were closely packed in. All in all, the cellar contained more goods than most stores would sell in the course of a year.

"I turn this stock three times a year," said the proprietor, with justifiable pride. He was not exaggerating, because on close inspection it was found that the bulk of the goods were new. There was practically no old stock in the place.

How He Had Done It.

This business had not come in a season or even in a year. It had been built up gradually during the ten years that this man had been in the business," he said, "I realized that it would pay me to cater to the trade of the women folks. My predecessor had been a hardwareman of the old school. Doling out nails and screws had been to him the chief accomplishment of the business. He had a dingy little store.

The first thing I did was to tear out the front and put in a new one which made the interior of the store bright. Then I put in a line of goods which, I knew, would attract women. They began to come slowly at first, but more rapidly as they found that I had a good stock to choose from and that my prices were fair.

Among the lines that I displayed most prominently was enamelware. One side of the store was used for that purpose then as it is now. As sales grew, I increased my stock. I made it a rule never to be out of any particular size or variety. Women customers came to rely on my stock. They knew they could always get what they required. It was necessary to carry a large stock for this and, as the demand grew, the size of the stocks grew also. You see the amount I have on hand at the present time. I turn this stock three times a year.

"One thing I have endeavoured to do is to keep the stock free from odds and ends. New goods go into the cellar and as the stock on the shelves is cleaned out, new supplies are brought up. I don't believe in putting new stock right on the shelves and allowing the old goods to become shopworn and unsalable. The percentage of loss from this cause in the department is very small indeed.

"Advertising? some, not as much perhaps as I should. I always have window displays, however. One window the whole year around is used for household goods."

The big business done in this instance was the result of a good policy faithfully carried out and adhered to for a number of years. Women had acquired the habit of going to him when they needed enamelware and, as his stock was good and his prices right, they were content to continue in that way. His initial success was due to the fact that he had seen the possibility in this department before his competitors had sensed it.

Opportunities To-day.

The opportunity which this hardwareman saw and grasped years ago, has

brought splendid results. At the present time there are possibilities of equal importance in the same department. Such goods as electrical specialties are coming to be recognized as necessary in the well-equipped household and demand is growing. The present demand, however, is not a circumstance on the demand which will develop as time goes on. The use of electrical specialties has scarcely started, comparatively speaking; soon it will be a general thing. Hardwaremen should get in line for the brilliant opportunity thus presented, by installing and handling these lines now.



BIG SPORTING GOODS SEASON AT HAND.

(Continued from page 42.)

buyers of exercisers, dumb-bells, punching bags, etc.

Mail order houses are making strong attempts to secure this class of business, and in many localities they are successful. The dealer with the goods on hand, where they may be inspected by the prospective customer and where immediate delivery can be made, has many advantages over the mail order house, however, and he should make use of them.

One of the most important factors in connection with running a successful sporting goods department is in displaying and ticketing the goods. The accompanying illustration shows a very attractive window, and one that will bring results. Particular attention should be paid to this feature of display, and the dealer who takes care to make his window attractive will find that he will receive many enquiries regarding the goods contained therein, and that many sales will be the result of his effort.



CONVENTION DATES.

The twenty-fourth Convention of the American Hardware Manufacturers' Association and the twenty-third Annual Convention of the Southern Hardware Jobbers' Association, will be held at Mobile, Ala., May 6-7-8, 1913. The manufacturers' headquarters will be at the Battle House.



Selkirk, Man.—Cook & Son, hardware dealers, have been succeeded by J. Nethercut.

Staff Conventions and Reunions

S. F. BOWSER & CO. CONVENTION.

The annual convention of salesmen of S. F. Bowser & Co. was held in Toronto, on Jan. 13, 14, 15. The convention wound up the most successful year in the history of the organization. An address of welcome opened the convention, delivered by S. F. Bowser, president, who thanked the members of the staff for having made the success of the past year possible. Announcement was also made that, owing to the enormous growth of Canadian business, it had been found necessary to increase the size of the Toronto plant and a \$40,000 addition would be proceeded with at once. The first days programme was as follows: Address of Welcome, S. F. Bowser, pres.; Response from salesmen, H. J. Jeavons; Sale of cut 241, J. A. Forsythe; Discussion, F. C. Sears; "Meeting Obstacles," F. Clayton; Discussion, J. W. Merickel; "Our Private Garage Work," A. E. Moffatt; "Will Not Buy, Going West," W. Y. Robertson; Discussion, A. McIntosh; "Importance of our Paint Oil Line," W. R. Hance, Canadian Manager; "Technical Knowledge," T. H. Rhodes; Discussion, F. Clayton. The programme for Tuesday Jan. 14 included talks on the following topics: "Co-operation," S. B. Beehtel, Asst. Gen. Mgr.; "Importance of our Coal Oil Line to Salesmen," W. N. Denning; Discussion, J. B. Harley; "Our Dry Cleaning Line," H. E. Bleeker; Discussion, A. Anderson; "Systematic Working of Territory," W. G. Zahrt; "The Prospect who knows all about the Bowser," E. J. Murphy; Discussion, A. L. McIntosh; "Justifying

the Initial Cost," T. F. Horan; Discussion, F. C. Potter; "Insufficient Information From Salesmen," H. Christie.

At 8 P.M. a banquet was held at the King Edward, when the following toast was honored: "The King"—Hands Across the Sea, S. F. Bowser, Pres., "Our Firm," S. B. Beehtel, Asst. Gen. Mgr., T. H. Rhodes; Solo, Harry Christie; "Our Sales Organization," W. G. Zahrt, Gen. Sales Mgr. and A. E. Moffatt; Solo, F. A. Thompson, Canada, and Jno. A. Cooper; Character sketches, F. Clayton. The souvenir menu was gotten up in a very attractive manner by the Bowser Press.

A very interesting feature of the convention was the presenting of the loving cup which was won by the Toronto branch. This cup is presented to the branch doing the largest volume of business during the year, and the competition is open to Canadian and United States branches.

The Toronto branch feel confident that they will be able to hold the cup as prospects for this year are very bright and additional salesmen are being added to the staff. The three men in the group photographed with hands on the cup are officers of the Pacemakers Club from the Canadian field. Election to Pacemaker's Club is a reward for high standing in sales and is an honor greatly desired by salesmen.

W. R. Hance whose photo appears in this issue is manager of the Toronto District, winners of the 912 Loving Cup Contest.

The convention was brought to a close

on Jan. 15 and the staff departed brimful of enthusiasm regarding the prospects for the present year. The following attended the convention: S. F. Bowser, Pres.; S. B. Beehtel, Asst. Gen. Mgr.; W. R. Hance, Can. Mgr.; J. A. Forsythe, Asst. Can. Mgr.; E. Cummings, Factory Mgr. A. Anderson, W. L. Anderson, H. Beique, H. E. Bleeker, F. Clayton, H. Crepin, W. N. Deming, H. A. Desparious, J. W. Edwards, Geo. Harley, J. B. Harley, W. Hiekingbottom, T. F. Horan, H. J. Jeavons, E. J. Lessel, J. W. Merickel, A. McIntosh, A. Leo. McIntosh, W. R. McCaughy, A. E. Moffatt, E. J. Murphy, N. Paquette, F. C. Potter, T. H. Rhodes, W. Y. Robertson, F. C. Sears, R. W. Williams.



THE RICHARDS-WILCOX ANNUAL BANQUET.

The annual sales convention of the Richards-Wilcox Mfg. Co., closed on Thursday night, January 9th, at Aurora, Ill., with a banquet. It was a genial and enthusiastic company of nearly sixty men who sat down at seven o'clock. There was a general feeling that the present convention had been the most satisfactory in the entire history of the organization.

A male quartette from Chicago furnished music during the meal assisted by the diners, and after supper Mr. Jones introduced Mr. Fitch, President of the Company, as Toast master. Everyone took part in the merriment that followed, for the program was rather an impromptu one, with a good deal of fun



A group photograph taken at the annual convention of S. F. Bowser & Co., at Toronto.



W. R. Hance, Canadian Manager of S. F. Bowser & Co.

at the expense of various members of the organization.

H. W. Sehl, advertising expert, discussed the Company's advertising plans for a few minutes. The Company's travelers felt that the advertising plan had been very successful and favored the continuance along present lines. A telegram was sent H. P. Chenoweth, the one representative of the Company who was not able to attend the Convention, giving him the best wishes of his fellow-travelers and regret at his absence. The other representatives of the Richards-Wilcox Mfg. Co., all of whom were present, are as follows:

F. E. Hutchins, New York office; Edgar Zabriskie, New York office; J. V. Wise, Chicago; John Wise, Chicago; Ray Wise, Chicago; A. J. Eggleston, Chicago and Milwaukee; E. B. Seidel, St. Louis and Missouri River points; A. S. Fuller, St. Louis office; James Calhoun, St. Louis office; A. F. Buck, Kansas and Southern Missouri; Geo. H. Buck, Michigan; G. J. Barber, Iowa; C. B. Cowles, Okla.; Burt Daugherty, Cleveland, Detroit, Toledo, Pittsburgh and Buffalo; F. J. Daugherty, Nebraska and Northern Missouri; Orville Ewing, Pacific Coast; W. C. Gaye, Northern Illinois and Southern Wisconsin; L. M. Graham, Pacific Coast; W. J. Gilbert, Indiana; C. W. Harkness, Northern Wisconsin and Min-

nesota; B. D. Chenoweth, Southern States; W. L. Hayward, Philadelphia office and Pennsylvania; Charles Holloway, New England; H. A. Leonard, New England; W. D. Jameson, Special representative in Railroad equipment; M. H. Melrose, Southern Iowa and far West; A. K. Myers, Ohio; D. R. Strain, Southern Illinois; W. L. Wentz, Southern jobbing points; H. O. Spencer, Aurora.

The history of the hanger business in Aurora is interesting. The Wilcox Mfg. Co. were the pioneers. They incorporated in 1880 and the fame of Aurora as the home of the Wilcox hangers was spread all over America. Later the Richards-Sencenbaugh Company was formed but the business of the latter company passed into the hands of the Richards Mfg. Co., at sheriff's sale just ten years ago. Then, in 1910 the Richards Mfg. Co. took over the Wilcox Mfg. Co., and the name was changed to Richards-Wilcox Mfg. Co.

The present organization is remarkably complete, as indicated by this list of representatives. The Richards-Wilcox product is represented in every State and in every large city in America.

The present officers of the company are:—W. H. Fitch, President; Lee Mitchell, Vice-President; Milton D. Jones, Secretary and Treasurer; P. L. Hoffman, Superintendent.

Catalogues and Booklets

Reflectors and Fixtures.

The Canadian General Electric Co., of Toronto, have issued Bulletin I-T of Industrial Reflectors and Fixtures. Half-tone illustrations of Wheeler Para-Steel reflectors and Mazda Arc fixtures are shown. Full descriptions and list prices are also given.

Calendars Received.

The Laidlaw Bale-Tie Co., Hamilton, have issued their 1913 calendar showing their new plant which has been erected in Hamilton.

Hardware and Metal has received a handsome calendar of unusual dimensions from the Carborundum Co., Niagara Falls, N.Y., showing a view of the whirlpool at Niagara.

Better Buildings.

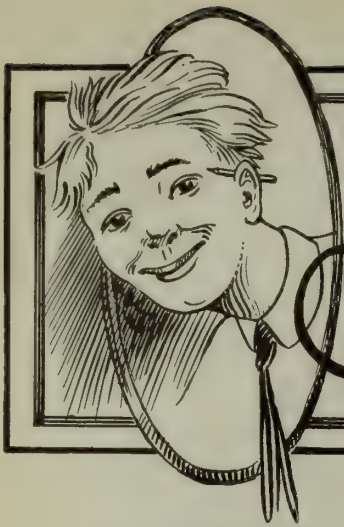
The Metal Shingle and Siding Company, Preston, Ont., have issued a very useful and attractive book called "Better Buildings." It is a book of information relative to the uses of Formed Metal Roofing and Siding Materials. The book contains 122 pages and half-tone illustrations are shown of the many lines of fireproofing materials and metal products that are manufactured by the company. List prices, weights, measures, capacity, etc., are shown and a large amount of information is given regarding the uses and methods of installing the goods illustrated. Illustrations are also shown of many buildings on which the products of the Metal Shingle and Siding Co. have been used. A section of the catalogue is devoted to illustrating and describing a large selection of Portable metal garages and steel buildings.

First Illustrated Catalogue.

The Morrisburg Tack Manufacturing Co., of Morrisburg, Ont., have issued their first illustrated catalogue and price list. List prices and illustrations of many of the lines they manufacture are shown and the catalogue should be a very useful one for hardware dealers.

Hammocks.

The Dominion Hammock Mfg. Co., of Dunnville, Ont., have issued a new catalogue in which they illustrate and describe their line of woven hammocks, baby cradles, couch and verandah hammocks. List prices are also shown for the various lines. Copies will be mailed on request.



THE JUNIOR CLERK'S P · A · G · E

SAWING WOOD.

I am indebted to "Doorways" for the following. I commend it to the attention of bosses as well as clerks:—There is nothing to cause comment in the green stalk of the lily, but when it bursts into a flower we say, "How wonderful!" The wonder lies not in the flower, but in the processes behind it, which are daily at work in the green stalk.

There is little to arouse enthusiasm in the daily round of a surgeon until that day when he saves a life by a show of superb skill. The daily rounds made the work of "that day" possible, for the processes were in action of which the famous operation was but the natural result.

What I am getting at is this. We, who are working for someone else must realize that we do not "get there" in a second, and that we will never "get there" unless the processes of "get there" are at work in every department of ourselves.

Whenever we wake up and discover that someone is famous, so to speak, we rub our sleepy eyes and say, "Thunder, I have known him all my life, and didn't think he ever amounted to much." But, just the same, he must have been "sawing wood" all the time. Sure thing, he was "sawing wood." He was developing with every task he undertook, and when the green stalk was ready, out came the flower.

Short cuts to "that day" when we find ourselves a success are few and far between, although too many fellows try them.

STICK TO THE PRICE.

Ottawa, Ont.

The Junior Clerk:—

Re question, meeting advertised prices. Being a constant reader of Hardware and Metal, I am making an attempt to give you my opinion on what I term an important question. I re-

member a case of my own a week or so after Christmas. I had just served a lady with a boy's sled at 60c. Another lady came in at the same time and bought another of the same kind, and I charged her 50c. It was my own fault, I admit, but through telling them other prices on different goods I guess I had forgotten the right price. I went back to the lady after a moment's thought and explained to her I hadn't charged her sufficient money, and that I wanted 10c more, the same as the other lady had paid. Well, she told me where to get off, so I believe in sticking to the price that would be printed in paper, as it only does harm to your trade if you do not. Concluding, yours respectfully,
A. E. IRONSIDE.

THE MAN WHO DELIVERS THE GOODS.

There's a man in the world who is never turned down, wherever he chances to stray; he gets the glad hand in the populous town, or out where the farmers make hay; he is greeted with pleasure on deserts of sand, and deep in the aisles of the woods; wherever he goes there's the welcoming hand—he's the man who delivers the goods. The fail-

ures of life sit around and complain; the gods haven't treated them white; they've lost their umbrellas whenever there's rain; and they haven't their lanterns at night; men tire of the failures who fill with their sighs the air of their own neighborhoods; there's the man who is greeted with love-lighted eyes—he's the man who delivers the goods. One fellow is lazy, and watches the clock, and waits for the whistle to blow; one has a hammer, with which he will knock, and one tells the story of woe; and one if requested, to travel a mile, will measure the perches and roods; but one does his stunt with a whistle or smile—he's the man who delivers the goods. One man is afraid he'll labor too hard—the world isn't yearning for such; and one man is ever alert, on his guard, lest he put in a minute too much; and one has a grouch or a temper that's bad, and one is a creature of moods, so it's hey for the joyous and rollicking lad—for the one who delivers the goods!—The Caxton.

REMARKS OF THE JUNIOR CLERK.

Success comes to him who waits in the right place.

I may make mistakes but I do not respond to encores.

Airships and tramps have no visible means of support.

The average man is willing to confess a fault he hasn't got.

Lots of things come to the man who waits until he doesn't want them.

Fishing for business is like fishing for fish. To be successful use good bait.

Some people give according to their means and some according to their meanness.

Watch the new customers and cultivate their acquaintance, for they sometimes turn out to be the best customers.

SALARY ON PERCENTAGE

I am going to propound another problem this week, which will have an especial interest for salesmen. Is percentage on sales a proper basis for fixing a salesman's salary?

I have some ideas on this subject that I intend to give to the readers of this page some day soon, but in the meantime I would like to give a few opinions from others. Send on what you think.

The Junior Clerk.

HARDWARE LETTER BOX



Lock Manufacturers.

D. Courville, Alexandria, Ont.—“Could you supply us with the address of Barnes & Deitz, lock manufacturers?”

This firm is now known as A. C. Deitz, 75 Clymer Street, Brooklyn, N.Y.—Editor.

Ideal Gas Heaters.

F. J. Nixon, 313 Bathurst Street, Toronto.—“Who are the manufacturers of the Ideal Gas Heater?”

Colwell Lead Co., Detroit, manufacture these heaters now.—Editor.

Street Car Manufacturers.

Nobert & Lymburner, Three Rivers, Que.—“Will you kindly favor us with the names of street car manufacturers?”

Preston Car and Coach Co., Preston, Ont.; Ottawa Car Co., Ottawa; Rhodes Curry Co., Amherst, N.S.—Editor.

Rock Crushers.

The Keewatin Hardware Co., Weewatin, Ont.—“Will you please tell us through your paper what firms make rock crushers?”

Canada Foundry Co., Toronto; Good Roads Machinery Co., Hamilton, Ont.; Sawyer & Massey, Hamilton; Waterous Engine Works, Brantford, Ont.—Editor.

Cement Mixers—Gasoline Engines.

Bell & Shields, Cochrane, Ont.—“Please give us names of different manufacturers of (1) cement mixers, (2) gasoline engines?”

(1) Mussens, Ltd., Toronto; Jenekes Machine Co., Montreal; Canada Foundry Co., Toronto; London Concrete Machinery Co., London, Ont.; Wettlaufer Bros., Toronto. (2) Canadian Fairbanks Morse Co., Montreal, Toronto; Gould, Shapely & Muir, Brantford, Ont.; Canada Producer and Gas Engine Co., Barrie, Ont.; Canadian American Gas Engine Co., Dunnville, Ont.; International Harvester Co., Hamilton, Ont.—Editor.

Graniteware Manufacturers.

Subscriber, Whitby, Ont.—“Please give names of manufacturers of graniteware in Detroit, Mich.?”

Can any of our readers supply any information?—Editor.

Emerson Electric Co.

LeClerc & Fils, Quebec.—“Will you please inform us through the columns of your paper the address of the Emerson Electric Co.?”

Emerson Electric Mfg. Co., St. Louis, Mo.—Editor.

Skate Grinding Machines.

M. E. Bettger & Co., Monkton, Ont.—“Kindly let us know firms manufacturing skate grinding machines?”

R. Woon & Son, Oshawa, Ont.—Editor.

Ice Plows.

J. B. Crawford, Dutton, Ont.—“Please advise us what firms manufacture ice plows?”

Gifford Wood Co., Hedson, N.Y.; F. H. Hopkins & Son, Montreal; stocked by R. Donaldson & Son, Montreal, Que.—Editor.



GORDON C. SEYBOLD,

*Who recently took over the general
managership of the Cochrane
Hardware Co.*

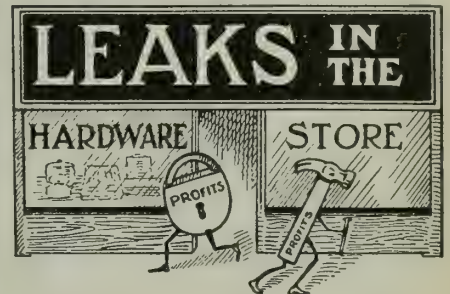
FAVORS CLERKS PAGE.

Editor, Hardware and Metal:—Doubtless every hardware clerk who is a reader of Hardware and Metal will appreciate the steps taken by the editors of the journal in devoting a special page to the juniors. It is safe to predict that on this page will appear much useful information and many helpful hints to the young man behind the counter. Although no longer a clerk I was agreeably surprised to find this new feature begun in the issue of January 4th. Some years ago a suggestion of the same nature was acted on when one or two articles appeared for the benefit of the clerk, dealing with the different finishes on door furniture. Although much helpful matter could have been imparted along similar lines, the articles were not continued. It has occurred to me that the average clerk is capable of imbibing a lot of information regarding the goods he handles, information which

in many cases for various reasons he cannot get from his employer.

While in Montreal recently, I took the opportunity of going through a trunk factory in order to see the different stages through which a trunk passes in the making, from the rough lumber to the finished article. The various processes proved very interesting and the hour spent there has helped me in selling this class of goods. This is where our friends in the manufacturing business would prove useful. At the present moment I have an article by me cut from a hardware trade paper entitled “The Making of a File.” Would not a column on the making of a nail, or a hand saw, or an electric iron, be of great interest.

D. G. Ross.



A leak that is noticeable in many hardware stores is neglect in keeping posted on changes in price. It may often happen that a merchant will purchase a supply of a certain line of goods and that a considerable advance in the price will occur a short time later. In many cases the merchant does not take advantage of an opportunity that would justify him in advancing the retail price.

An instance occurred a short time ago that will illustrate this point. A certain dealer had been retailing cut lace leather for 95c per lb. for many months. He started to sell it at 95c when lacing was costing him 70c per lb. The cost kept gradually rising, until the cost was 80c per lb. The dealer raised his price to \$1.00 per lb, and, as he had purchased a good stock of the article, he did not bother about price until a short time ago, when he ran out of a few sizes, and found that it would cost him 95c per lb. to replenish his stock.

This may be an exceptional case, but there are a great many lines in the hardware line that advance from time to time, and many dealers do not realize the increased value of their stock until they wish to replenish it, when they find to their sorrow that they have been selling goods at or below the wholesale price.

The Development of Wire Fencing

A Brief History of Early Stages—How Fields Were First Enclosed by Farmers—Evils Which Led to the Introduction of Woven-Wire Fencing—Dealers Should Push These Lines to the Utmost.

The first fence the pioneer farmers of this great Dominion used was the uncut forest but, as the land was cleared, the stumps were utilized to define boundaries. As the supply of stumps diminished, rail fences were introduced and later, with the advent of the saw-mills and cheaper lumber, board fences came into vogue.

All these different styles of fencing had their shortcomings. The greatest disadvantage was the expense and time consumed in erecting these fences.

Furthermore, the stock seemed to take a particular delight in knocking down the rails and getting out into forbidden fields. The farmer was continually repairing the breaks. The life of the wooden fence was very short as the weather soon rotted the wood. The necessity for something better caused the invention of the modern woven-wire fence.

This fence, when properly made, is practically faultless and it can be so constructed as to hold any domestic animal. The price is reasonable. It has many advantages and is practically indestructible when properly erected. One great advantage is that it is easily and quickly put up and in winter it does not bank the snow as the old rail and stump fences did.

Very few hardware merchants handle fencing in an aggressive way. The possibilities in this line are not generally realized. And the consequence is that a lot of this business goes a-begging.

Methods of One Dealer.

The writer is well acquainted with one progressive merchant who devotes considerable time and thought to increasing the sales in this department. First of all he visited the factory of the company whose fence he sold and familiarized himself with the manufacturing process so that he could talk intelligently to his customers. He laid his plans before the manufacturer, who willingly gave the assistance asked. He then prepared a list of every possible purchaser of fencing that could be sold profitably. This list was forwarded to the manufacturer who sent each prospect a catalogue and wrote each man every two weeks until either a sale was made or the prospect was found to be a "dead one."

The merchant had the factory make him a miniature set of samples of the complete line. Then he started out one

of his best salesmen to canvass the list of prospective purchasers who had been written by the manufacturer. The result of this aggressive campaign was a wonderful increase in the sales of wire fencing and also in the general lines carried. Farmers would order other articles they were in need of at the time they were buying their fence. Eventually this plan was broadened to a regular canvass for seasonable lines

and the best evidence of the success of this aggressive salesmanship is the fact that this merchant has continued to canvass regularly for a number of years, during which time his business has increased by leaps and bounds.

Also Stocked Posts.

One objection this merchant found was the scarcity of posts and as this was the cause of losing several sales the merchant put in a stock of cedar posts. This gave him a nice margin of profit and enabled him to make more sales as well as to serve his customers better.

Of course the bulk of the fence business is confined to country districts, yet there is a good market for ornamental fencing and gates, etc., in the cities.

Auto Delivery Found Very Profitable

The Experience of Coy Bros. at St. Catharines—Heavy Loads Can be Carried at all Seasons and Over the Worst of Roads—Expense Has Not Been Found Heavy on Motor Truck System.

The question of delivery of goods is one that concerns a great many hardware dealers at the present time. Customers demand prompt delivery and contractors cannot afford to lose time in waiting for supplies. A large number of hardware dealers are at the present time considering the best methods to employ in giving prompt service in this important department.

Coy Bros., of St. Catharines, have adopted auto delivery and find it very satisfactory. They have an auto of 22 horse power and capable of going 38 miles an hour. They find that they can use the auto for delivering during all seasons of the year and Frank Coy states that it has taken loads of hardware over the roads in the vicinity of St. Catharines when they were in the very worst condition.

They state that the cost of running is very reasonable and that they deliver goods as far as Welland, Port Dalhousie, and Niagara Falls.

THREE ADS. IN ONE ISSUE.

Pieton, Ont.—Carter Bros. are making special efforts to increase winter sales, and are running three separate ads. in their weekly paper, in which they feature separately saws and axes, horse blankets, whips, halters, etc., and coal oil heaters.

ADVERTISING STOVES.

Glastow, Man.—W. H. Squair & Son believe in pushing the sale of stoves at all seasons of the year. At the present

they are giving the bulk of their advertising space to ranges and oil heaters. In regard to the latter line, they report that they have had to re-order several times this season to keep up with the demand.

A DISCOUNT SALE.

Rocanville, Sask.—Kidd & Clement, hardware dealers, are holding a discount sale, offering 10 per cent. off on many lines. The sale was started with the idea of reducing stock before stock-taking. It will be continued right through the period devoted to the taking of the annual inventory.

Personal Notes.

Mr. Greaves, manager of the Dominion Stove Foundry, has gone to Chicago to bring his family to Penetanguishene.

Mr. A. D. Centin, of the road staff of Lewis Bros., who recently had the misfortune to break his leg, will resume his itinerary again on Monday morning. His customers will be pleased to hear of Mr. Centin's recovery.

A bird in the hand does not get the early worm.

Don't be above doing any part of your work, even the disagreeable, menial part, if necessary.

Look at an idea to see if you can use it and not to see if you can get along without it.

Current News of Hardware Trade

Fraser Hardware Burned Out.

Galt, Ont.—The Fraser Block including the Fraser Hardware Co., was totally destroyed by fire. The fire started in the hardware store and had gained considerable headway before the arrival of the brigade.

To Make Sanitary Floors.

Peterboro', Ont.—Another industry for Peterboro' is the establishing here of the Lik-A-Tile—Sanitary Floor Company's offices and plant. The business of the company will be the manufacture and laying of sanitary floors.

A Powder Plant Promised.

Fort William, Ont.—Although a decision has not been announced, it is said that a large powder producing company of the United States are negotiating with the Industrial Bureau and that prospects are good for the location of a plant in this vicinity.

Brick Plant in Regina.

Regina, Sask.—The Unit Brick and Tile Co. are trying to make arrangements for the establishment of a brick plant in Regina, the output of which will be in the neighborhood of 4,000 bricks a day.

A unit brick has three times the surface of an ordinary brick.

Montreal Hockey League.

Montreal, Que.—There was some excellent hockey in the hardware league games played this week. The results were as follows: Jas. Walker Hardware Co. (6), Frothingham and Workman (0). Lewis Bros (4), Thos. Robertson (2). Canadian Fairbanks (4), Starke Seybold (0).

Increase in Domsteel Plant.

Montreal, Que.—The Dominion Steel Corporation have ordered additional machinery to increase the capacity of their wire and nail plants which have recently been put on double turn. It is said that this will give an output of over 2,000 kegs daily and ultimately provide an outlet for the whole of the product of the wire rod mills.

To Make Binder Twine.

Calgary, Alta.—The Industrial Bureau is in receipt of a communication from a Minneapolis concern engaged in the manufacture of binder twine who are desirous of establishing a plant in Calgary. The raw material the concern

proposes to use is flax straw which they state goes to waste every year, being burned to get rid of it. The communication asserts that the firm will pay the farmers \$5 per ton for their flax straw. The concern asks that \$30,000 of its stock be subscribed locally.

Pilkingtons for Calgary.

Calgary, Alta.—It is stated by Industrial Commissioner Miller of this city that Pilkington Bros. will establish a large warehouse for glass here early this spring.

Edmonton, Alta.—It is announced that the Union Metallic Cartridge Co., Bridgeport, Conn., will establish a branch factory here.

Vancouver, B.C.—It is said that the American Car Company are contemplating establishing a branch factory in this city.

Fire Losses.

Portage la Prairie, Man.—A very disastrous fire destroyed the store of the Hudson's Bay company's store situated on Saskatchewan Ave. The damage is estimated at \$100,000.

Hamilton, Ont.—Dalton's basket factory, situated near the lake shore on Ontario Street, in Burlington, was totally destroyed by fire.

Port Arthur, Ont.—Hansplant Bros. manufacturers of art glass shades have commenced business.

Personal Notes.

Winnipeg, Man.—R. M. McGowan has left the staff of the Canadian Consolidated Rubber Co., Ltd., in which firm he has for some time occupied the position of sales manager of the Winnipeg business.

Winnipeg, Man.—Ernest F. Carter, formerly salesman for Carter Bros., Picton, Ont., and who for the past two years has represented a Western hardware house on the road is now a traveling salesman for the Sherwin-Williams Co. in Winnipeg and outlying districts.

Winnipeg, Man.—Clive Dent, formerly of the staff of Wood, Vallance, Ltd., Winnipeg, has joined the Great West Supply Co., of Edmonton.

Edmonton, Alta.—George C. Buck, formerly traveling auditor for the Marshall Wells Co. and for 18 months head of the credit and office department for the Somerville Hardware Co., and the Marshall Wells Co., has severed his connection with the firm and entered the

employ of a large United States company in the work of accounting, office systems, and business management.

Toronto, Ont.—E. T. Hart, of the city traveling staff of H. S. Howland Sons & Co., has been transferred to the purchasing department. Sam Thompson, who for a number of years has been associated with Rice Lewis & Sons, has joined the city traveling staff of H. S. Howland Sons & Co.

Harold Whitt, of the Buffalo Specialty Company is in the city and is working the retail trade in the interests of his firm.

Toronto, Ont.—Thomas W. Kirby has moved his offices from No. 48 in the Yonge Street Arcade to Room P., where he will have more commodious offices.

The President of Josiah Parkes & Son, Willenhall, England, sails for Canada on February 7. The object of his visit is to gain first hand information as to the requirements of this country in locks.

Archie MacFarland & Co., 415 Coristine Bldg., Montreal, have been appointed agents for Canada and Newfoundland for Messrs. Landers, Frary and Clark, New Britain, Conn.

Business Changes.

Dauphin, Man. — The Sutherland-Stelck Hardware and Implement Co. are announcing to their friends that they have taken over the hardware and implement business of Sutherland and Stelck. The officers of the new company are: D. Sutherland, Pres.; A. H. F. Stelck, Vice-Pres. and Gen. Mgr.; A. B. Reid, Sec'y-Treas.; J. Gardner, Mgr. Implement Dept.; Blake Phillips Mgr. Hardware Dept.

Cochrane, Ont.—Joseph Bell, formerly a hardwareman of Swastika, has moved here and has taken in a partner. The business name of the new firm is Bell & Shields.

Fairlight, Sask.—Burtin & Joslin have opened a hardware store.

Guernsey, Sask.—O. A. Snider has advertised his stock for sale.

Saskatoon, Sask.—Campbell & Cooper have taken over the hardware business lately conducted by H. L. Massey.

Scott, Sask.—The Scott Hardware Co. are going to move to Monitor, Alta., and are running a special sale in order to dispose of their stock and fixtures.

Banner

Cold Blast

The Most Economical Made. Burns Coal Oil 24 H

Gives 12 Candle Power Bright Whi

WILL NOT BREAK, CRACK OR BECO

All the latest technical lantern features are embodied in the solderless oil well; reinforced one piece stamped tubes; lever easy," and when pressed down, firmly locks globe into place. S guard and extra large oil hole.

This is our newest and best lantern of the Banner series and demand. Every farmer will want one.

Place your order with us now. We ship

Ontario Lantern and Lamp Co

Trulite

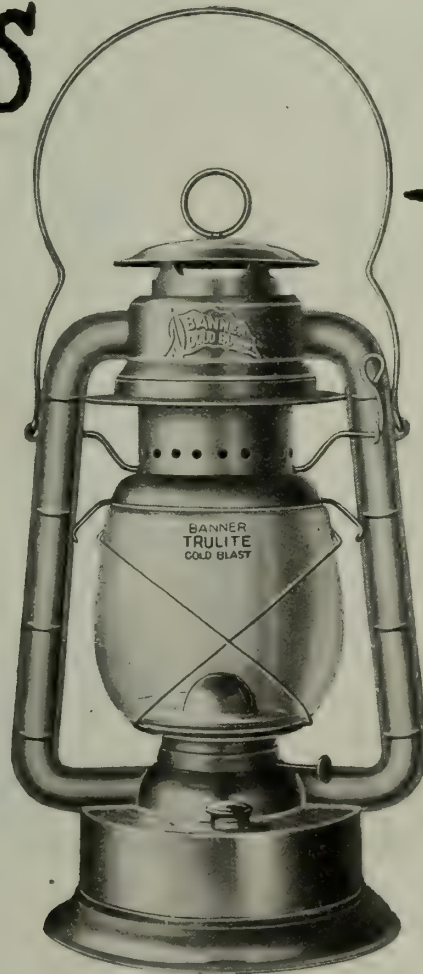
Lanterns

rs With One Filling
Light
E SMOKED

Trulite, viz: dome shaped
top "works smooth and
urity standing back cling

s certain to create a big

uickly.



Limited - Hamilton, Canada

Complete Course of Sheet Metal Work

By L. W. KOSER

At right angles to R-S, fig .3, draw the line T-E, fig. 6, on which lay out the stretchout of the profile C. Project the measuring lines on each side and carry lines at right angles to R-S from each point of the top and bottom raked profiles until they intersect with corresponding lines, and this gives the pattern for the front.

Form to the shape of the normal profile C.

To get the mitres for the return piece

at the bottom draw the normal profile at 7 as shown and drop lines from each point which intersects with horizontal lines carried from the bottom raked profile. Trace a line through the points of intersection and make the length of this piece the desired length to return to the wall line.

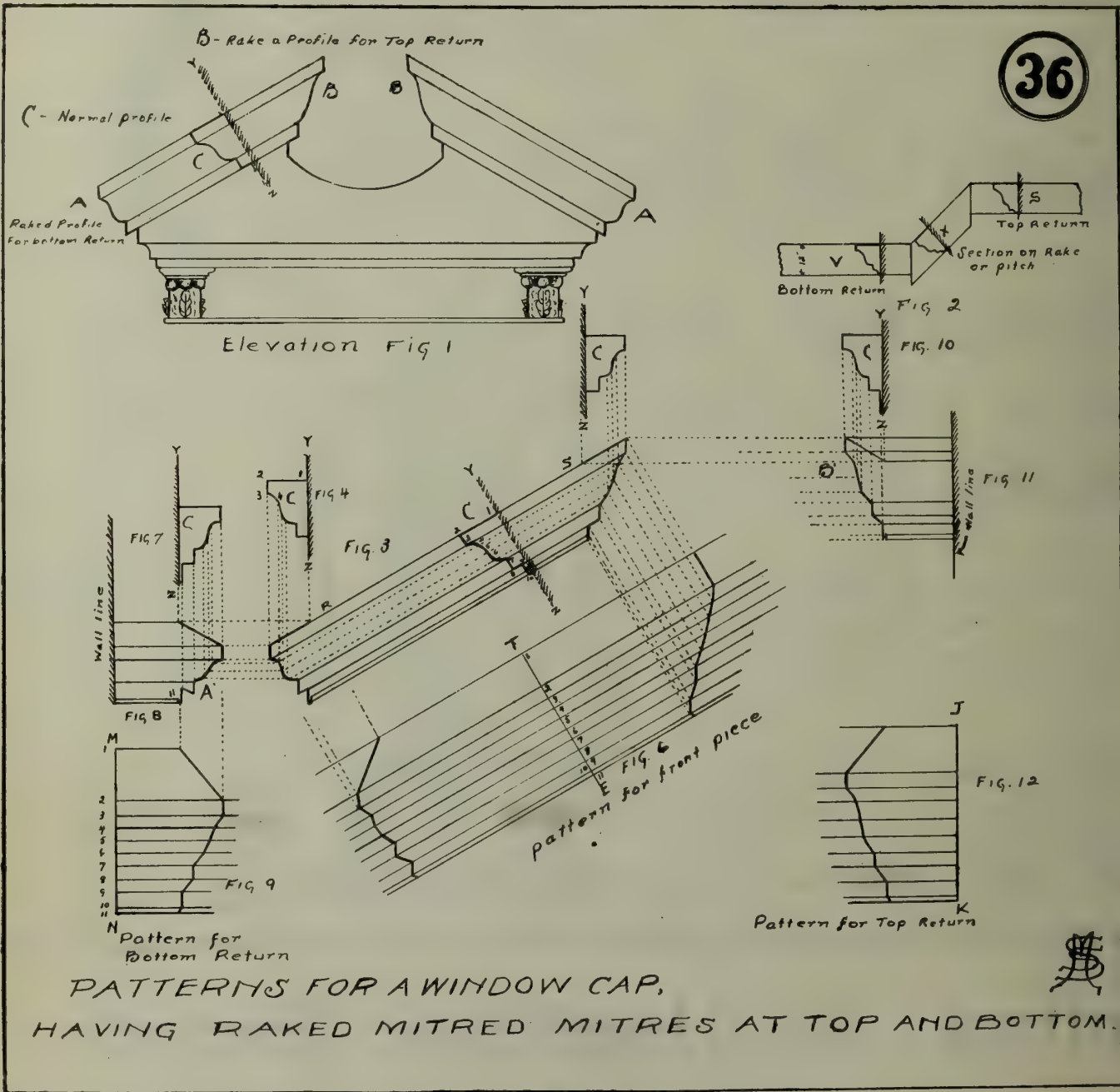
Draw the line M-N, on which lay off the stretchout of the profile. Draw the measurement lines and drop lines from

each of the points of profile A¹ until they intersect the corresponding lines. Form this piece to the shape of the bottom raked profile A¹.

To get the pattern for the top return proceed in the same manner.

Draw the normal profile C at fig. 10 and develop the raked profile B¹, fig. 11, below which lay out a stretchout of B¹, and develop the pattern.

Form this piece to the shape of B¹.



New Hardware Goods

GRASS CATCHER IMPROVED.

The Specialty Mfg. Co., St. Paul, Minn., announce that they have made a great improvement in their "Easy Emptying" grass catcher that lifts off to empty.

The improvement consists of making several rows of projections extending across the galvanized bottoms of the catchers, which prevents the grass from slipping forward in the catcher while moving, thus overcoming objection to galvanized iron bottom grass catchers. In addition to the non-slipping feature, the bottom is claimed to be more rigid than where the plain galvanized iron is used.

Another improvement consists of a new style bracket for attaching the hanger



to the mower. This bracket has a small hook at the top, which entirely prevents the catcher from jumping off while moving.

"Easy Emptying" Grass Catchers for 1913 will be packed in fibre board boxes, which insure their reaching customers in clean and perfect condition, light weight in shipping and the minimum freight rate.

BANNER TRULITE LANTERNS.

The Ontario Lantern and Lamp Co., Hamilton, Ont., are offering to the trade their new line of Banner Trulite Cold Blast Lanterns. There are many new features in the Trulite Lantern. The globe is short and bowl-shaped which permits the insertion of the hand for cleaning. The upper part of the globe never gets warm enough to break from the heat. The lantern is easy to light, trim, clean and fill, it is fitted with a dome-shaped solderless oil well which it is claimed will hold enough oil to burn continuously for 24 hours and give a 12 candle power very bright, white light. The lantern is also equipped with reinforced one-piece stamped tubes; extra large oil hole; security standing bail, hooked into latest style eyelets. The

lantern takes a No. 2 cold blast burner and No. B—1 inch wick. The lever at top works smooth and easy and when pressed down firmly locks globe into place.

"YANKEETOOTHED" SPADES AND SHOVELS.

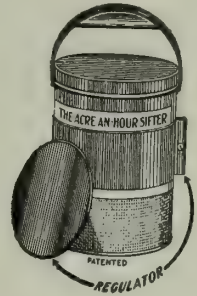
The "Yankeetoothed" spades and shovels illustrated herewith are equipped with teeth instead of a straight edge. The manufacturers, The B. B. Neal Hardware Co., 120 White St., New York, N.Y., claim that when driving the "Yankeetoothed" under a load, the labor is much less than with the ordinary tools, as they will enter under the material and pick it up instantly. They also claim that all the advantages of both round and square point are combined and that it is only necessary to stock one style. The tools are made of high carbon crucible steel and special



care is taken in toughening the blade and strengthening the socket. The teeth are $1\frac{1}{2}$ inches longer than the blade itself, and are slightly rounded at the points, thus making the teeth self-sharpening. The blade over all is 9 inches by $12\frac{3}{4}$ inches long, including teeth. The blade and patented socket strap are all in one piece. The tools are made in black finish only as they claim that the original temper is retained much longer than in a polished tool.

THE ACRE-AN-HOUR SIFTER.

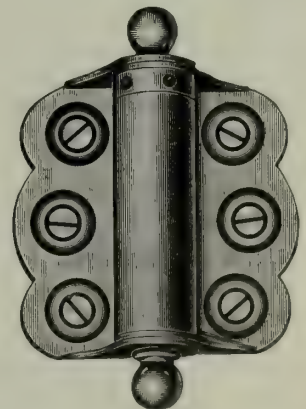
The Acre-an-Hour Sifter Co., of Poughkeepsie, N.Y., are offering the trade a new style to be used in applying dry insecticides for the purpose of destroying potato bugs, cabbage, tobacco and currant worms or any insect pest affecting low-growing vines or bushes.



It is claimed that the sifter is constructed in such a manner that there is no wasting of material. When a small plant is to be treated, it can be regulated so that there is surplus mixture thrown away. When large plants are treated the sifter is opened up to any satisfactory dimension required. The work may be accomplished as fast as a man can walk, being easy to operate and with care will last for years.

NEW ADJUSTABLE DOOR HINGE.

The Shelby Spring Hinge Co., of Shelby, Ohio, are offering to the trade an adjustable surface screen door hinge. The tension of the spring can be easily and quickly adjusted at any time after the door is hung, thus assuring to the owner an easy and sure swinging door at



all times. This hinge may be used for lavatory work and for any other purpose where a strong, neat hinge is required.

The hinge is made of steel, real bronze or brass metal, and in finishes to match all builders hardware.

Weekly Market Report --- Metals

METAL NOTES.

The feature of the metal market is the scarcity felt in a great many lines, particularly in bars, sheets and plates. Mills are behind with their deliveries.

There is a heavy consumption of copper, and the position of this metal seems to have been materially strengthened.

Tin has advanced one cent.

MONTREAL.

Montreal, Jan. 28.—Deliveries are still very provoking but there seems to be a slight improvement, although the United States mills are still away behind in their orders.

Pig Lead.—Prices remain the same as quoted last week. The market continues remarkably steady.

Copper.—The market is stagnant and slightly lower. There seems to be no understanding among the producers and conditions are very unsettled. Lower prices are freely predicted which indications seem to support, but with strong business statesmanship on the producer's part, confidence will be restored, as the situation is not hopeless. A sharp cut would lead to enormous business and then by gradually advancing, the price could readily be boosted higher than the level prevailing to-day.

Following up the figures given last week of the amount of copper consumed by the different popular motor cars it will be interesting to learn that the estimated amount of copper required for the automobile industry in United States this year is 40,000,000 pounds. Prominent automobile manufacturers expect an annual increase of 20 per cent. on this amount for the next 5 years.

Prices of copper on the local markets remain unchanged with a good demand.

Tin is Unchanged.

Tin is fluctuating, but quotations remain unchanged. Spot tin in London is higher, but futures remain unchanged.

Spelter.—Market quiet with prices the same as last week.

Plates and Sheets.—There will be an advance in Canada sheets, ordinary, polished and galvanized, within the next few days. This advance has been hanging fire for some weeks but was positively confirmed this week.

Black sheets remain unchanged.

Bar Steel.—Sleigh shoe steel, tire steel toe calk steel and iron finish machinery steel advanced this week. The demand is quite heavy and prices firm.

TORONTO.

Toronto, Jan. 29.—Great difficulty has been experienced in getting deliveries, and the situation is worse than ever, especially in bars, sheets, plates, etc. Mills are falling behind in deliveries, and it appears as though the present demand far exceeds the limits of production.

One jobber states that he has had certain lines of iron and steel on order for eight months, and up to date has not received delivery. This condition is making it very unsatisfactory for the jobbers, who are receiving complaints daily from their customers. Mills are working to their full capacity, but are unable to cope with the demand.

A large business is being done in copper at the reduced price. It is said that there will be a falling off in production for the next few months, and that prices will be steady as a result. Tin has advanced 1c per lb. during the past week.

Lead.—Prices are unchanged, but lead is active in small lots.

Tin.—There has been an advance of 1c per lb. during the past week. The market has every appearance of spot tin working to a corner.

Bars, Sheets and Plates.—The scarcity is greater than ever, and no relief is in sight. Mills are worked to capacity, and in some lines are eight months behind in filling orders.

Spelter.—The market is quiet, and prices are unchanged, but firm.

Large Business in Copper.

Copper.—Copper is steady, and a large business is being done at the reduced price. A representative of one of the large agencies says that copper has not been as weak as certain reports would indicate, and that there is every likelihood of a contraction in production in the face of a largely increased consumption. This would indicate that a further reduction is improbable.

Pig Iron.—The demand is steady and active. No change in price is reported, and the market is in much the same condition as last week.

Aluminum.—The demand for aluminum is steadily on the increase. Prices are very high compared with those of a year ago, and, with an ever increasing consumption, there are no prospects of lower prices or heavy stocks.

WINNIPEG.

Winnipeg, Jan. 27.—There is nothing of special interest to report in the metal situation here this week. Prices are firm in all lines, but no further advances are announced. It is not unlikely that black sheets and in fact all plates will go higher following advances in eastern markets and continued shortage in supplies.

Iron and sheet metal workers are fairly busy for this time of the year, and the ironmasters look for a very busy season. All the shop owners have plans for increasing the capacity of their plants this year.

A very great industrial development is assured for the West in 1913 and machine shops should have plenty to do.

COMMERCIAL EXPANSION.

In dealing with the banking situation, the Financial Post says:—Almost every item in the statement points to the fact that Canada is in the midst of a period of very rapid commercial expansion. It is a well-known fact that almost every factory in the country is working at capacity rate and not filling its orders. Under such conditions one of the dangers to be avoided is too rapid development. The tying up of too much capital in the form of fixed assets must be followed by a period of shortage of liquid funds, which puts a severe strain upon banking resources and so cramps every form of business. In addition to this, there is the possibility of supply out-running demand and a resulting slump in prices. In older countries demand and supply do not vary much from year to year, but in Canada from year to year we are finding great increase in both sides. The problem is to keep them balanced. Development of a legitimate character is proceeding in Canada, and so long as this is accompanied by a steady influx of immigrants there is but a very remote prospect of supply out-running demand.

AWARDED CONTRACT.

Samuel Austin & Sons Co., of Cleveland, have been awarded the contract for erecting the window glass factory for Pilkington Bros. at Thorold, Ont. The buildings will be of steel, brick and concrete and of fireproof construction, and will be equipped with American type of window glass blowing machines, the Canadian rights of which the Pilkington Bros. firm has just acquired.

Weekly Market Report --- Hardware

OUTLOOK IS BRIGHT.

The outlook is very bright indeed in all branches of the hardware trade. Dealers are placing orders with a rare degree of confidence.

The revised list on builders' has not yet been issued, but it is expected that it will soon be out and a number of advances would not cause any surprise.

There is a rather marked increase in the demand for many lines of household goods.

MONTREAL.

Montreal, Jan. 29.—There is a large volume of business passing in the hardware trade and practically every line is receiving its share of the demand.

Prices remain firm on all goods and stocks are getting low. That there will be a shortage is quite apparent and some dealers are bound to be disappointed if orders are not booked early.

Sporting Goods.—The cold snap has stimulated the demand for skates, etc., and while the volume is not heavy it is better than last week.

There seems to be a brisk demand for carpenters tools and builders hardware as dealers are stocking up in anticipation of a heavy spring rush. Cleaning devices are in good demand. Whips, saws, shears and pruning tools are in good favor and there is a heavy call for shelf goods of all kinds.

Heavy hardware is moving well. All the wholesalers are well patronized, and there is a brisk tone to the market.

Fencing.—There is a big demand for fencing of all kinds and this year promises to outstrip last year's record.

Silverware. — The anticipated advance in silver flatware is announced to go into effect on Feb. 1.

Household Goods.—There is a brisk demand for these goods and especially cleaning devices.

TORONTO.

Toronto, Jan. 29.—Hardware jobbers report business as being exceedingly brisk for this season of the year. A large number of shipments of goods booked for spring delivery are being made. A large volume of business is expected during the spring and it is considered advisable for dealers to prepare early as a number of factories are booked ahead

for several months and there is danger of a shortage on several lines.

A few of the jobbers are already starting to book for fall delivery. A large amount of booking has also been done on loaded shells and ammunition of all kinds. There have been no price changes noted during the past week, although prices on the majority of lines are very firm. Orders for immediate shipment are exceedingly good for this season of the year.

Revised Discounts Not Issued.

Builders' Hardware.—The expected revised lists and discounts on builders' hardware have not been issued as yet, and considerable speculation exists as to the number of price changes that will go into effect. It is expected that prices will be considerably higher on many lines. A large amount of building is expected during the coming spring and the demand for builders' hardware will be heavy.

Rope.—No change in price is noted during the past week. Pure Manila is still quoted at 17c and British Manila at 13c. Dealers say there will be a further advance in price.

Spring Goods.—A large number of shipments of spring goods are being made, and orders for future delivery are heavy.

Household Goods.—There is a good demand for household goods at the present time. Hardware dealers are buying household goods in larger quantities than ever before and are taking a big interest in this line.

Winter Goods.—The sale for winter goods is practically over as far as the jobber is concerned and attention is now being paid to spring goods. The exceptionally mild weather has had a bad effect on the sale of many lines with the retailers.

Sporting Goods.—A large number of orders are being booked for spring and summer goods. Baseball goods are being ordered in good quantities for future delivery and there is no doubt but what the sale of this line is growing rapidly with the hardware trade.

Cutlery.—For this season of the year the sales of cutlery are heavy and jobbers are doing a good business in this line.

Electrical Goods.—Hardware dealers are doing a nice business in this line. Sales are not as heavy as during December, but are exceedingly heavy considering the large number of appliances that were sold during the Christmas trade.

Tools.—The demand is good for this season of the year. Toronto retailers are featuring tools strongly at the present time and a large number of tool windows are displayed at the present time.

WINNIPEG.

Winnipeg, Jan. 27.—Wholesale hardware merchants report spring orders coming in in satisfactory volume and prospects are considered excellent.

As regards prices, wire nails have advanced 15 cents per keg, and are now quoted at \$2.50 at Fort William, and at \$2.90 at Winnipeg. Stocks of nails are reported as very low and that the reserves at the lake heads are barely sufficient to accommodate demands until the reopening of navigation. There is then no probability of nails being any cheaper and an advance need cause no surprise.

Plans and preparations for much building throughout the city and country are under way and many important railroad contracts have been let. Contractors, however, have not yet begun to purchase outfits.

It is certain that there will be a very considerable industrial development in the West this year and machinery men anticipate a particularly busy season.

BIG YEAR FOR BISSELL'S.

The annual stockholders' and directors' meetings of the Bissell Carpet Sweeper Co. were held at the company's general office at Grand Rapids, January 16th. The following officers were re-elected:—President, Mrs. M. R. Bissell; Vice-Presidents, T. W. Williams, of New York, and M. R. Bissell, Jr.; Treasurer, F. M. Deane; Secretary and General Manager, R. E. Shanahan. The directors consist of the officers and W. E. Gill and I. J. Bissell. They report their business for 1912 as being the largest in the history of the business, and enter the new year with every confidence that business will continue to grow.

CHANGE IN MANAGEMENT.

Moncton, N.B.—A change has taken place in the management of the Record Foundry and Machine Co. A. E. Peters has retired, and W. C. Hunter has been appointed general manager in his place. The plant and staff are being re-organized.

Stoves, Furnaces and Accessories

Offering Premiums with Stove Sales

Is This Method of Making Sales advisable?—One Dealer Takes View That it is Better to Stick to More Approved Methods—Where Premiums Can be Offered With Good Results.

Many schemes of varied nature have been introduced to assist in the sale of stoves. Auction sales, contests and premiums are among the ideas introduced with varying degrees of success. Dealers sell stoves by sealed tender, hold guessing contests and give ranges as prizes, offer turkeys or assortments of kitchen utensils as premiums with every sale, hold demonstrations and in many other ways strive to attract public attention to their stock.

The reason for this extra activity in the stove department is not hard to find. People are not brought to the point of buying a new stove by the ordinary method. A big sum of money is involved and the average person is very prone to buy off the day when the investment has to be made. "While the stove holds out to burn," the average person will hang on to it and put up with small discomforts and petty inconveniences rather than buy a new one. The methods which might induce him to buy, if it were a new hammer or a can of paint in question, do not budge him here. Something unusual is needed to stir him up.

Some dealers supply the "something unusual" by resorting to the methods detailed above. And they succeed. No one doubts the fact, that if properly conducted all of the schemes mentioned bring results that justify their adoption. Nevertheless, the question arises as to the advisability of adopting at least one of the methods—the giving of premiums.

"Is it necessary to give something away in order to sell stoves?" asked a dealer recently. And he then proceeded to answer his own question.

"I don't think so. Of course, I know that it is done successfully in a great many cases. Perhaps the dealers who adopt the plan, could not have achieved the results in any other way, as a result of their not having conducted their stove business along the lines which make it possible to sell without inducements. My contention, however, is that when the stove department has been operated along right lines, it is quite possible to sell most successfully without resorting to special inducements.

"This may sound rather vague, so I will endeavor to make my meaning more

clear. If a merchant has worked up a good reputation for himself and has convinced the people of that section that his goods and his service are good, it is not necessary for him to do anything else but advertise well in newspaper and in window, and to keep close record of prospects in order to work sales up to what might be considered the maximum.

"It may, perhaps, be found necessary to give premiums when nothing has been done previously to interest the public, if it is desired to create a big demand at once. On the principle that I have outlined, business is worked up gradually, but when a merchant works along these lines for a number of years, he reaches the point where the business comes to him and will continue to come to him as long as he maintains the same principles."

While all may not agree with this statement, an interesting merchandising point is brought up. The writer is inclined to agree in the main with the idea that this dealer has advanced.

Merchants doing the best business in stoves have not attained that position in a season or even in a year. They have reached it by strictly adhering for many years to a policy which has embraced the best principles of merchandising and salesmanship. The writer has in mind one dealer who is, at the present time, the undoubted leader in the stove trade in his locality. Fifteen years ago, this merchant started in to handle stoves on a live basis. He put in a good make, carrying a large stock and wide assortment. He started to advertise on what was then deemed to be a very liberal scale. Every week since his advertisement has appeared, talking stoves all the time. Even in middle of summer and dead of winter, he has kept it up. Another point that he observed from the very start was the necessity of keeping in touch with his field by means of a prospect book and by personal canvass.

The sales of this dealer to-day are very large and he finds that the demand is growing all the time. In order to retain his supremacy, it is not necessary for him to adopt any special measures; although in a sense the steps that he

takes are extremely "special" when compared to the methods of the average stove dealer.

Undoubtedly, permanent success can be secured only by the adoption of methods calculated to win public appreciation of the fact that good service is given. At the same time, the giving of premiums is a method which can be adopted at times even in connection with the best established business. There are periods of the year when stove business moves very slowly and when it requires more perhaps, than advertising and clever salesmanship to effect sales. In the middle of the summer and during the winter, beginning a few weeks before Christmas, are periods when stove business reaches the minimum. The offer of a turkey with every range bought around Christmas time and an assortment of kitchen utensils with midsummer sales, is found an effective means of stirring up business during these slack spells. Some of the best stove retailers in the country adopt measures of this nature, in order to keep up the sales average during dull seasons.

Objection to the giving of premiums crops up only in cases where dealers take up and allow all other forms of advertising to lapse. Premiums can be made a valuable feature to a good campaign along the most approved lines; but permanent results are not secured when they are made the whole campaign in themselves.



ABOUT MAYOR BLACK.

Durham, Ont.—Mayor Black, of Durham, who has occupied the mayor's chair for the past two years, has been elected by acclamation for the term of 1913. The citizens of that town fully appreciate his good work and felt that no change was necessary. While Mr. Black conducts a hardware store in Durham he is one of the greatest horsemen in Grey county, and runs a monthly horse fair, that is second to none in Canada. Mr. Black generally owns a handsome pair of carriage horses and such confidence is placed in his judgment that he invariably sells them over the phone without the purchasing parties ever seeing what they are buying. Mayor Black's next horse fair, held in connection with the poultry show, will take place on the 16th of this month.

Weekly Market Reports---Stoves

SEASONABLE TRADE DONE.

There has not been a very active tone to trade, but things are sufficiently brisk to warrant manufacturers in predicting a brisk spring trade. The mild weather has affected retail trade to some extent. All in all, however, the amount of business being done is quite satisfactory for this time of year.

There is still some scarcity in radiators.

MONTREAL.

Montreal, Jan. 28.—The mild weather of the past week has had the tendency to ease off the sales of stoves and the trading is rather quiet. A few heavy ranges are being sold, but the spring lines seem to be the favorites.

Aluminum Ware.—There seems to be a growing demand for this line and several special sales were put on here during the week. These sales are educational and are bringing these goods in better favor with the public.

Ranges, Heaters, and Stoves.—Trade in these lines is lighter than last week and a decrease is looked for till booking for fall begins.

Salamanders.—There is quite a demand for salamanders and it seems to be increasing.

Gas Stoves.—The way the season is opening, promises well for a good year's trading in gas stoves and accessories. The educational publicity given this line in the past two years is having a good effect. As the cities become more congested, space is at a premium and the result is smaller kitchens and smaller stoves and gas stoves are being largely used.

Big Demand for Radiators.

Radiators.—There is a keen demand for radiators and manufacturers are kept busy endeavoring to make their output go round. Orders booked last year are just being filled now. With the increased building operations planned for the spring deliveries will be slower than ever as the foundries are swamped now.

An Advance Pending.

Enamelware.—There is a fair demand for this line while orders booked for spring delivery, are very satisfactory. As raw materials have advanced considerably, and labor is more expensive, there is every likelihood of an advance being announced as soon as manufacturers stocks are exhausted. There is not much chance of an advance until navigation opens.

Tinware.—There is a good demand for all lines of tinware and kitchen utensils.

Electric Irons.—There is a growing demand for these labor-saving devices and now that several good makes are being offered at reasonable prices the demand will be stimulated.

TORONTO.

Toronto, Jan. 29.—There has been very little change in the condition of the stove market during the past week. There has been some activity in ranges and furnaces, and other lines are moving in the usual numbers for this season of the year.

Prospects for a large spring trade are excellent. Several new lines of gas plates are being turned out by manufacturers, and will be put on the market within the next two or three weeks. A good volume of business is being done in enamelware and tinware at the present time. There is still a scarcity of radiators, and it is impossible to fill orders on some lines.

The continued mild weather is having a bad effect on retail stove sales, and a cold snap would be welcomed by the majority of dealers.

Ranges and Heaters.—Activity has been noted in ranges during the past week. This may be accounted for by the fact that we had cooler weather for a few days. Heaters are not very much in demand at present.

Gas Stoves.—A few shipments have been made during the past week, but in all cases they were small lots. Prospects for spring business in this line are exceedingly bright, and travelers are very optimistic regarding the volume of business they expect to do in this line.

Scarcity in Radiators.

Radiators.—The scarcity in this line continues, and on certain lines it is almost impossible to fill orders.

Coal Oil Heaters.—A large number of small coal oil heaters have been disposed of, but a falling-off in orders has been noted during the past week.

Tinware.—Large shipments of sap pails are being made at present, and business in the tinware line has been very good for this season of the year.

Enamelware.—Business in the enamelware line is reported as being exceedingly brisk for this season of the year, and a large number of shipments are being made.

Galvanized Wares.—Good business is being done in these lines, and many shipments of pails, tubs, garbage cans,

etc., are being sent out. No price changes have been noted.

Household Goods.—The demand for household goods continues, and a nice business is being done on many lines of household goods. A large number of hardware dealers make special efforts to sell these lines during the slack months.

Aluminum Ware.—A good business is being done in this line, and it is taking well with the public. In some cases price is the main objection, but with the present high prices of raw material there is no prospect of lower prices being quoted. The Canadian manufacturers of this line state that their output in some lines has been affected by a scarcity of raw material. It may be interesting to know that prices of raw material doubled in one year.

WINNIPEG.

Winnipeg, Jan. 27.—Stove men report a fair between season's trade, but with the requirements for winter heating supplied not much can be expected to be doing until the demand for ranges comes with the change of season.

Orders for spring deliveries of ranges have been coming in in very satisfactory volume.

There is a fair demand for gas ranges here at all seasons, but it is generally at the commencement of summer that the demand becomes acute.

In stove furniture, enamelware remains steady at the price of a year ago. Increased cost of raw material used in its manufacture must, however, ultimately lead to an advance.

Officers Elected.

Kelowna, B.C.—The Kelowna Merchants' Association held its adjourned annual meeting on Tuesday last, when the following were elected as officers for the ensuing season: President, Mr. Geo. Meikle; Vice-President, Mr. K. F. Oxley; Sec.-Treas., Mr. G. A. Washburn; Directors, Messrs. F. S. Coates, D. W. Sutherland, D. Leckie, Geo. S. McKenzie and R. F. Morrison.

WINDOW TRIMMERS' ASSOCIATION.

There is an organization now in Canada which promises to become a very useful body indeed and one in which every hardware clerk should take a big interest—the Canadian Window Trimmers' Association. It was organized with the idea of getting window trimmers together for their mutual benefit.

Methods of Retailing Paints and Varnishes

The Importance of Paint Specialties

Dealers Should Feature Them Strongly—There is a Good Margin of Profit—How One Dealer Cleaned Out a Stock of Stove Pipe Enamel Very Expeditiously.

The sale of paint sundries or specialties in the paint department offers a large field for the hardware dealer who is willing to make a special effort to push these lines. A large number of dealers are content with the sales of what they commonly call prepared paint and neglect big opportunities in the sale of stains, enamels, and special finishes. The demand for paint specialties is growing rapidly and the dealers and public alike are beginning to realize that there are hundreds of articles that can be re-finished and made to look almost like new by the application of paint specialties. The fact that many exclusive paint stores are doing a large business during all seasons of the year is creating a tendency on the part of hardware dealers to try and increase sales in their paint department.

All the leading paint manufacturers make full lines of paint specialties on which the dealer is allowed a good margin of profit. It has been the experience of paint travelers that their chief difficulty is not in getting a dealer to stock the specialties but to get him to push the goods and move them after they have been put into stock.

A merchant should stop to consider that he can very often make almost as much profit on a 35c can in the specialty line as he can on a 65c can of what is commonly called ready-mixed paint. The percentage of profit on sales of sundries is much larger than on the sales of ordinary paint. The majority of specialties are made for use in the home and are gotten up by the manufacturers in attractive packages at very reasonable prices. Good advertising matter and samples are supplied and the dealer is offered any reasonable assistance by the maker. The live merchant will realize that he can make large profits on specialties by pushing them and that it need not interfere with selling his other lines of paint.

Instructing Salesmen.

It is very important in selling paint specialties that the specialty sold is adapted for the work on which it is to be used and, as many of the paint spe-

cialties may be used for a variety of purposes, it is a good plan for the dealer to request the paint traveler to instruct his clerks regarding the nature and use of each specialty. A well informed sales staff will gain the confidence of customers by being able to answer promptly and correctly any questions that may arise regarding the various uses of the goods.

Some of the Lines.

There is a large sale for bath and other enamels, varnish and floor stains, wall and floor varnishes, wagon and buggy paints, aluminum and gold paints, oil stains, hardwood floor and linoleum finishes, etc., on which a good profit is afforded the dealer and in which almost every household is interested if attention is drawn to the goods. An old piece of furniture, linoleum, or any other article if refinished with a good specialty and placed in a store window or in a prominent part of the store will attract a great deal of attention, it is usually considered a good idea to leave a section of the article in the old state and customers can see the difference in appearance when the paint or varnish is added.

How Enamel Was Sold.

As an illustration of what a little enthusiasm will do, we will cite an instance that occurred a short time ago. A traveler sold a dealer in a large town one gross of stove pipe enamel in cans to be sold at 15c each. The goods arrived and were placed on the shelves. It being the fall of the year, the dealer had a certain number of calls for enamel but on looking at his stock a short time later he discovered that he had the larger part of the gross on the shelf. He then came to the conclusion that the traveler had loaded him up with stove pipe enamel and did not appear backward in saying so. A new clerk suggested that he allow him to put in a window of the pipe enamel. After gaining the dealer's consent, the clerk procured about ten lengths of rust-spotted stove pipes and varnished one half of each pipe. He arranged a neat display in the window and used the stove pipes to good advantage in the dis-

play. He also had a couple of lengths of pipe in the store where they could be shown to customers. The dealer was induced to mention in his ad. in the newspaper that he was selling Blank's stove pipe enamel for stove pipes, registers, etc., for 15c per tin. The clerks entered with enthusiasm into the task of reducing the stock of pipe enamel and by personal contact, along with the aid given by the displays, they were able to clear out the whole stock of pipe enamel in a very short time. A tray of brushes was also placed near the stock of enamel and in many cases a 10 or 15c brush was sold at the same time.

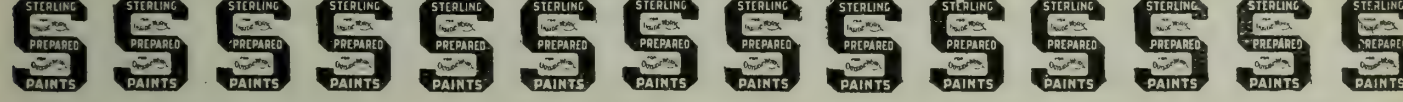
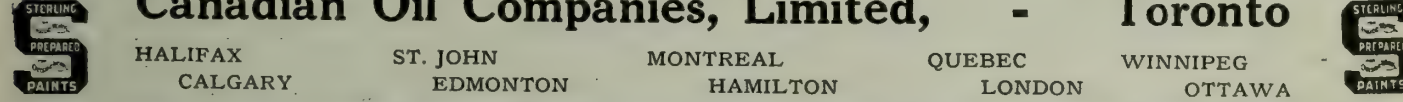
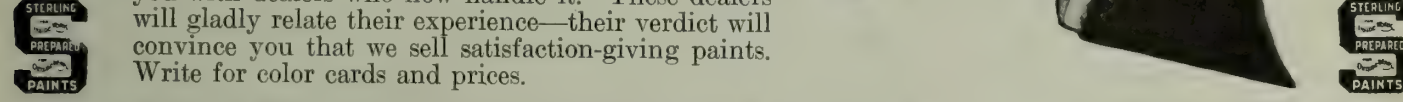
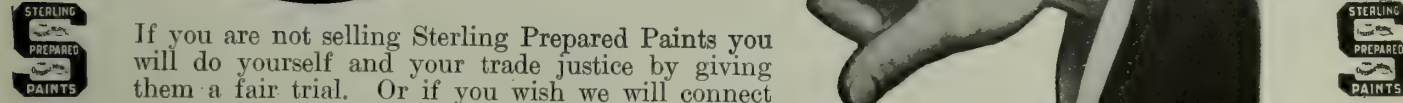
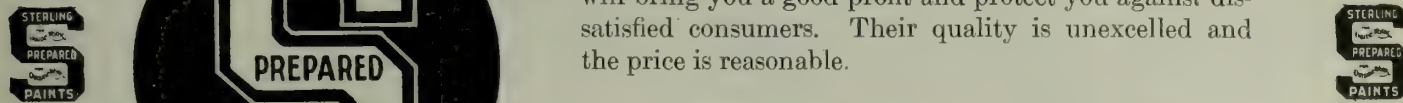
Methods of this kind may be applied to a large number of specialties and, in the majority of cases, the results will be in proportion to the enthusiasm shown by the merchant and his men. If paint specialties are allowed to remain on the shelves until asked for by the public, the dealer will find that his paint sales will be very small compared with what they would be if he made an enthusiastic attempt to demonstrate the lines and show them to the public.

The majority of householders have no idea that they can re-finish or redecorate many articles around the home at small expense, and, if their attention were drawn to the matter, they would be very much interested and in many cases would turn out to be good paint customers. A dealer or his salesmen should not attempt to push a line of paint in which he has not the strictest confidence as to quality and satisfactory results as the right kind of enthusiasm will not be shown.

The specialty lines of paint and varnishes afford too large a field to be treated lightly by the hardware dealer and a good campaign started at the present time will increase paint sales wonderfully during the coming spring.

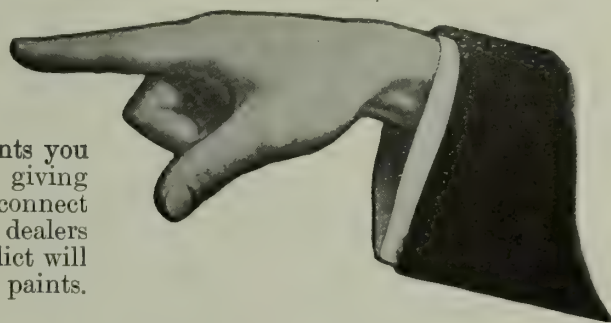


Enderby, B.C.—Peel and Woods are taking over the business and stand of the Enderby Trading Co., and in future Mr. Peel will be in charge of the gents' furnishings, and Mr. Woods the grocery, hardware and dry goods. Both Mr. Peel and Mr. Woods are well known in Enderby, having been associated with the old Enderby Trading Co. since its inception.



Those Paints

will bring you a good profit and protect you against dissatisfied consumers. Their quality is unexcelled and the price is reasonable.



If you are not selling Sterling Prepared Paints you will do yourself and your trade justice by giving them a fair trial. Or if you wish we will connect you with dealers who now handle it. These dealers will gladly relate their experience—their verdict will convince you that we sell satisfaction-giving paints. Write for color cards and prices.

Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

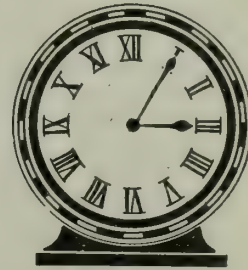
ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA

The Time Element In Paint Sales



The time it takes for you or one of your clerks to close a sale is a very important factor in your profits.

If you must do all the selling after the customer comes into your store, it will take a lot of time for each sale.

If much of the selling work has been done beforehand, you can close the sale quickly and move on to the next.

Lowe Brothers do more of this "beforehand selling" for you than any other paint manufacturers. The plan is too comprehensive to detail here, but our man will gladly explain it in person.

Wait until our man reaches your town, or better still, write for an appointment. Remember the "time element" in securing this exclusive agency.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
LIMITED
TORONTO

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Weekly Market Report --- Paints

A FIRM TONE.

There is a firm tone to the paint and oil market and a few advances of a minor nature have been reported from several sections, notably an advance of \$1.00 at Toronto on rosins. Speculation is ripe as to the possibility of advances in linseed oil, but no definite prediction can be made at this time. Glass is reported to be very firm.

A good volume of business is being done in all lines.

MONTREAL.

Montreal, Jan. 28.—The paint market is brightening up and orders for spring deliveries are coming in quite freely. Dealers are all awakening to the fact that it is time to order their supply of paints and are stocking up. The recent mild weather has had the tendency to stimulate buying.

Linseed Oil.—Prices are fluctuating and oils are variously quoted. The average price remains about the same as last week, but there is a strong tendency to advance prices. Flax seed is higher and with raw material costing more an advance is anticipated. The English market sharply advanced this week and will have the effect of strengthening the local market. There is a good demand and the outlook for business is very promising. If the demand continues and the primary markets remain firm, an advance may be looked for very shortly as the present prices cannot rule much longer, the margin being too narrow.

White Lead.—The demand for white lead continues heavy. The market is very sensitive and is fluctuating in sympathy with the war situation in Europe, and with this question settled, the market will become firm.

The market seems to range around the same prices as quoted for last week, but the tendency is upwards.

Turpentine.—There was a sharp advance of 2c in turpentine to-day, in sympathy with the English oil market and the price is variously quoted, fluctuating from 58c to 61c, but the average seems to be about 60c.

Glass.—There is a good demand for glass, due to the great activity in the building trade throughout the whole Dominion. Prices remain very firm, with an upward tendency.

Prepared Paints.—Prices remain the same for all standard lines and orders

are coming in quite freely. There seems to be small chance for any price changes at present in these lines.

Putty.—There is a fair demand for putty, but not much is moving just now.

Refined Oils.—Canadian Prime is selling now at 15c, which is an advance of 1c over last week's quotation. Motor gasoline is quoted at 27c.

TORONTO.

Toronto, Jan. 29.—The paint situation in Toronto is exactly the same as last week. No price changes have taken place, and the ordinary amount of business for this season of the year is being done. Manufacturers and jobbers are very optimistic regarding prospects in the prepared paint line for the coming season. A large volume of business is expected in this line. Travelers report business as being very satisfactory, and state that a large number of spring orders are being booked. Booking on glass is heavier than last year, prices are firm, and if the demand continues as expected there are indications that higher prices may prevail. The price of resin has advanced \$1.00 per barrel.

Turpentine.—The market is rather quiet, the ruling price being 62c. Quotations are firmer than during the preceding week.

White Lead.—No change is noted in the price of lead. The demand is normal and prices are firm.

Glass.—There is the usual demand for this season of the year. Booking for import is very heavy, and in some quarters it is said that higher prices will prevail later on.

Putty.—Prices are unchanged. There is not a heavy demand at the present time.

Prepared Paints.—Orders for immediate shipment are not heavy. Spring booking is exceptionally heavy, and travelers state that a large amount of booking is being done. No changes in price are expected.

Linseed Oil.—Linseed oil is still quoted at 55c for raw and 58c for boiled oil, with the usual reductions for quantity. There is a great deal of speculation as to whether prices will continue the same as at present or whether there will be an advance. There appears to be an abundance of seed, but it is said that the crushers and jobbers are not making any money on oil at present, and would be justified in advancing the price, which they could do to the extent of four or five cents and still be below the prices of foreign competitors. In several quarters an advance is expected in a short time.

WINNIPEG.

Winnipeg, Jan. 27.—Orders for spring supplies are now beginning to come in in very fair numbers. Such lines as floor paints, varnishes and kalsomines are in good demand.

Linseed oil and turpentine are steady, but from the stronger tone in flax it is hardly likely that present low prices in oil will be of much longer continuance and now is the time for retailers to stock up in these lines.

Prospects for business as soon as outdoor work can commence are excellent. A very large amount of work was left over at the commencement of winter, which will afford plenty of work until the crop of new buildings requires attention.



ADVOCATED PRICES IN WINDOWS.

Peterborough, Ont.—A meeting of the Peterborough Ad Club was addressed by Fritz Kuhn, a business specialist of Ottawa. In offering criticisms he referred to many of the store fronts in the city. He congratulated the Kingan Hardware Co. and the Peterborough Hardware Co. for their excellent window trims, but censured them for not having prices on the goods. The goods, he said, could not be sold without mentioning price, and stated it is always well to have prices on the articles so that people could know whether or not they could afford them and then would feel free to go in and purchase.

A rather startling statement was made by the speaker when he affirmed that the average man in business knows nothing whatever about conducting a successful business. A hod carrier and practically every other man who earns his living in arts and trades had first of all to go through some course of training, but any man can start up in business.



Looking for New Agencies.

C. C. Cartwright, wholesale commission broker, Winnipeg, was a visitor this week at the office of Hardware and Metal. He is in the East looking for new agencies and expects to remain for some little time before returning to Winnipeg. Mr. Cartwright intends to visit the exhibition at Hamilton.



Ethelburt, Man.—John McLean, hardware and general storekeeper, has been succeeded by Geo. Morantz.

Pin to Us and Win

PAIN-T-PROFIT season approaches quickly. Never was there such chance for retail *increases* as this Spring of Nineteen Thirteen. For, in times of prosperity, people like to *look* the part; homes must be smartened.

How large will your increase be?

The answer is:

Your increase will be large according to your possession of two advantages. A paint of superior *ability* will help. The facility of carrying the truths about that ability straight to the *minds* of prospective customers will make that help effective in actual sales.

Reaching the *mind* of a possible customer is a hard thing to do. It is almost as hard as putting 70% Pure White Lead, 30% Pure White Zinc into Paint base. Yet the plan we offer you *will* reach people's minds, providing they are the least bit open on the paint question. It will grip their passing interest. It will prove to them striking paint truths. It will *cash* their conviction across your counter.

Wide difference exists between what you might ordinarily sell and what you *can* sell with Brandram-Henderson "English" Paint and our plan to help. If you sell less than you *can*, you lose. Pin to us and *win*. Mail an investigating postcard immediately.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00

BABBIT METAL.
Canada Metal Company—Imperial, genuine, 5; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminobronze, Mogul, No. 3, No. 4, from 8c to 60c lb.

Tallman Brass & Metal Co.—Aretic Metal—XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2.60 2.70
Heads, per 100 lbs. 2.85 2.95
Tank plates, 3-16 inch 2.70 2.80
Tubes, per 100 ft., 1 1/2 inch 9.85 10.00
" " 2 " 8.65 8.70
" " 2 1/2 " 11.00 11.00
" " 3 " 12.60 12.70
" " 3 1/2 " 15.75 15.85
" " 4 " 20.20 20.30

BRASS.

Spring sheets, up to 20 gauge. 0.27
Rods, base 1/4 to 1 inch, round. 0.23
Tubing, seamless base, per lb. 0.26
Tubing, iron pipe size, 1 inch base 0.26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roadway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 18.25
Cut lengths, round bars, 1/2 to 2 in. 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.60
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
Brazil, in sheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 22.50
Canadian foundry, No. 2. 19.00
Middleboro, No. 3 pig iron 21.00 22.00
Summerlee, No. 2 pig iron 24.00 24.50
Carron, soft 25.00
Cleveland, No. 1. 22.00 25.00
Clarence, No. 3 24.00 24.50
Jarow 25.50
Glengarnock 26.00
Radnor, charcoal iron 33.75 34.50
Aysome, No. 3 25.00
Ferro Nickel pig iron (Soo) 25.00
Steel billets, Bessemer, or open hearth, f.o.b. Pittsburg 27.50
Angles, base 2.50 2.60
Common bar, per 100 lbs. 2.10 2.05
Forged iron, per 100 lbs. 2.25 2.35
Refined iron, per 100 lbs. 2.35 2.40
Horseshoe iron, per 100 lbs. 2.35 2.40
Mild steel 2.20 2.20
Sleigh shoe steel 2.20 2.25
Iron finish machinery steel (domestic) 2.25 2.25
Iron finish steel (foreign) 2.20 2.25
Reeled machinery steel 2.60 3.00
Tire steel 2.30
Sheet cast steel 0.15 0.15
Toe calk-steel 3.10 3.15
Mining cast steel 0.07 0.08
High speed 0.65 0.65
Capital tool steel 0.50
Camell Laird 0.15
Black Diamond tool steel 0.08
Corona tool steel 0.06 0.08
Silver tool steel 0.12 0.12
Cold Rolls Shafting.
9-16 to 11-16 inch 0.06
1/2 to 1 7-16 inch 0.05 1/2
1 7-16 to 3 inch 0.65
Montreal, 5 and 7 onto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2.70 2.70
12 gauge 2.75 2.75
14 gauge 2.60 2.55
17 gauge 2.60 2.55
18 gauge 2.60 2.55
20 gauge 2.60 2.55
22 gauge 2.65 2.75
24 gauge 2.65 2.75
26 gauge 2.75 2.85
28 gauge 2.85 3.00

CANADA PLATES.

Ordinary, 52 sheets 2.90 3.00
All bright, 52 sheets 3.70 4.15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4.45 4.45
60 4.70 4.70
20x28x80 8.90 8.90
20x28x80 9.40 9.40

GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square 6.75
24 gauge, per square 5.50
26 gauge, per square 4.25
28 gauge, per square 4.00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-gue Head de Lis
16-20 3.70 3.35
22-24 3.75 3.40
26 4.20 3.80
28 4.45 4.15
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

IRON PIPE.

Montreal. Toronto
24 gauge, American 3.75 3.70
26 gauge, American 3.95 3.90
28 gauge (26 English) 4.30 4.20
10 1/2 oz., equal to 28 4.50 4.40
English 4.50 4.40
Black. Galv.
1/4 2.04 2.86
1/2 2.72 3.57
3/4 4.31 4.19
1 6.19 8.44
1 1/4 7.48 10.13
1 1/2 9.90 13.50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto

Heavy copper and wire, 0.11 0.11 1/4
Light copper bottoms, 0.09 0.09 1/4
Heavy red brass, 0.10 0.10 1/4
Heavy yellow brass, 0.08 0.08 1/4
Light brass, 0.06 0.06 1/4
Tea lead, 0.02 1/2 0.02 1/2
Heavy lead, 0.02 1/2 0.02 1/2
Scrap zinc, 0.03 0.04
No. 1 wrought iron, 2.00 10.00
Machinery cast scrap, No. 1 16.00 14.50
Stove plate 12.50 13.00
Malleable 9.00 9.00
Miscellaneous steel 5.00 6.00
Old rubbers 0.09 0.08 1/4

LEAD.

Montreal. Toronto
Domestic (Trail), pig, 110 lbs. 4.95 5.00
Imported pig, per 100 lbs. 4.95 5.00
Bar pig, per 100 lbs. 5.50 5.50
Sheets, 2 1/2 lb. sq. ft., roll, 8.00 8.00
Sheets, 3 to 6 lb. ft., roll, 7.50 7.50
Cut sheets 1/2 lb. extra.
Cut sheets to size, 1/2 lb. extra.

LEAD PIPE.

Lead pipe, 7 1/4, 10 per cent. off.
Lead waste pipe, 9c, 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Montreal. Toronto
Bar, half-and-half, guarant'd 30 1/2 0.30
Wiping 0.28 1/4 0.28

SHEET ZINC.

5-cwt. casks 8.25 8.00
Part casks 8.50 8.50

SPELTER.

Foreign, per 100 lb. 7.50 7.00

TIN AND TINPLATES.

Lamb and Flag and Strains—
56 & 28-lb. ingots, 100 lbs. \$55.00 \$54.00
Redipped Charcoal Plates—Tinned

M L S. Famous (equal Bradley)

Per box
I C, 14x20 base 7.00
I X, 14x20 base 8.25
I X X, 14x20 base 9.50
Raven and Murex Grades—
I C, 14x20 base 5.00
I X, 14x20 base 7.00
I X X, 14x20 base 8.00
"Dominion Crown Best"—Double.
Coated, Tissued.
I C, 14x20 base 7.00 7.00
I X, 14x20 base 8.25 8.25
I X X, 14x20 base 9.50 9.50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4.65
I X, 14x20 base 5.65
I X X, 14x20 base 6.65

Bright Cokes.

Bessemer Steel
I C, 14x20 base 4.50
20x28, double box 9.00

Charcoal Plates—Terne.

Dean or J. G. Grade
I C, 20x28, 112 sheets 8.25
I X, Terne Tin 9.75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x66, 50 sheet bxa. 7.50
XX, 14x80, 50 sheet bxa.
XX, 14x65, 50 sheet bxa.
Tinned Sheets.
72x30 up to 24 gauge, case 8.00 8.00
lots
72x30 up to 26 gauge, case 8.50
lots

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.35 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.55; No. 24, \$8; No. 25, \$8.25; No. 26, \$8.50; No. 27, \$9; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/4-lb. hanks, 38c; in 1/2-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 1/2 1/2
Galvanized, plain twist 2 95
Car lots and less.
F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 55

In barrels, 5-gal. tins ... 0 80 0 60

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 97
Litre, ground 0 07
Green copperas (green vitriol) 0 07 1/2
Sugar of Lead 0 08

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12
Chrome yellow, pure 0 18
Golden ochre, pure 0 13
French ochre, pure 0 12
Chrome green, pure 0 10
French permanent green, pure 0 15
Siccatives' black, pure 0 19
Marine black, 25 lb. irons 0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co. 1 80
Cee Pee Co. enamel 4 50
Sterling Enamels 3 20
Anchor Floorlustr 1 80

Glue.

Per lb.

French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15 25
Brantford medal 0 10
" golden medal 0 11
" brown sheet 0 10
" Golden sheet 0 13
" Gelatine 0 22
" white gelatine 0 28
" white glue 0 18
" 100 flake 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13
XL 0 11 1/2
CL 0 12
C 0 11

Paris Green.

Drums, 50 and 100 lbs.

Packets, 1-lb., 100 in case.

Packets, 1/2-lb., 100 in case.

Tins, 1-lb., 100 in case.

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08 1/2
100-lb. kegs 0 08 1/2

Prepared Paints.

Per gallon in qt. tins

Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure 1 75
Globe house paint (Windsor) 1 60
"New Era" house paint (Windsor) 1 85
Benj. Moore Co.'s "Egyptian" Brand 1 50
Moore's pure linseed oil H.C. 1 65
Brandram-Henderson's "English" 2 00
Ramsay's paints, pure 1 70
Ramsay's paints, Thist. 1 40
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 60
Sterling Pure 1 60
Maple Leaf Paint (Imp. V. & C. Co.) 1 60
Jamieson's Crown and Anchor brand 1 60
High Standard 2 00

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 50

Putty.

Bulk, in casks 2 45
" 100-lb. drums 2 70
Bladders, in bbls. 2 90

Red Dry Lead.

Genuine, 500 lb. casks, per cwt 6 25 6 25
Genuine, 100 lb. kegs, per cwt 6 50 6 50
No. 1 casks, per 100 lbs. 5 75 5 75
No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stain.

In 5-gallon buckets 0 75

Turpentine and Oil.

OILS.

Montreal. Toronto

Can. Prime white petroleum, gal. 0 15 0 15
U.S. Water white " 0 15 1/2 0 15 1/2
U.S. Pratt's astral " 0 19 0 17 1/2
Castor oil, per lb., in bbls. 0 08 0 08
Motor gasoline, single bbl. 0 27 0 24 1/2
Benzine, per gal, single bbl. 0 23 1/2
Pure turpentine, single bbls 0 60 0 62
Wood turpentine 0 60
Turpentine, second run 0 60
Linseed Oil " Raw 0 55 0 55
" boiled 0 58 0 58

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

Per gal. cana.

Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gearing 1 50
Elastic Oak 2 00
Furniture, polishing 2 00
Furniture, extra 1 20
" No. 1 0 95
" Union 0 90
Light oil finish 1 35
Gold size Japan 2 00
Turps, brown Japan 1 00
No. 1 brown Japan 1 10
Backing black Japan 1 35
No. 1 black Japan 0 95
Benzine black Japan 0 75

The One Perfect Floor Varnish

It's a pleasure to handle and recommend



FLOOR FINISH

because it makes good every time on everything we claim for it.

"ELASTICA" Floor Finish won't mar, scratch or turn white under the action of water, gives a lasting, brilliant finish, and dries dust-free in a few hours.

Ask the man who handles "ELASTICA." He will bear us out. A Full Imperial Measure in Every Can.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

LONDON

BERLIN

BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.

R-16



Honestly, ARE you selling as many Oil Lamps as you might?

Do you realize how many homes depend upon them solely, and that *every* home should have at least one for emergency?

Is your line of oil lamps one that you are *proud to show* and that *tempts purchase*? Don't overlook a good thing here.

Philabrasgo Lamps

are

Right in Quality

Exhaustive scientific tests show that Philabrasgo Lamps, equipped with "Success" burner, give more light per quantity of oil than any lamp on earth.

Right in Looks

That's only part of it. Philabrasgo lamps make a persuasive appeal to the eye. Beautifully modeled and decorated or plain, practical types—we meet every demand.

And what's just as much to the point, they're

Right in Price

Now see here! Why not make this department yield its full revenue? Your customers will buy the Philabrasgo kind. Drop us a card, and we'll come with photographs.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,



London, Ontario

R. E. Davis, Special Representative.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning	0 85
Elastiline varnish	2 25
Copalite varnish	2 25
Granite floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	1 80
"Flint-Lac" coach	2 40
R.H. Ltd. "Gold Mdgal." cases	2 25
Depend on Lt. H. Oil Finish	1 55
Evelastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
inches.	Star Diamond.
Under 26	\$ 4.25 \$ 6.25
26 to 40	4 65 6 75
41 to 60	5 10 7 50
61 to 80	5 35 8 50
81 to 100	5 75 9 75
101 to 120	6 25 11 00
121 to 140	7 00 12 50
141 to 160	7 25 15 00
161 to 180	7 50 17 50
181 to 200	8 50 20 50

Size United	Double
inches.	Star Diamond.
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 60	4 00 6 25
61 to 80	4 25 6 75
81 to 100	4 50 7 25
101 to 120	4 75 7 75
121 to 140	5 50 8 50
141 to 160	6 25 10 00
161 to 180	7 00 11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25 8 40
Brandram's B.B. Genuine	8 25 8 40
C.P.C. decorators, pure	8 25 8 40
Crown and Anchor, pure	8 25 8 40
Elephant, Genuine	8 55 8 65
Essex, Genuine (Windsor)	8 00
Iceland City Decorators'	8 25 8 40
pure	8 25 8 40
Lily Pure	8 25 8 40
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50 8 65
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25 8 40
Ramsay's Exterior	8 05 8 15
Sterling Pure	8 40
Tiger Pure	8 25 8 40

Western Schedule.
Terms—2 p.c. 30 days or net 3 months
from date of shipment. Packages 25
lbs. and over 500-lb. cases, 15c per 100
lbs. lower. Delivery—F.O.B. Toronto
or Hamilton; London, 5c per 100 lbs.
extra. Contracts as required until 15th
May, 1911

White Zinc (Dry)	0 07%
White Zinc in Oil.	
Pure, in 25-lb. iron	0 10
No. 1	0 07
No. 2	0 05%
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axles and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 6 00
Barrel hatchets	5 55 6 85

Buckworth, per lb.	0 10%
--------------------	-------

Ammunition
"Dominion" Rlm Fire Cartridges and
C.B. caps, 50, 10 & 2 1/4 p.c.; B.B. caps,
50, 10 and 2 1/4 p.c.; Centre Fire Pistol
Cartridges, 25 and 2 1/4 p.c.; Centre Fire
Sporting and Military Cartridges, 10
and 10 p.c.; Primers, 10 and 2 1/4 p.c.;
Brass Shot Shells, 45 and 12 1/2 p.c.;
Shot Cartridges, discount same as ball
cartridges, f.o.b. any jobbing point east
of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10
p.c.; "Sovereign" Bulk Smokeless
Powder, 30 and 10 p.c.; "Regal" Dense
Smokeless Powder, 30 and 10 p.c.;
"Imperial" Shells, both Bulk and Dense
Smokeless Powder, 30 and 10 p.c. Empty
Shells, 30 and 10 p.c. 90 days net.
Ordinary drop shot, A.A. to dust,
\$10.00 per 100 lbs. Net list, cash
discount, 2 per cent. 30 days; net
extra as follows, subject to
cash discount only: Chilled, 40c; buck
and seal, 80c; No. 28 ball, \$1.20 per 100
lbs.; bags less than 25 lbs., 1/4c per lb.;
F.O.B. Montreal, Toronto, Hamilton,
London, St. John and Halifax, freight
equalized Augusta and Bits.
Ford's auger bits 30 and 10
Gilmour's auger 47 1/2

Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5,	
Tobin Never Choke, 60 and 5,	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen	
Standard jointed hangers,	6 50
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.	
Door bells, push and turn, 45 and 10	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	

Carriage Bolts, common, new,	Per cent.
\$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 50.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 35
Plain Fibre, No. 2, p. 400 ft. roll	0 62
Tarred Fibre, No. 1, 400 ft. roll	0 43
Tarred Fibre, No. 2, 400 ft. roll	0 62
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, 100	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 50	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bowen barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
English	17 00 21 00
"American, low	23 00 25 00
" " high.	27 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr. 2 40	6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chisels.	
Proof coil, per 100 lb. 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 3/8 in.,	

\$3.65; 1/4 in., \$3.60; 1/2 in., \$3.45; 1 in.,	
\$3.40.	
Stall fixtures, 35; trace chain 45; jack-	
chain iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 35 and 5,	
Churns.	

No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. To-	
ronto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent. Clamps.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 26

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitts, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
" Draw Knives	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Eschteeon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	Per cent.
Files and Rasps.	Per cent.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66%
Delta Files	60
Nicholson	66%
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Duffurin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	

Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	6 60
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	

50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, Grindstones.	

Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	8 00
" " 1/2-inch, per gross	10 50
" " 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in.,	
\$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	

Hides.	
Trimmed hides, green	0 12 1/2 0 13 1/2
Trimmed, green and partly	
cured	0 13 0 14

Usual 2 lbs. tare.	
Horsehides, with mane and tail,	
up to	3 75
Sheep skins, up to	1 50

Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25

Heavy T and strap, 5-in., 100 lb.	
net	7 00
Heavy T and strap, 4-in., 100 lb.	
net	6 75
Heavy T and strap, 3-in., 100 lb.	
net	6 50
Heavy T and strap, 10-in. and	
larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	5 00
Crate hinges and back flaps, 65 and 5	
p.c.	

Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10,	
\$16.10; No. 20, \$3.50; No. 50, \$17.50;	
No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2280, \$14.95; No.	
2280, \$19.55; No. 2275, \$21.85; No. 1192,	
\$19.55.	
Chicago hold back screen door, iron,	
gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Chicago City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—	
3/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 50 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square	
hooks, 60 p.c.	

Horse Nails.			
M.R.M. cold forged		process list,	10th
January, 1912.		Price per	
Size	Length	25-lb. box.	
Nos. 3	1 1/4-inch		\$4 10
4	1 15-16		3 75
5	2		3 50
6	2 1/2		3 10
7	2 5-16		2 90
8	2 3/4		2 75
9	2 11-16		2 60
10	2 7/8		2 50
11	3 1-16		2 45
12	3 1/4		2 40
Horseshoes.			

EVERY DEALER
SHOULD SELL

Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The Highest Quality Prevails in

HEINISCH RING HANDLE Tinner Snips

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

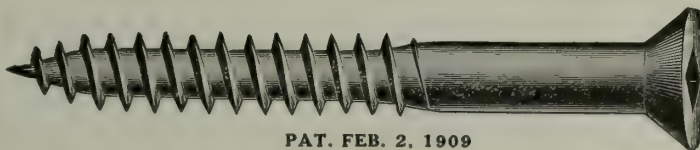
R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



When Wood Workers
Ask for Screws

Be able to supply them with



SEE
THAT
SQUARE
HOLE

PAT. FEB. 2, 1909

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street.
F. J. SCHUCH, Agent

Agents for Alberta
Tees & Perse of Alberta Ltd., Calgary, Alta.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinmiths' 2½x½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	15 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Copper nails, 33 1-3 per cent.	
Pressed spikes, ½ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Single" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pits, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Stanley plane, \$2.80 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 22
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 11½
Lath yarn, double	0 11½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 15 per cent. off.	
Eng. Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4½c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 50, nickel-plated, per set	0 95
Mrs. Potts, handles, japanned, per gross	6 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ½ lb., each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 50
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne - Imperial Standard, 35; Champion, Scales, 50 p.c.	
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...	85 10 7½
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60 60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 50; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Fucks, net, \$1.50.	
Shovels and Spades.	
1st 2nd	
Shovels, per doz.	60 55 and 2½ 45
Draining tools	60 60
Scoops	60 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 72½ and 15.	
Retinned, 72½ and 5.	
Tinners' trimmings, 72½ and 5.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washite	0 25
Hindostan	0 06
" alip	0 18
" Axe	0 16
Deer Creek	0 25
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	0 60
Water-of-Ayr	0 10

Scythe	
per gross	3 50
Tacks, Brads, Etc.	
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, 60; 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', 70; brush, blued and tinned, 70 and 10; Swedes, gimps, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass. skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
" Steel, No. 1840, 60 ft.	1 00
Trowels.	
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 50 and 5 per cent.	
Traps (Rat and Mouse).	
Onelida Jump (Star), 50, 10 and 5 p. c.	Doz.
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdall	92 50
New Century Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 in.	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa, h	
Carriage neckyokes and whiffletrees, ash, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 45 per cent.	

Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.20 Fort William, \$2.18 Winnipeg; American special 2 pt., \$1.58 Fort William, \$1.81 Winnipeg; Plain twist, \$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Boils—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small bolts, 2.75; stove bolts, 77½; sleigh shoe bolts to 3 c, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg; \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gauge, 24c to 20-inch gauge, 29c. Crowbars—4½c per lb.

Corrugated Iron—28 gauge, \$1.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 18 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.60; 28, \$4.85; 30 or 10¼ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent. Grindstones—Per 100 lb., \$1.65.

Horsehoes—"M.R.M." and "Ball" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c. Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¼ inch, \$2.40; ½ inch, 2.65; ¾ inch, \$3.35; 1 inch, \$4.00; 1 inch, \$5.75; 1¼ inch, \$7.80; 1½ inch, \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$53.25.

Galvanized pipe—¼ inch, \$3.40; ½ inch, \$3.50; ¾ inch, \$4.30; 1 inch, \$4.50; 1 inch, \$7.55; 1¼ inch, \$10.25; 1½ inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¼ in., \$8.00; 5-16 in., \$6.50; ¾ in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent. Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$2.95.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 12½c; Pure Manila 17½c; British Manila, 13½c; lath yarn, 11½c. Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new lat. Shovels and Spades—Jones polished, \$3.00 per doz. Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90. No. 6, \$3.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$32 per cwt. Screws—Bright iron round head, 8 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire, 60 per cwt. \$2.50 a lb. Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 65c. Dry Colors—White lead in ton lots decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 2 cents per cwt.; red lead, kegs, \$6.50 yellow ochre, in barrel lots, 2½c; less than barrel, 3c; golden ochre, barrel lots, 31c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, \$3.4c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., \$8.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb cask, \$3.40.

Paris Green—21½ cents per lb. 11-lb.

Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.



NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Luminette

(Copyright)

The householder's "one best bet," a perfect general purpose varnish which produces splendid results in every house.

Exalite

(Copyright)

The Painter's delight. A higher grade than Luminette, and a varnish which rubs well or dries with a superior gloss.

Western Varnishes

**That Are Extremely Popular With
WESTERN People**

We are the only varnish manufacturers between Toronto and Victoria. Our agency proposition means big money for the hardwareman. Be sure to write us about it to-day.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Full particulars on application. Address Box 739, Hardware & Metal, Toronto. (7)

FOR SALE—Old-established Fair and Hardware, London, known as Parsons' Fair, consisting of two stores. Can be bought for a per cent. on the dollar. Apply Parsons' Fair, London, Ont. (5)

TINSMITH, PLUMBING AND HEATING business, with shop tools and small stock of tinware, graniteware, brass and plumbing goods. Stock new. First-class opportunity for good tradesman. Splendid location, Burgessville, Ont.; everything ready to start. Building two storey, 24x36, rent reasonable. If satisfactory offer received private sale can be arranged. Must be sold quick to close estate. Apply H. B. Sprout, Assignee, or F. L. Pearson, his solicitor, Woodstock, Ont. (5)

BUSINESS WANTED

WANTED—A GOOD, GOING HARDWARE business in good town. Stock 6 or 7 thousand or thereabouts. Cash buyer. Address Box 735, Hardware & Metal, Toronto. (5)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

SITUATIONS WANTED

ADVERTISER IS OPEN TO ACCEPT POSITION with (or in) hardware store; 7 years in present situation, desires change, as leading hand. Can take charge, shelf and heavy goods preferred. Good salesman and window trimmer. Abstainer and married man. Box 732, Hardware & Metal, Toronto. (33)

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN. 13 years' experience in shelf and heavy hardware, guns, rifles and ammunition, being at present head clerk, wishes to make a change and go West. Able to manage store. Can speak both languages. Best of references. Box 733, Hardware & Metal, Toronto. (7)

EXPERIENCED HARDWARE CLERK desires to change position. Best of references. Ontario town preferred. Box 737, Hardware & Metal, Toronto. (5)

HARDWARE SALESMAN, YOUNG MAN, fourteen years' experience, wholesale and retail, also road work, strong points salesmanship and a worker, at present engaged, would better position with responsible situation in store or good opportunity on road. Box 744, Hardware & Metal, Toronto. (6)

HARDWARE SALESMAN WITH THREE years' experience in mining and farming hardware, desires a position in a thriving Western town. Box 741, Hardware and Metal, Toronto. (6)

SITUATIONS VACANT

WANTED—AT ONCE—FIRST-CLASS HARDWARE clerk. Must be good stock-keeper and window dresser. Apply, stating experience and salary required, to The Geo. Taylor Hardware Co., Ltd., Cochrane, Ontario. (5)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

SALESMAN—CALLING ON THE HARDWARE, furniture or specialty retail trade, to represent us on commission basis. Give full information, age, territory covered and trade sold. Werlich Bros. & Co., Preston, Ont. (7)

WANTED—SALESMAN TO REPRESENT going concern in New Ontario, selling to retail trade, mines, mills and contractors. This is a good opportunity for a good salesman, only no "order taken" need apply. Apply, stating experience, age, salary, to Box 726, Hardware and Metal, Toronto. (5)

WANTED—AN EXPERIENCED TRAVELER with a successful record as a stove and range salesman to represent, in Manitoba and Saskatchewan, a live manufacturer located in the United States. Line well introduced. Warehouse stock carried at Winnipeg. Liberal salary will be paid to the right man. Applications held strictly confidential. Address Box 731, Hardware & Metal, Toronto. (3tf)

SET OF TINSMITH TOOLS, COST \$235, for \$125. McBrien's Hardware Store, Bloor Street West, Toronto. (4)

WANTED AT ONCE TINSMITH—MUST BE experienced and temperate. Apply Box 745, Hardware & Metal, Toronto. (5tf)

WANTED—HARDWARE TRAVELLER with thorough road experience and connection with wholesale hardware trade, giving age, experience and salary required when applying. P.O. Box 682, Montreal. (5)

EXPERIENCED CLERKS FOR WHOLESALE hardware. State experience. Box 742, Hardware & Metal, Toronto. (5)

FOR INVOICE DEPARTMENT IN WHOLESALE hardware, an experienced man who understands pricing and invoicing thoroughly. State experience. Box 743, Hardware & Metal, Toronto. (5)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

SALES MANAGER WANTED.

SALES MANAGER WANTED—WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

SALESMEN AND SOLICITORS

SALESMAN—VARNISH—WIDELY-KNOWN varnish manufacturer has desirable opening, will only consider experienced men whose records will bear the strictest investigation. In your application state salary expected, territory you are now covering, and extent of your experience. Do not take up our time and your own unless you can fully meet these requirements. All replies considered strictly confidential. Box 740, Hardware and Metal, Toronto. (5)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corblien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

TINSMITH'S TOOLS WANTED

WANTED—SECOND HAND SET TINSMITH machines at once. State what kind and prices. Box 738, Hardware and Metal, Toronto.

WHOLESALE INVOICES WANTED

TO THE WHOLESALE HARDWARE COMPANIES and manufacturers—Would you please send duplicate invoices of all goods sent us during December, 1912, and January, 1913. Fraser Hardware Co., Box 189, Galt, Ont. (5)

Jamieson's

PURE PREPARED PAINTS

are all that the name implies.
What's more they are good
profit makers, as we can
abundantly prove to you.

R. C. Jamieson & Co.

Established 1858

LIMITED

MONTREAL

Owning and operating P. D. DODDS & CO., Limited

Be ready for the
Spring Paint
Trade with the
best weapons:
Jamieson's pure
prepared Paints

12 ⑦

MYERS PUMPS

We manufacture all kinds of
PUMPS, HAY UNLOADING
TOOLS and BARNDOR
HANGERS that are service-
able, durable and reliable.
You never fail to get
QUALITY when buying
"THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**

NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who
do not handle it soon realize they are neglecting their own
interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much
longer, give a better finish, cover more surface and with-
stand the weather better than many higher-priced brands.
New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

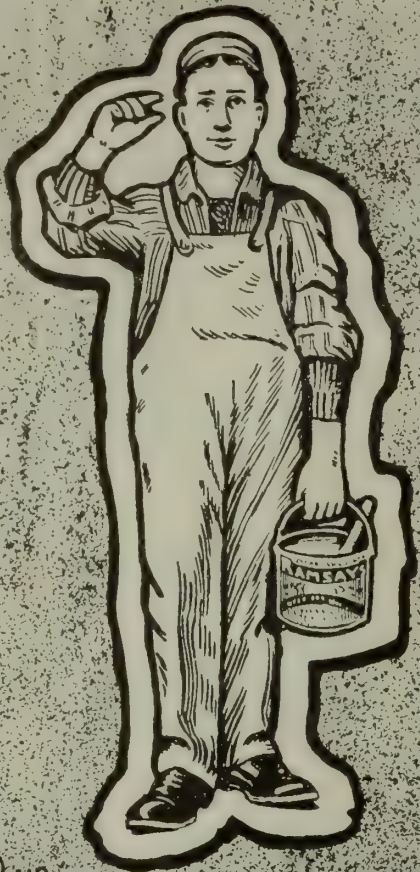
Standard Paint & Varnish Co.

WINDSOR, ONT.

LIMITED

TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a WANT AD. in this paper



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal



Our Maple Leaf Decorative Aid Department

is maintained especially for co-operative development of trade with the dealer.

Besides supplying decorative suggestions to the customer this department will give any information desired by dealers in regard to paints and varnishes. Explains technical details that will make it easier for the dealer to sell his paints and varnishes.

Full lines of decorative materials, such as stencil designs, always on hand.

STRAIGHT PAINT TALK

**It is Easier to Accept than Investigate
any Paint Proposition**

Leaders in all lines of endeavor seldom accept. 75% of their time is spent in investigation. That is why they are leaders.

Don't accept the MAPLE LEAF PAINT and VARNISH PROPOSITION on our say-so. We are willing to stack any amount of our time against yours in telling you about it. After that we extend you a hearty invitation to go off by yourself and investigate it alone and independently.

Maple Leaf Paints and Varnishes are made of the stuff that will stand investigation. The more you investigate the happier you will be—and so will we, because you will find in them just those qualities that will help to make your paint department a leader.

Open, free, frank investigation will dig up merits in the M.L. lines that will make your acceptance inevitable on your own say-so—not ours.

**Samples, Color Cards, Selling Helps, Prices,
Terms, anything you desire to help investigation sent gladly for the asking.**

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

It Is Time To Send In Your Spring Paint Order

IN anticipation of the best year's business in the history of the Canada Paint Company, we have planned accordingly. We hope to serve our customers more efficiently in 1913 than ever, and help them develop the success of their paint and varnish business.

This year promises to be a good one for the ambitious Paint Dealer, especially if he handles a full line under one label. This is where one advantage of selling Canada Paint Company's products comes in. We manufacture a complete line of paints, colors, varnishes, etc., which are of satisfactory and established quality.

Send for our 1913 Price List, it is interesting and will help you to decide the best way to increase your profits for 1913 and build up a successful trade. We will be glad to tell you our Selling Proposition.

THE CANADA PAINT CO LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



"FOOTS" and "FATS" ABSORB YOUR PROFIT

If you want convincing proof of how this first cousin to a "mother" in vinegar eats your profits, saw in two your next empty barrel of paint oil.

Note the thick or thin coating, according to the time taken to empty the barrel, hanging to the sides from the top down to the dregs at the bottom. This coating is the "foot" and the dregs are the "fat" accumulations. All of this is useless.

It Is Your Real Money Lost

Paint oils are too expensive to waste any part of them. That coating represents the "cream" of your profit—it may consist of two, three or more gallons—it is the residue of the oil after the penetrating qualities have evaporated or been absorbed by the wooden staves, etc.

And the dregs at the bottom should never have been left, but drained off. This is practically impossible when using the original package for storage purposes. In fact, you should

Sell All the Oil You Buy

This is made possible and practical by installing a Bowser Safe Oil Storage System. There is no evaporation, absorption or loss of any kind with them. Why? Because the tanks are made of the best galvanized steel. The fill, gauge and return pipes are always hermetically sealed in oil. The venting system allows only enough air to enter to exactly replace the oil drained out—not a breath plays across the oil or expands and contracts with the fluctuation in temperature. The oils are drawn out by a self-measuring pump regulated according to Government standards and discharged directly into the customer's container, without the use of gummed-up dust-covered measuring cans, funnels, etc., and the pump records all the oil sold.

As Good As An Insurance Policy

These outfits are made to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on Safety. And you pay us but one premium. The outfit soon begins to pay you a steadily increasing yearly premium, besides reducing your present premiums on other goods.

Packed and Crated Ready for Instant Use

These outfits are designed to handle your paint and lubricating oils on a scientific labor, time and money-saving basis. There are single units that may be assembled in battery formation or used separately, that will fit your purse and needs.

But why go on? There are so many interesting facts regarding the conservation of oils that space will not permit touching on more than one or two. Send for our illustrated book—it will pay you for the trouble. Mailed free upon request.



S. F. Bowser & Co.

INCORPORATED
70-71 Frazer Avenue

Toronto, Ontario, Canada

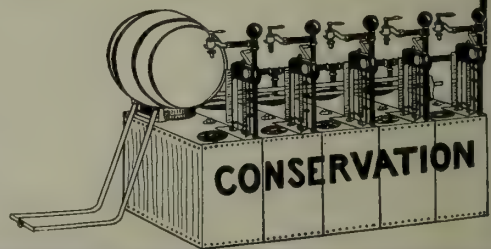
Made by Canadian Workmen and Sold
by Canadian Salesmen.

— BRANCHES —

32 Victoria St., S.W.	5 Rue Denis Poisson
LONDON	PARIS
Johannesburg	Buenos Ayres
Porto Rico	Havana
	Mexico City

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885.



Floor

One Paint Dealer Said:

"My floor paint sales are the foundation of my big paint business. Maybe it's because I like to sell floor paint — anyway, I've built up a wonderful trade on the good qualities of

SENOUR'S FLOOR PAINT

"I sell to Mrs. Smith; she is so delighted with results that she tells Mrs. Brown and Mrs. Green — and then I know Mrs. Brown and Mrs. Green are customers of mine and Mr. Brown and Mr. Green follow when they need paint, and so it goes—an endless chain of customers. No wonder I like to sell floor paint, and especially **Senour's Floor Paint** — it makes the rest of the work easy for the clerks and myself—because the customers come in convinced. If you want a lot of that kind of customers write today for the Martin-Senour Agency."

The Martin-Senour Co.
Limited
PIONEERS OF PURE PAINT
CHICAGO - MONTREAL LINCOLN - WINNIPEG

Paint



**You Can Make a Good Profit on Nearly Every Building
That Will be Erected in Your Vicinity
By Handling**

ROGERS'

Portland Cement and Crushed Stone

Being in touch with builders, you have an excellent opportunity to sell them cement and crushed stone. When handling these products you do not have to tie any money in stock. When you receive an order write us and we will ship immediately. You will never be disappointed—your order will be delivered when wanted.

Get in touch with us now—ask for particulars and prices.

Rogers' Portland and Crushed Stone are specified by all leading architects and are used in nearly all municipal work in Toronto.

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

Dealers!

**HERE'S YOUR CHANCE
TO MAKE A SPLASH**

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

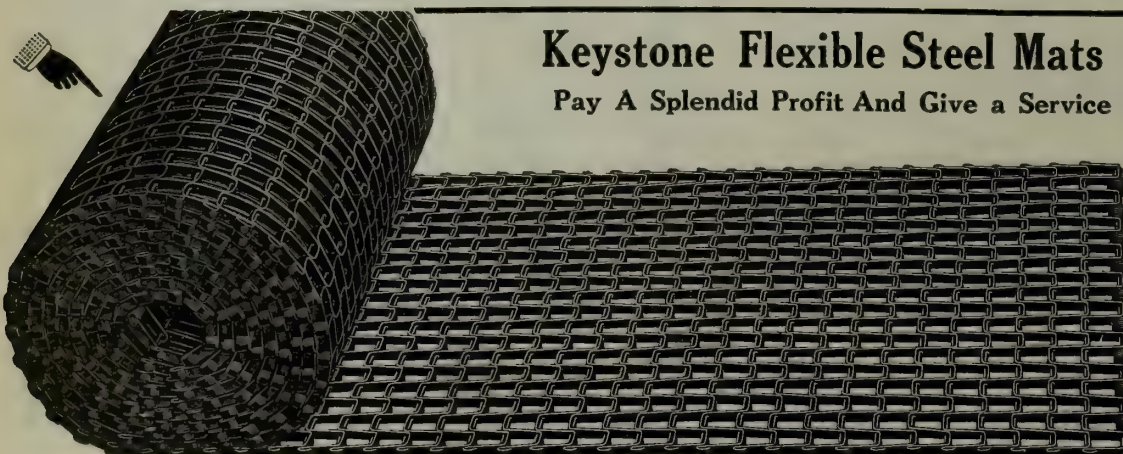
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



Keystone Flexible Steel Mats and Matting

Pay A Splendid Profit And Give a Service That Is Uncommon

These are ideal mats where there are wet floors. They are non-rustable, sanitary, reversible and self-cleaning. Made of one continuous crimp. No short pieces. Ask your jobber.

Write for particulars.

**Kuhne-Anderton
Mfg. Co.**

PORT HOPE, ONT.

J.M.T. VALVES

Give Splendid Service



Mean
Good
Profits

And
More
Trade

They NEVER Disappoint
Your Customers

J. M. T. Valves are backed by 25 years' experience. Engineers who know their quality insist on having them.

Every valve is carefully tested and fully guaranteed before being placed on the market.

J. M. T. Valves are made in Globe (as illustrated), angle and check patterns, and in three weights — Standard, Medium J. M. T. and Extra Heavy J. M. T.

Write for particulars.

The James Morrison Brass Mfg.
Company, Ltd.

Manufacturers and Dealers in Plumbers'
and Engineers' Supplies

93-97 Adelaide Street West. - TORONTO



Business
is exception-
ally good with
us—and so it
can be with
you.

OUR new selling-plan means bigger profits and more business for every varnish dealer who takes hold. It can lift your varnish department out of a rut. It has done it for many a dealer who had never before realized the true possibilities of right varnish-buying and right varnish-selling.

Let us tell you about this new plan of ours.

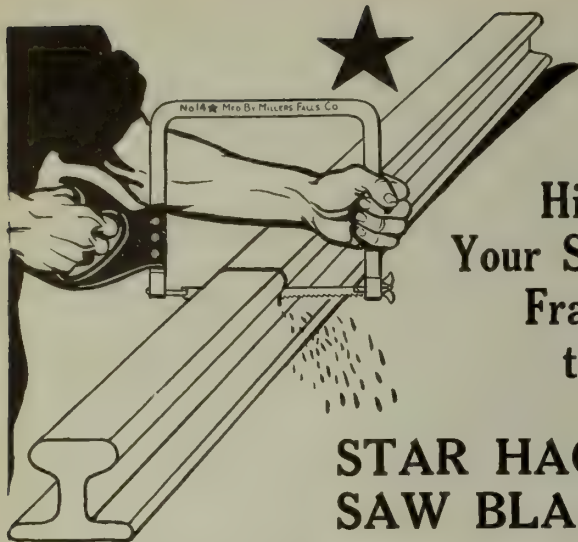
It will cost you nothing to find out about it—but if you take hold with us it will put added profits in your cash drawer.

Eventually there will be one good Berry Brothers' dealer in every business centre, who will enjoy the advantages we have to offer.

Why shouldn't you be one of them?

Get
YOUR
Share
of
Berry
Brothers'
Prosperity

Berry Brothers
The World's Largest Varnish
Makers
WALKERVILLE, ONT.



Hitch
Your Saw
Frame
to a

STAR HACK SAW BLADE

and enjoy immunity from hack saw troubles.

Immunity for the user because Star Blades always make good.
Immunity for the dealer because they give the utmost satisfaction to customers.

The Dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

Star Blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For this gauge we use Star Blades with 24 teeth to the inch.

Write us for our interesting proposition.

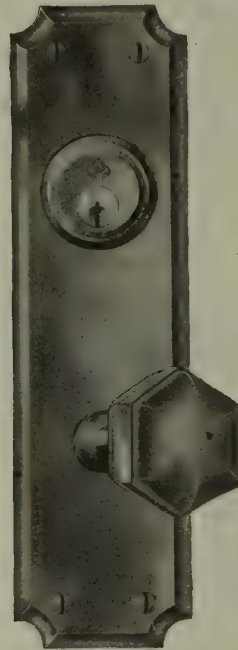
Millers Falls Company

28 WARREN STREET - - NEW YORK CITY

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913



No. 18 and 19 Design

Made in Wrought Brass
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.

LIMITED

PETERBOROUGH, ONT.



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.

Collingwood, Ont.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right
it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every
use—hand or motor—
force or lift—every
type a dealer can sell.



All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

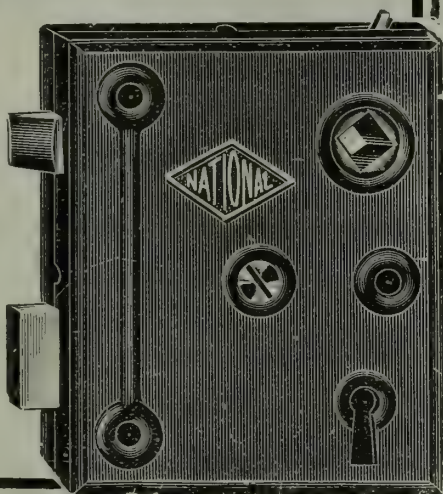
They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT.
CANADA



FACTORIES OF Mathias Klein & Sons

Engaged entirely in the manufacture of tools used by the electrical men of the world. Become interested in this line of tools. Electricians, linemen, construction men, all need tools peculiar to their work. The long KLEIN activity in this field has developed KLEIN tools in variety and quality and is depended upon almost exclusively by these artisans.

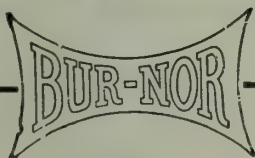


Write for catalogue, prices, etc.

Address

Mathias Klein & Sons

Canal Station 77, Chicago, Ill.



More Sales, Bigger Profits will

be yours when you sell
BUR-NOR all steel Hatchets



Handles are strongly reinforced (50% stronger than wooden handles) Blades carefully tempered in oil. All parts firmly riveted under tremendous pressure.

Get our catalogue and prices to-day

Burgess-Norton Mfg. Co.

GENEVA,

:-

:-

ILL., U.S.A.

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS

:-

ONT.

You Can Reap A Good Profit

IN THE NEAR-BY SUGAR-MAKING
SEASON BY SELLING OUR PERFECT

Maple Evaporators

Their Low Price Makes Them Easily Sold



This evaporator is made first-class by expert workmen. It will please you. It has this great advantage over other Evaporators—it makes

the same kind of syrup with the delightful maple taste that you used to make with the old iron kettle and the pan. No evaporator can make better syrup than it does, and then consider the price. It is something that has been wanted for a long time. Put a sample on the floor and see how it sells.

*Write for our evaporator catalogue ;
it tells all about it.*

The Steel Trough & Machine Co.
Limited

TWEED

::

::

ONTARIO

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

**The Chatham Malleable and Steel
Manufacturing Co.**

CHATHAM

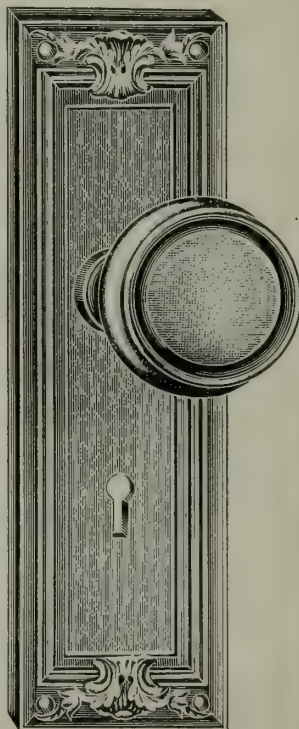
ONTARIO

EVERY wide-awake
merchant is striving
to please his
customers, and in order
to do this he must buy
the BEST he can get for
the money invested.

In the Builders' Hardware
line,

**"Belleville"
Goods**

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years
the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all
parts of the world.
They are famed for
their excellence and
hard wearing qualities.

You will find Orr's
Glass and Emery Cloths
and Papers a good line
to stock.

Samples and prices
from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN
DOLLARS & CENTS.



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line
of Toy Wagons on the market. In four sizes
at popular prices. Handy around the store,
farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

IT WILL PAY YOU to watch our Condensed
Ad columns. There
are many money-making
positions there. You may find just what you want.

LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is
uniform throughout, assuring the buyer intrinsic
value for his money.

Our methods of production enable us to produce
this high-grade Iron at the lowest prices. It will
pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, To-
ronto. Manitoba, Bissett & Loucks,
Ltd., Winnipeg.

BAR IRON



Leonora Pattern, one-half actual size
McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

“Kenrick” Cast Iron Holloware “Anglo” Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.



A NEW VALVE

JENKINS BROS.’

GUN METAL AND IRON BODY

GATE VALVES

“TYPE K”

Special Features :

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

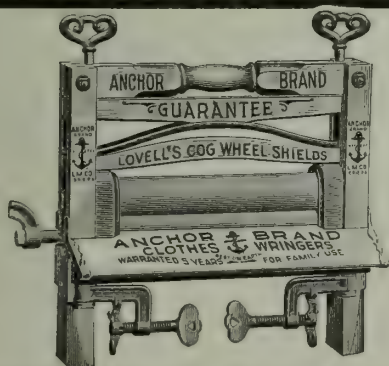
The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.



"There's a Reason" why the Retail Merchant Prefers to Buy

ANCHOR BRAND Clothes Wringers

GET IT

From Lovell, Erie, Pa.

There's A Big Field For HELLER - ALLER Double Acting, Three Way FORCE PUMP

In Many Farm or Suburban Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

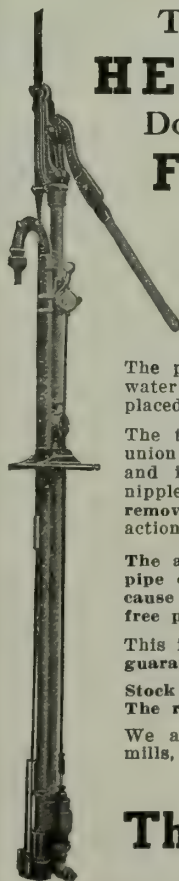
The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of windmills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

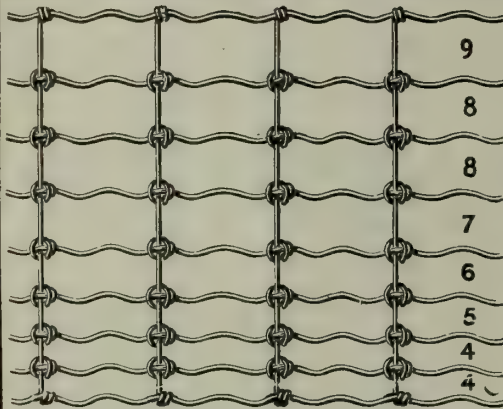
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

A Soldering Fluid You Can Recommend

Tinsmiths will readily take to **RUBY FLUID
SOLDERING AND TINNING FLUX**, and to **RED LETTER
SOLDERING FLUID** (for tin only).

They will soon find it makes their work easier,
more healthful, more economical.

Our soldering fluids will not
damage machine, tool or man.

They can be spread thinly, thus
making better and cheaper work.

Send for Free Samples, and test
for yourselves.

We want Manu-
facturers' Agents
to help us intro-
duce this line.



The Canadian Ruby Chemical Company, Limited

603 Builders' Exchange, Winnipeg, Manitoba

—Announcement of—

A NEW LINE Of Bath Room Fixtures — IN CANADA

- ¶ We have spent months getting our new line ready—and can now offer you something very attractive—and distinctive.
- ¶ Then, too, we have made up a complete stock, so that we can fill all orders promptly.
- ¶ We have prepared a fine 40-page catalogue which illustrates a large assortment of shower baths—mirrors—glass and opal shelves—towel bars—soap and sponge baskets—tumbler and toothbrush holder hooks—match holders, etc., etc.
- ¶ Write to-day for a copy to the makers.



Kinzinger, Bruce & Co., Ltd.
NIAGARA FALLS, CANADA



By One Motion

By one motion of either right or left hand any piece of work can be instantly grasped in

PARKER'S Swivel Victor VISES

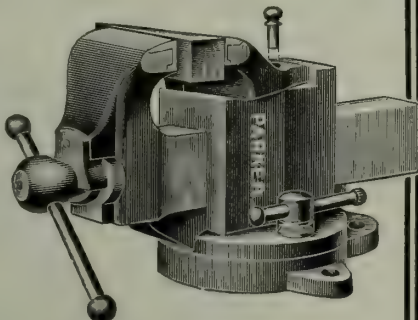
These Vises are time and labor savers. Every shop will benefit by their use.

The leading feature of all our Vises is the solid steel strengthening bar, also solid under portion of front jaw.

We make a specialty of the manufacture of Vises, and the quality shows it.

All parts are interchangeable.

Drop a card for catalogue.



The Charles Parker Co.
MERIDEN, CONN., U.S.A.

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED
Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

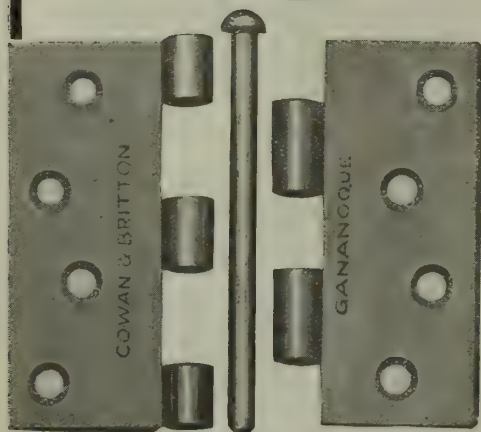
Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

High Grade Builders' Hardware

including

Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.





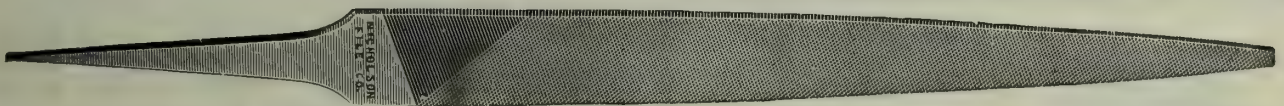
**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE, - N. J.



Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. of Canada:

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McGLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - - Port Hope, Ont.



LITHARGE

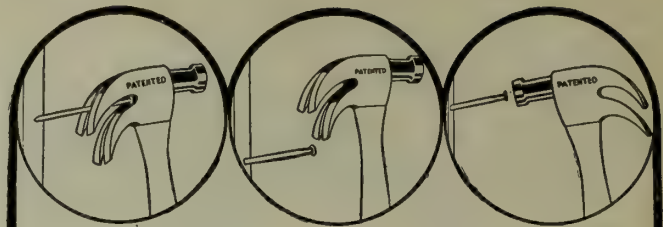
GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

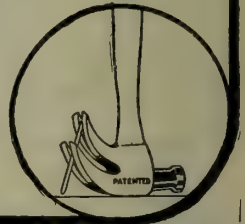
BROOKLYN, N.Y.

Start

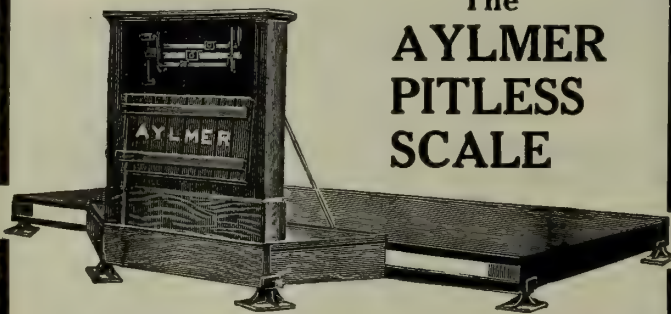
Out



Pulls the nail out straight without a block



The AYLMEP PITLESS SCALE



Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

DUNHAM WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.

ROBERT E. BROWN, Western Sales Agent

102 and 103 Donahue Block, Regina, Saskatchewan

Dealers in Eastern Canada should address

The Dunham Company, Berea, Ohio, U.S.A.

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

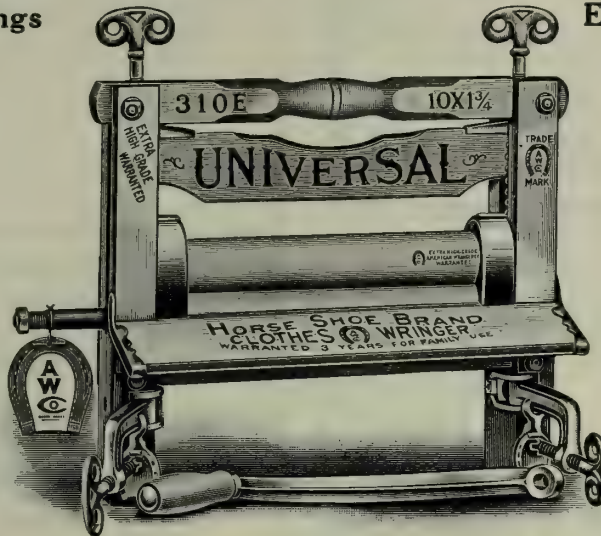
Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

Packed 3 and 6 in
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Same style made in
Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY
NEW YORK, U.S.A.

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

What One Dealer

HAS TO SAY
ABOUT OUR

Wire
Cloth
Display
Rack



Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:-

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,

DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

R. M. Bowser & Son
RENFREW, PA.

Dep. A

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest



Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. **BETTER WRITE NOW.**

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

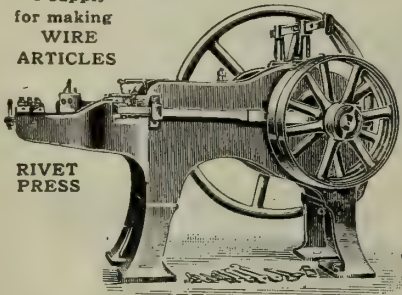
Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES



RIVET PRESS

MACHINERY
DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

FOR
Making

Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, and Any other Article made from WIRE.

SEND FOR LISTS
ED. BRAND

Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Filiceers, Manchester."
Code used: A.B.C., 5th ed

METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.





HOW TO SELL AMATITE

HERE is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary "rubber" roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and *needs no painting*. You just lay Amatite on your roof and leave it alone. It takes care of itself. "Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay; the nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future. "Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

These are the kind of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet sent on request to nearest office.

THE PATERSON MFG. CO., Limited

Montreal,

Toronto,

Winnipeg,

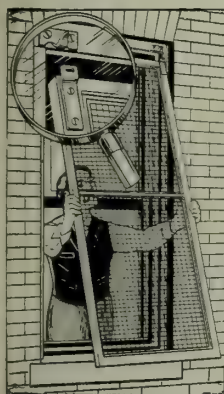
Vancouver,

St. John, N.B.

Halifax, N.S.

Amatite

ROOFING



PHENIX HANGERS and FASTENERS

Provide the easiest, surest and best manner of hanging storm sash. It's as simple as picture hanging. For ventilation or clean windows, swing them out.

You can profit in small amounts many times multiplied — constantly multiplied by stocking Phenix Hangers and Fasteners and pushing them. Hangers retail at 10c, Hangers and Fasteners at 15c and 25c.

A request for our catalogue, prices and discounts is the first step. Write for them to-day.

PHENIX MANUFACTURING CO.
030 Center Street, Milwaukee, Wis.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

CASH or PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers
Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved **PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.**



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

Scythes & Company, Limited

DEALERS IN

Cordage, Twines, Cotton Duck,
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

THE HOPKINS MFG. CO., Limited

Jute and Cotton Bags, Tents, Tarpaulins and Flags
and

THE DOMINION WASTE MFG. CO., Limited

Cotton and Wool Waste

An inquiry will bring our salesman

SCYTHES & COMPANY, LIMITED

18-22 Church St., Toronto and 33 Common St., Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

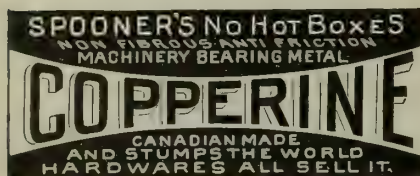
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON, - SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

TOOLS.

Send For Our New Catalog

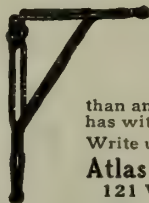


Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

Atlas Manufacturing Company
121 Water St., New Haven, Conn.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid
Perth - Ontario

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

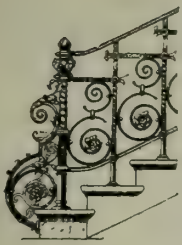
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper
will bring replies from
all parts of Canada.



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

**New Designs
Low Prices**

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

1/2 Toronto Street, Toronto 52 Canada Life Bldg., Montreal



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. McFARLANE & CO. Montreal
Canadian Agents



Pat. Nov.
10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

**The Bulldog MOP WRINGER
AND
BUCKET COMBINED**

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our **DOUBLE LEVERS**.

Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by Sold by Jobbers

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

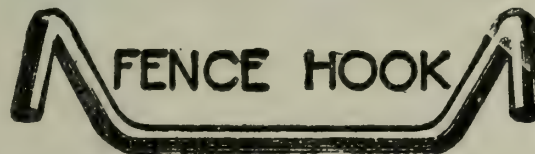
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited **PEASE FOUNDRY COMPANY** **PEASE PACIFIC FOUNDRY, Limited**
WINNIPEG LIMITED VANCOUVER
TORONTO



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that
SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



ROBERT SORBY'S

Good Tools for Good Workmen

Look for the Kangaroo



TRADE MARK. **Geo. H. Saywell, Winnipeg**



The Best Offer In The Saw Business

You can now buy Saws, made in Canada, that will delight your best mechanics. Of finer material and more scientifically made than any other in the world.

This picture shows a man who has used this "self-same" Saw for thirteen years. It has always stood up to its work because it was made as good Saws should be made.

ATKINS STERLING SAWS

You can more profitably push this kind of tools, because they bring and hold the best trade and pay the largest legitimate profit. A money-back guarantee behind them and a world of selling help—free—no strings tied to it—at your command.

Write us for details.

E. C. ATKINS & CO.

Makers of Sterling Saws

FACTORY, HAMILTON, ONT.

BRANCH, VANCOUVER, B.C.

**ARE
YOU
ALIVE**

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

**BEAR BRAND
LAMP BLACKS**



**Have The Quality
That Customers Demand**

We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY
WILCKES MARTIN WILCKES CO.
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



THIS IS THE LOCK!
**USED IN GREAT WEST
WOVEN FENCING**

**Every rod
guaranteed to
be of highest quality.**

Agents:—RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary, Alta.

**“Great West”
WOVEN FENCING**

Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a “Tie or Lock” that holds the wires absolutely secure at each intersection.

Western dealers can get best results by handling “Great West” Woven fencing, as on account of the factory being located in the West, you can get repeat orders filled at shortest notice.

MANUFACTURED BY
THE GREAT WEST WIRE FENCE
CO., LIMITED
WINNIPEG

Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only BOKER'S “TREE” BRAND

Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the “Tree” stamped on each piece.



They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possible to produce.

For Sale By All Leading Wholesale Hardware Houses

The Star Brand



TRADE MARK

Woven Hammocks

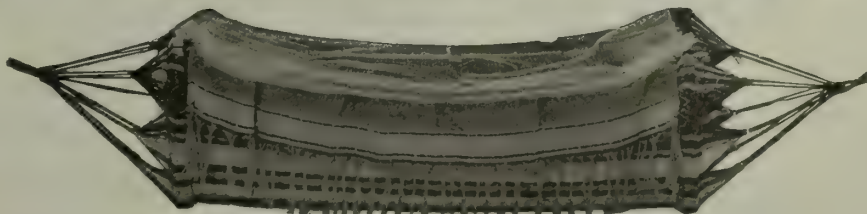
MANUFACTURED BY

**THE DOMINION HAMMOCK
MANUFACTURING CO., Ltd.**

DUNNVILLE, - ONT.

Write your jobber for quotations.

**THE LEADING
CANADIAN HAMMOCKS**



BABY CRADLE E.V.

"THE NAME'S THE GUARANTEE"

When You Order "SPEAR & JACKSON'S
Saws, Files and Edged Tools

HAND
FILE



Our goods are "British Made" from the best material and by special methods.

Stock them now and you have a sound foundation for increased business during the year.

Our tools are creating a big demand in Canada. Our increasing sales prove it. Write for our CANADIAN CATALOG to-day.



No. 5a. Containing 22 Tools

Send Your Jobber a Trial Order

Spear & Jackson Ltd.
SHEFFIELD, ENG.

FRANK H. SCOTT, (CANADIAN AGENT)
CORISTINE BLDG., MONTREAL

HIGH QUALITY

METALS

Galvanized and Black Sheets, Bars, Tinplates, Pig Iron, Lead, etc.



CUTLERY

HARDWARE Of Every Description
HENRY ROGERS, SONS & CO.
LIMITED

WOLVERHAMPTON and SHEFFIELD
CANADIAN BRANCH: 6 ST. SACRAMENT STREET, MONTREAL



SEALED TENDERS. addressed to the undersigned, and endorsed "Tender for Public Building, Aylmer, Ontario," will be received at this office until 4.00 P.M., on Monday, February 17, 1913, for the construction of a Public Building at the place mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at the Post Office, London, Ont., at the Post Office, Aylmer, Ontario, and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations, and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 25, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—34802.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy,

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL . TORONTO . WINNIPEG

When writing advertisers, kindly mention having seen the ad. in this paper.

VALUABLE INFORMATION

Have You Money
Invested?

Have You Money
to Invest?

Are You
Interested in the
General Business
Out-Look?

THE FINANCIAL POST OF CANADA

gives its readers reliable, first-hand information on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions.

Subscribers obtain through the Post's Investors' Information Bureau, and without charge, confidential opinions on investments, etc.

PUBLISHED WEEKLY.
SAMPLE COPIES ON REQUEST.
\$3.00 PER YEAR.

THE FINANCIAL POST OF CANADA

143-149 University Avenue

Montreal Toronto Regina
Winnipeg Vancouver

"The Canadian Newspaper for Investors."

Every DELTA FILE

You Sell Will Be
An Advertisement
For Your Store

BECAUSE THEY
GIVE SATISFACTION



"The only Line of
Files from 3 to 24
inches that are
made absolutely of
**CRUCIBLE
STEEL**"

When you stock "Delta" Files you stock the kind that people will eventually use. The "Delta" has proved its superiority in many comparative tests. Take a "Delta" and any other file, put them to a rigid test and judge for yourself which is better. Delta Files cut clean and fast and leave a smooth finish — the quality and temper insure durability. There is a shape and size to meet the requirement of every file user.

This cut illustrates our Half Round Bastard File, the staple file for the machinist, having one flat side and one half round side which shape fills most requirements in filing. It tapers from 1½ in., beginning at 2-3 of the length to ½ in. at the point on a 14 in. the most useful length for bearings from 1½ in. up and any concave surfaces. Our trade mark is found on every "Delta"—its a protection for you and your customers.

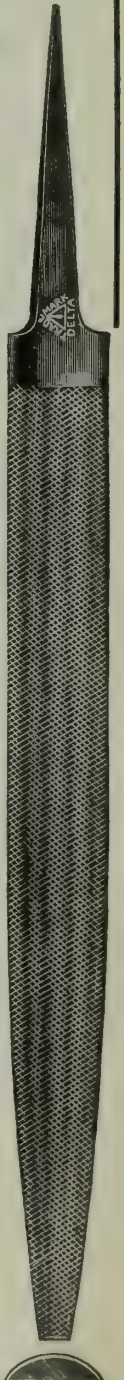
**YOUR JOBBER HAS
THEM.**



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax; Merrick-Anderson & Co., Winnipeg.



THESE BOOKS HELP YOU SELL CEMENT



Profits waiting for you

THERE are constantly-increasing profits in every community in Canada for the hardware dealer or general merchant who handles

Canada Cement

Our newspaper advertising, costing thousands of dollars every month, reaching every town, every farm, every home in Canada, our educational campaign, including lectures at agricultural colleges, books on every subject, and a bi-monthly magazine read regularly by a hundred thousand farmers:—

these are features of the great sales-promotion campaign which has created a demand for Canada Cement that you can turn into handsome profit with very little effort of your own.

Our "Concrete Road" campaign started a few months ago, promises to have even greater results than those which have made the "Farm Uses" campaign so tremendously successful. If the people of your community are considering road improvement—in either city or country—you will do a favor to them, to us and to yourself by reporting the facts to our Good Roads Department.

In any case, you should write immediately for full information on Concrete roads. Every citizen ought to have these facts, but they are more important to the dealer in Canada Cement than to anybody else in your neighborhood.

Address Good Roads Department

Canada Cement Company Limited

Montreal

Toronto

Winnipeg

Calgary

Sales Offices at

If you do not yet handle Canada Cement it will pay you to get in touch with our nearest sales office.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Allan Hills Edge Tool Co.	15	Davidson, Thos. Mfg. Co.	18	Lewis Bros., Ltd.	3	Phenix Mfg. Co.	89
American Shearer Co.	90	Delta File Works	95	London Bolt & Hinge Works.....	89	Pink, Thos.	17
American Wringer Co.	87	Dennis Wire & Iron Co.	91	London Foundry Co.	87	Pittsburg Lamp Brass & Glass Co.	63
Atkins & Co., E. C.	92	Directory of Manufacturers	90	London Rolling Mill Co.	79		
Atlas Mfg. Co.	90	Disston, Henry, & Sons	13	Lovell Mfg. Co.	81	Ramsay, A., & Sons Co.	70
Aylmer Pump & Scale Co.	86	Dominion Cartridge Co.	32	Lowe Bros., Ltd.	59	Raymond Bros.	90
Auto Controller Co.	92	Dominion Hammock Mfg. Co., The.	93	Lufkin Rule Co. Inside back cover		Retall Adv. Service	31
		Dominion Iron & Steel Co.		Lundy Shovel & Tool Co.	81	Reynolds & Jackson	20
Barber Asphalt Paving Co.	19		Inside back cover			Robertson, P. L., Co.	65
Barnett, G. & H.	82	Dorken Bros.	8	McArthur, Alex., & Co.	65	Rogers, Henry, & Sons	94
Barton Netting Co.	74	Double Claw Hammer Co.	86	McClary Mfg. Co.	24	Rogers, Alfred, Ltd.	74
Baxter Store Co.	23			McCloughall, R., Co.	76	Ross Rifle Co.	100
Belleville Hdw. & Lock Co.	78	Ford Auger Bit Co.	67	McGlashan-Clarke Co.	80	Rudd, Arthur, & Co.	8
Bemis & Call Hdw. & Tool Co.	89			Magnolia Metal Co.	93		
Birmingham, T. F.	89	Galt Art Metal Co.	14	Martin, The L., Co.	93	Seymour, Henry T., Shear Co.	91
Berry Bros.	75	Gipe Carrier Co.	89	Martin-Senour Co.	73	Scythies & Co.	89
Bissell Carpet Sweeper Co.	100	Gillette Safety Razor Co.		Maxwell, D., & Sons	88	Sharrat & Newth	91
Bosse & Banks	90		Inside front cover	May & Padmore	23	Shaw, A., & Son	71
Bowser, S. F., & Co., Ltd.	72	Goodell-Pratt Co.	11	Mcakins & Sons	10	Sheet Metal Products Co.	2
Bowser, R. M., & Son	87	Government Tender	95	Metallic Roofing Co.	17		
Bradstreets	90	Great West Wire Fence Co.	93	Metal Shingle & Siding Co.			
Brand, Ed.	88	Greening, B., Wire Co.	12		Outside front cover	Smith Hardware Co., Ltd.	5
Brandram-Henderson, Ltd.	61	Gutta Percha & Rubber Mfg Co.		Millers Falls Co.	76	Southington Mfg. Co.	91
Burgess Norton Co.	77		Inside back cover	Moucur, Jas. W.	18	Sorby, Robt., & Sons	92
Burman's Clippers	27	Hamilton & Son, C. J.	22	Moore & Co., Benjamin	67	Spear & Jackson	94
Burrow Stewart & Milne	22	Hamilton Cotton Co.	91	Morris & Bailey Steel Co.	12	Spooner, Alonzo W., Ltd.	90
Bushnell Novelty Co.	91	Hamilton Stamp & Stencil Wks.	96	Morrison Brass Mfg. Co.	75	Standard Chain Co.	12
		Harrington & Richardson Arms Co.	16	Myers & Bro., F. E.	69	Standard Paint & Varnish Co.	69
Cameron & Campbell	89	Heller Aller Co., The	81			Star Expansion Bolt Co.	84
Canada Cement Co.	96	Heinisch, R., Sons Co.	65	National Hardware Co.	77	Stanley Rule & Level Co.	8
Canada Glue Co.	11	Hohfeld Mfg. Co.	18	National Mfg. Co.	21	Steel Co. of Canada, Ltd.	6
Canada Metal Co.	27	Hutton, Jas., & Co.	86	Newman, W., & Sons	90	Steel Trough Machine Co.	78
Canada Paint Co.	71			Nickel Plate Stove Polish Co.	85	Stephens, G. F., & Co.	67
Canada Steel Goods Co.	8	Imperial Varnish & Color Co.	70	North Bros. Mfg. Co.	1	Stevens Hepner & Co.	19
Canada Wire & Iron Goods Mfg. Co.	83	International Varnish Co.	63	Nova Scotia Steel & Coal Co.	69	Still, J. H., Mfg. Co.	77
Canadian Buffalo Sled Co.	4			Oakey, John, & Co.	79	Stratford Mfg. Co.	19
Canadian Copper Co.	67	James & Reid	90	Onaida Community, Ltd.		Spramotor Co., The	1
Can. Fairbanks-Morse Co., Ltd.	2	Jamieson & Co., Ltd., R. C.	69		Outside back cover	Supplee Hdw. Co.	9
Can. Heating & Ventilating Co.	24	Jenkins & Hardy	91	Ontario Lanter & Lamp Co., Ltd.	50	Tallman Brass & Metal Co.	88
Canadian Oil Cos.	59	Jenkins Bros.	80	Orr, Peter, & Sons	78	Thompson, B. & S. H.	86
Canadian Ruby Chemical Co.	82	Johnston, H. E.	90	Otterville Mfg. Co.	88	Toronto Plate Glass Importing Co.	65
Canadian Tube & Iron Co.	29			Owen Sound Wire Fence Co.	82	Townsend, S. P., & Co.	85
Caverhill, Learmont & Co.	7	Keating, Wm.	10			Want Ads.	68
Chatham Malleable & Steel Co.	78	Kenrick & Sons, Ltd., Archibald...	80	Parker, Chas., Co.	83	White Mop Wringer Co.	79
Chicago Flexible Shaft Co.	26	Kinzinger Bruce & Co.	83	Parmenter Bullock Co., The	90	Whitman & Barnes Mfg. Co.	20
Chicago Spring Butt Co.	1	Klein, Mathias, & Sons	77	Peterson Mfg. Co.	91	Wilkes-Martin-Wilkes Co.	88
Collette Mfg. Co.	76	Kuhne, Anderton Co.	74	Pease Fdry, Co.	89	Williams & Taylor	23
Consolidated Plate Glass Co.	29			Peterborough Lock Co.	76	Woodstock Wagon & Mfg. Co.	79
Cowan & Britton	84	Laidlaw Bale Tie Co.	84			Wright, E. T., & Co.	29
Cummer-Dowsell, Ltd.	14	Leslie, A. C., & Co.	32				

HARDWARE WINDOW DRESSING

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations
Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Anger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belted Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Stover Mfg. Co., Freeport, Ill.**
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
- Tallman Brass & Metal Co., Hamilton.**
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakin & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. F. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
E. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowswell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorke Bros. & Co., Montreal.
Greeff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gana-
noque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gana-
noque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gana-
noque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aymer Pump & Scale Co., Aymer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippert Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H., & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
Others.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bowler, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowre Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Luffkin Rule Co., Windsor.
Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Seyth's Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Spring.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Luffkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tim Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



THE WORLD'S GREATEST EXPERTS IN RIFLES

are a unit as to the ballistic qualities of "Ross" Rifles.

The "Ross" 280 or high velocity is especially singled out for praise, and is stated to be the most accurate and most powerful big game rifle on the market.

In Canada—the sales of "Ross" high velocity rifles has now assumed large proportions. Dealers should see to it *now* that their stock of "Ross" Rifles is in shape for the spring demand.

Discounts to the trade are liberal. Write for terms and illustrated catalogue.

ROSS RIFLE CO.

-

QUEBEC

TO THE DEALER WHO SELLS

Bissell Sweepers is insured not only a ready made demand for a staple article of recognized merit and definite profit, but **liberal co-operation in connecting this consumer advertising with his own store.** This, by means of the exceptional newspaper cuts we furnish free, and the effective circular and show card matter that we supply.

A noteworthy feature in connection with our newspaper electros is that they are calculated to **advertise your general line of merchandise as well as Bissell Sweepers, thus benefiting you in a way entirely independent of your carpet sweeper sales.** Hundreds of our customers called on us for these cuts during the Fall and Holiday Season just passed, and from whom we received scores of complimentary letters containing such statements as "The finest cuts ever gotten out by a manufacturer to help the dealer," etc.

We are just now getting out a beautiful new series of store cards printed in warm natural colors that will do credit to any establishment.

All of these advertising helps are at the disposal of dealers who handle Bissell Sweepers whether they are in position to place an order now or not. We are equally interested in helping to move your present stock.

Let us mail you a copy of our Early Spring Announcement containing sheet proof of electros, etc.



BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

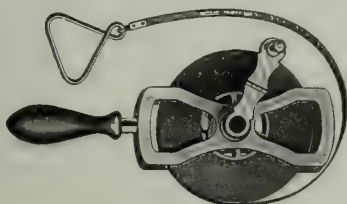
BRANCHES:

New York City (Salesrooms and Export Department, 25 Warren Street)
Niagara Falls, Ont. (Factory) Paris, France London, England (Agency)

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

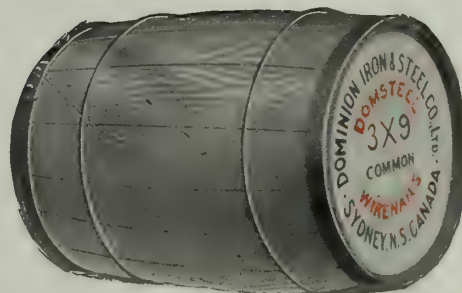
DOMSTEEL WIRE PRODUCTS

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard
and Special Gauges



We own and operate our own coal and ore mines. We make our own pig iron and steel; therefore we can produce the necessary grades of steel for any purpose.

OUR SHIPPING FACILITIES are the very best.

Stocks carried at both Montreal and Sydney.

DOMINION IRON & STEEL CO., Ltd.

HEAD OFFICE AND WORKS—SYDNEY, N.S.

SALES OFFICES:

Sydney, N.S., and 112 St. James Street, Montreal



Canadian Factory—Niagara Falls, Ont.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada
February 8, 1913

No. 6

You Sell the Builder
Other Things—Why not Sell Him

ROGERS' Portland Cement

It Pays a Splendid Profit and is Reliable

Cement is used in the construction of nearly every modern house—some buildings are constructed entirely of it. There is an excellent opportunity for the dealer to make a **profit on nearly every building** that is going to be erected in his vicinity, as the builder will, 10 times out of 12, buy the cement near by, because it saves him much in cartage. Besides this the builder prefers this cement on account of its great strength, uniformity of set and durability.

We give all orders our immediate attention, and ship quickly.

Our prices are right. Try our service.

ALFRED ROGERS
LIMITED

28 West King St., TORONTO

N. J. DINEEN & CO.
Western Sales Mgrs.
WINNIPEG

At the First
Sign of a
New Building
Get After
the Builder



All Big Bens now come with bridged plates and detachable barrels.

The springs themselves are free for the asking. It takes but a minute to put them in place.

Your jobber has only the new style in stock.

*Made in La Salle,
Illinois, by Westclox*

We Want to Present You to
Another Customer for

CARBORUNDUM STONES



THE
HOUSEWIFE

HAVE you ever told her how quickly—
how easily—she can sharpen every
kitchen knife, paring knife, or carver?
You can help her solve one of her domestic
problems—sell her a

Carborundum Knife Sharpener

When Madame Housewife comes in, show
her an octagonal or round sharpener.—Tell her
that three or four strokes on it will give a knife
a keen, smooth edge—she doesn't need to be
expert.—The Carborundum does the work—
cuts the edge on the blade in a twinkling.—
Show her the stag-handled sharpener—the
one in the satin-lined box,—that will go so well
with her best carving set,—and a sale is made.

*Ask for our Knife Sharpener
display cartons*



The Carborundum Company

Niagara Falls, N. Y.

New York Chicago Boston Philadelphia
Pittsburgh Cincinnati
Cleveland Milwaukee Grand Rapids
London, Eng.



You Should Place Your Order Now For **GEM and LIGHTNING FREEZERS**

They are always in demand and well
advertised. They are easily sold and
stay sold, which means a good net profit
to the dealer.

They bring trade and help to keep
it. Better place your order now for
shipment later if you like.

Better Let Your Jobber Quote at Once.



NORTH BROS. MFC. CO.
PHILADELPHIA, PA.

The "ECLIPSE" PUMPER INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped a head of over 80 feet on one pint of gasoline. This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

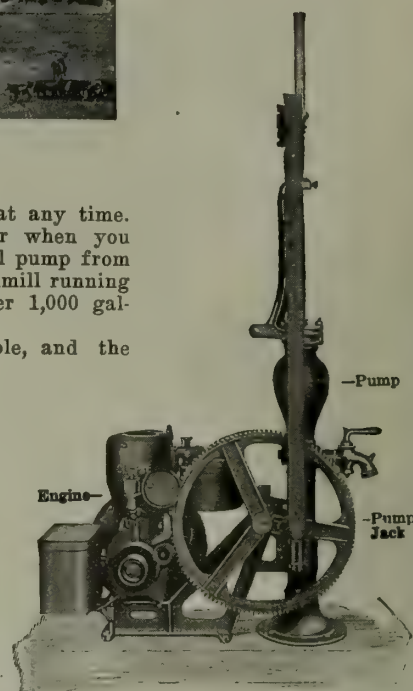
Keep one in stock.

The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL
ST. JOHN
OTTAWA

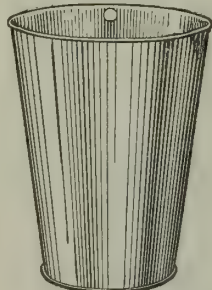
TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



The S.M.P. SAP PAILS and SPOUTS

EXTRA DEEP AND
STRAIGHT



6, 8 and 12 Quart

ARE POPULAR SELLERS
EVERYWHERE

Let us know your requirements
for the coming season: Prompt
shipment guaranteed.

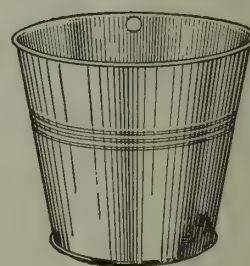
Maple Leaf Sap Spouts

STEEL



JAPANNED

FLARING



6 and 10 Quart

All Sap Buckets Punched unless otherwise ordered.

Prices on Application.

The Sheet Metal Products Company

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING,
FORCE and LIFT,
HAND and WINDMILL,
PLAIN and RATCHET HANDLE PUMPS.

PUMP STANDS THRESHER TANK PUMPS HOUSE PUMPS
TANK PUMPS HAND and POWER SPRAY PUMPS POWER PUMPS
BRASS, BRASS LINED, POLISHED IRON and GLASS VALVE-SEAT
CYLINDERS.

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

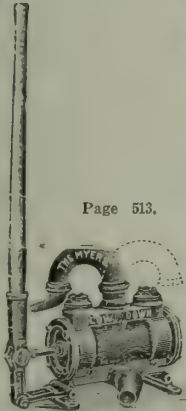
We are also Agents for MYERS BARN DOOR HANGERS



Fig. 1138.



Fig. 792.



Page 513.

Fig. 1289.



Fig. 632.



Fig. 1160.



Fig. 577.



Fig. 1345.



Fig. 722.

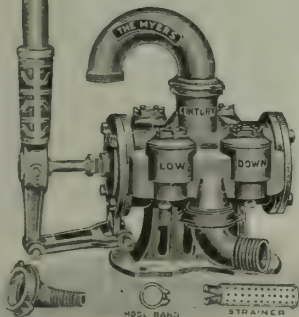


Fig. 860.



Fig. 639.

Take off your Hat to "The Myers!"
BEST PUMP ON EARTH.

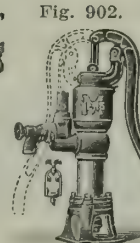
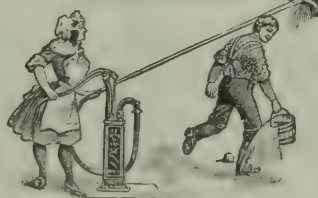


Fig. 902.

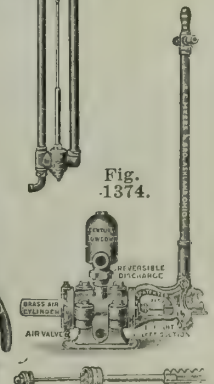


Fig. 1374.

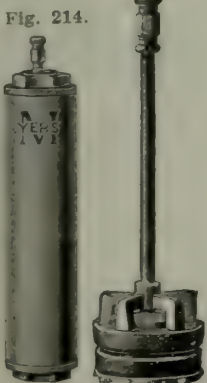


Fig. 214.

Dealers who have had no experience with **MYERS PUMPS** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It Is Better To Handle The Myers Than To Wish You Had.

EXCLUSIVE AGENTS for PROVINCE of QUEBEC

Catalogue sent upon application

LEWIS BROS., LIMITED

MONTREAL

OTTAWA

TORONTO



Fig. 973.



Fig. 976.

Big Profits Await

The Progressive Hardwareman

We have a co-operating system whereby we actually do the greatest part of the work, but you get *all* the commissions.

Some dealers made from \$300 to \$1,000 in commissions last year by selling "Preston" Sheet Metal Building Goods from Catalog. These dealers kept their eyes open—they were inquisitive — they did their best to find out what buildings were going to be renovated or constructed. When they got the slightest cue they got after parties intending to do the work and tried to sell them Preston Steel Ceilings, Preston Safe Lock Shingles and Corrugated Sheets.

These dealers mailed us the names of these prospects, and we wrote them strong, business-pulling letters and referred them to the local dealer. We even sent out an *expert salesman, absolutely free*, when the hardwareman had difficulty in closing a sale.

\$300 to \$1,000 would make a fine addition to your bank account — put it there by being a live "Preston" agent.

Get Full Particulars at Once. Write Our Nearest Office.

The Metal Shingle and Siding Co., Limited
Associated with A. B. ORMSBY, LTD., Toronto, Ontario

Factories at:

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

Head Office: PRESTON, ONTARIO

RED DEVIL TOOLS

are
guaranteed



Try
them
and be
convinced

No. 655—Electrician's long-nosed side cutting plier.

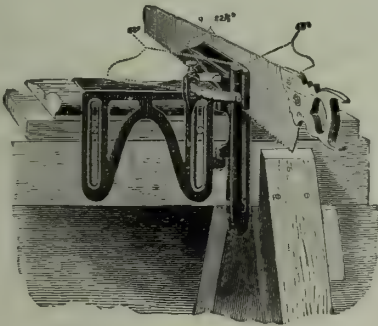
Sharp
Fast
Certain
Bore



No Wood
too hard
or rotten
for this
bit

No. 2403—Electrician's Bit

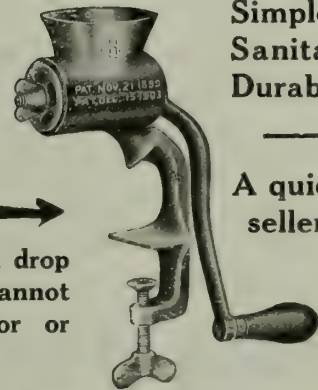
W
E
I
G
H
T
2
L
B
S.



No. 159—Genuine Seavey Mitre Box

Perfect
joints
mitres
and
angles
guaranteed
on
this
box

See this point →
all juices must drop
into dish and cannot
drop onto floor or
table.



Simple
Sanitary
Durable

A quick
seller



No. 1213—Good, but sold for a price.

Your jobber carries these goods
ask him.

When you get RED DEVIL Goods---You Get The Best

SMITH HARDWARE CO., LIMITED, MONTREAL

**THE
STEEL COMPANY OF CANADA
LIMITED**

**Tiger
Brand**



**White
Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



"SAMSON" Ready Roofing

Trade Mark Registered

is, where used, as sure a sign of progress as were the first few acres of land that were cleared of the bush in the earlier days of Ontario.

The demand for "Samson" Ready Roofing has grown to its present proportions largely through the measure of satisfaction that has been given.

Easy to apply, neat and attractive in appearance, fire resisting, weather-proof, and reasonably priced, "Samson" Ready Roofing has proved a profitable line to carry. Our guarantee of satisfaction goes with every roll.

Send us your orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Are You Getting Your Share of the Hanger Business?

"A word to the wise is very often sufficient."

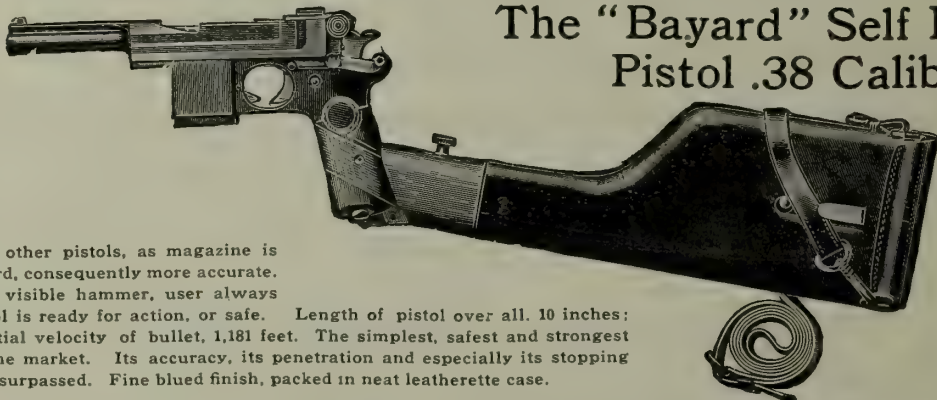
If you are not—stock the Hatch Parlor Door Hanger This means Quick Sales, Good Profits and gives the user genuine satisfaction.

Remember 1913 Will Be A Good Building Year.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges.

Maximum
Range
1,700 Feet



The "Bayard" Self Loading
Pistol .38 Calibre

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1/5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

Penetration
6 Pine
Boards
at 50 yards
Adopted by
Spanish
Army

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES



Easy to work, self-acting.
No weight to lift. Convenient, light.

Pull bolt tilt sifter and cinders roll into scuttle without dust escaping.

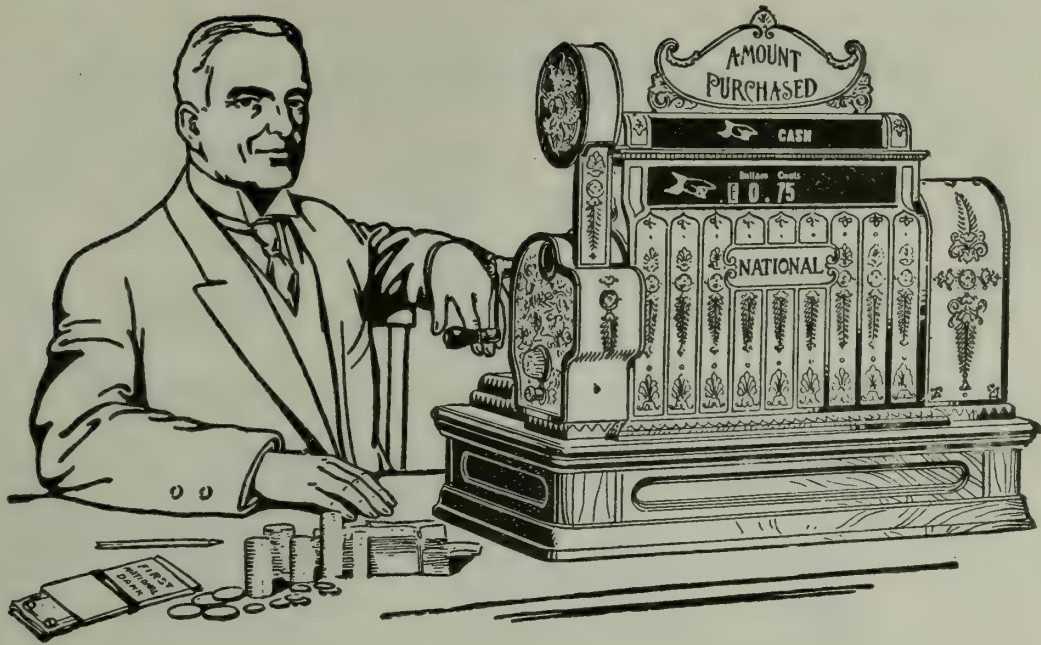
Lift top thus, and scuttle is made free, see double rims and screens also large lid.

This is the best Ash Sifter ever placed on the market.

The only one fit to use in the house, and the only one by which the ashes can be sifted and cinders dumped into scuttle without dust escaping.

Write for fuller particulars, prices, etc., to

**THE BURROWES MFG. CO.
Toronto, Ont.**



Take Care of the Pennies So That The Dollars Can Take Care of You

- You lose money because your store system does not show you where every penny comes from and where it goes.
- It does not tell you how much money you should have.
- It does not protect your money and accounts against mistakes and losses due to thoughtlessness, carelessness or indifference.
- A National Cash Register will keep track of every penny you take in or pay out.
- You get a correct record of every transaction occurring between your clerks and customers.
- All your money and accounts are protected against mistakes and losses.
- A National will increase your profits.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory: TORONTO

The name YALE helps make the sale



One way to make more money in 1913 is to hitch the YALE Dealers' Advertising Service to your business equipment.

WE will act as your advertising manager—or as a helper to your advertising manager. Our business is to increase the efficiency of your advertising and selling campaign at no cost to you—to help you in every possible way to put your

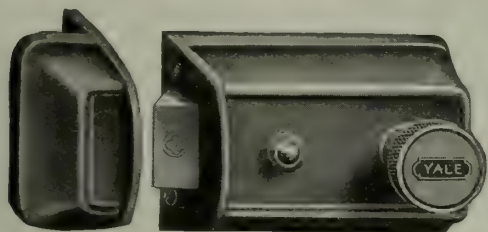
store where you feel it ought to be. In hundreds of towns in this country there is at least one hardware store that has increased its business materially because of the help given it by the Yale Dealers' Advertising Service.

Take Yale Night-latches for instance: We have a book, "**Suggestions for Selling Yale Night-latches,**" that tells in detail about the striking newspaper ads, the convincing printed matter, the attractive window displays, the hangers, the display boards and many other forms of advertis-

ing and selling helps that we offer to our dealers.

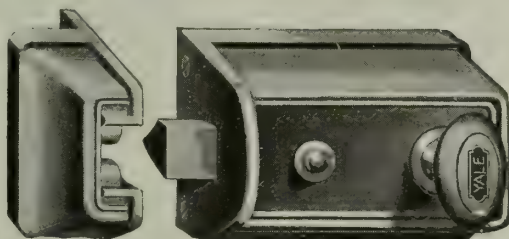
Send for this book as a first step. It's free. And remember that we have equally interesting books about selling other Yale Products. Address **Yale Dealers' Advertising Service.**

Four leading Yale Night-latches



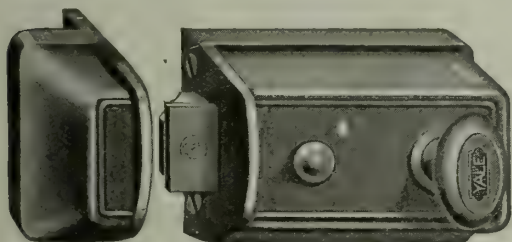
YALE Cylinder Night-latch No. 42

Operated by key from outside, by turn knob from inside. Bolt may be held back by stop.



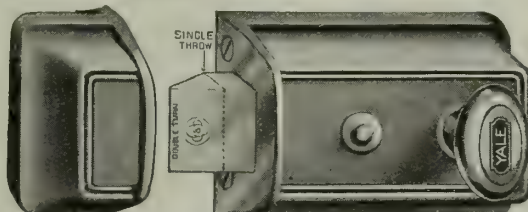
YALE Cylinder Night-latch No. 45

Operated by key from outside, by turn knob from inside. When door is closed the two pivoted hooks in the strike are forced apart by the bolt and automatically close over it. The hooks are so guarded as to make it impossible to attack them.



YALE Cylinder Night-latch No. 44

Operated by key from outside, by turn knob from inside. When door is closed the "protector" on back of bolt is held retracted and operates automatically to deadlock the bolt against end pressure.



YALE Cylinder Night-latch No. 46

Operated by key from outside, by turn knob from inside. The bolt may be given a second throw by key from outside or turn knob from inside, which makes it a deadlock.

Canadian Yale & Towne Limited

Makers of YALE Products in Canada

Locks, Padlocks, Builder's Hardware, Door Checks, and Chain Hoists.

General Offices and Works
St. Catharines, Ont.

Every time you put into stock anything bearing the name Yale, you add a very valuable asset to your business—the Yale reputation.



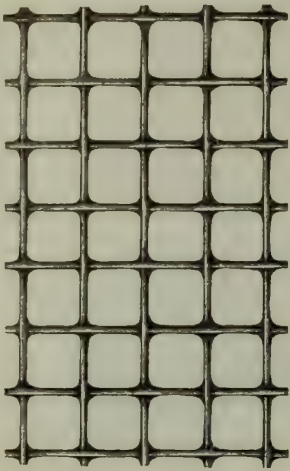
Yale quality helps keep alive a friendship which creates business and holds it.

Yale Night-latches fill any specification.

Look for the name YALE

on Locks and Hardware

WIRE CLOTH

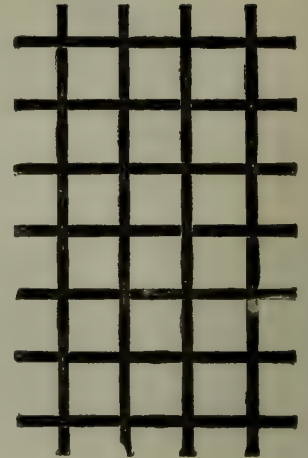


Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every description of Wire
Cloth and Wire Work



Wire Rope

Wire Rope Fittings

MANUFACTURED BY

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.



Plymouth—That Different Rope

A Plymouth Dealer Writes

“We find that our customers are beginning to see the difference between common rope and Plymouth Rope.”

Plymouth Rope *is* different from other ropes. If it were not, it could not cause statements like the above; could not sell at a higher price; could not have built the world's largest cordage business.

To the customer this difference means greater return for his money—in service, in satisfaction. It brings him back for “more of the same”—puts the Plymouth dealer's trade on a sound and profitable basis.

You owe it to yourself and *your* customers to test these facts. The one sure way is to stock and sell a trial lot of the rope.

Order from the Plymouth jobber's salesman. Ask for the ship trade-marked rope.

Independent Cordage Company, Limited
Canadian Sales Agents

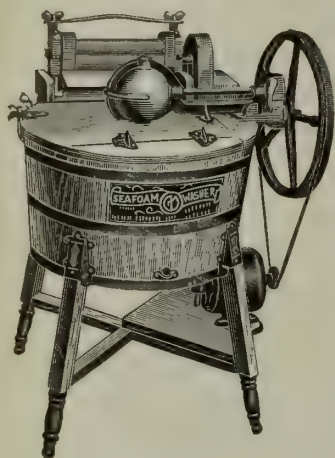
55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



Style A

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG:

Style B



Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Wind-mill Power, and is especially adapted for rural districts.

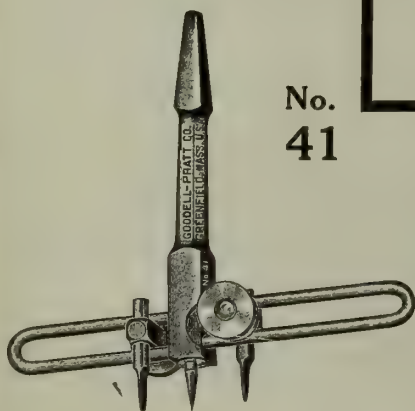
BOTH are equipped with a first class metal frame. Five year guaranteed Wringer that runs automatically in either direction.

Both Washing and Wringing can be done at the same time, or separately.

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.

Goodell-Pratt's Washer Cutters

No.
41



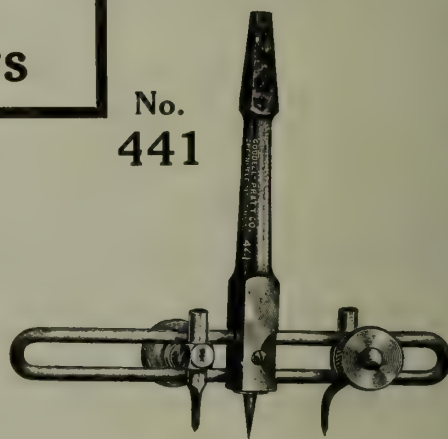
No. 41

This is a strong, well made device for cutting washers out of such material as rubber, leather, cardboard, etc., from 1 to $5\frac{1}{2}$ inches, provided with removable blades and adjustable as to cutting edge as well as position.

No. 441

Same as No. 41, except washers from $\frac{1}{2}$ inch to $5\frac{1}{2}$ inches can be cut.

No.
441

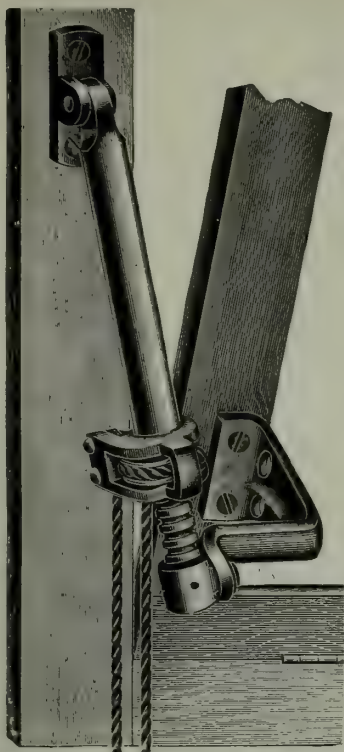


Goodell-Pratt Company

Greenfield

Toolsmiths

Mass., U.S.A.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

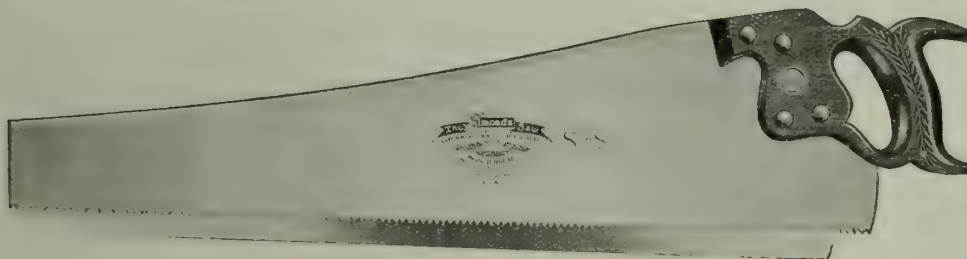
BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.



THE SIMONDS SAW

Illustrated above is one of the finest quality saws made anywhere by anyone to-day. It is a favorite with Carpenters and will make satisfied customers. Dealers in Canada make good profit by selling SIMONDS Saws.

Write for Catalog, or shall we send salesman with samples?

SIMONDS CANADIAN SAW CO., Limited

VANCOUVER, B.C.

MONTREAL, QUE.

ST. JOHN, N.B.

In the United States—Simonds Mfg. Co.



Paint and
Varnish

BRUSHES

That are
Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons

Limited

Hamilton, - Ontario



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG

At the Same Price

—\$7 SEVEN DOLLARS \$7—

Which Would You Choose ?

No. 4, a standard guaranteed pattern, with a standard globe, throwing a maximum amount of light—a lantern which from the time of its inception has become the standard of all users throughout Canada,

OR

No. 3, a temporary innovation, which cannot compete with the established pattern—for which the consumer will not be willing to pay any more than for the ordinary No. 4, and which obviously has only half the light-giving capacity of the No. 4?

Take Your Choice.—We Have Them Both

Owing to the fact that the No. 3 offers no inducements either to the dealer or to the consumer over the No. 4, it has been agreed to sell both Lanterns at the same price.

While we are prepared to fill orders for the No. 3 "Wrightlight," we strongly urge and recommend our friends to stick to our No. 4 as being the Lantern which will retain its prestige and remain a favorite with the consumer after all experimental innovations have had their day and been forgotten.

Our No. 4, with Rubber Crystal Cold Blast Globe is guaranteed not to break globes. The construction of the Lantern and the special quality of glass used in the globe obviates all trouble of this kind.

E. T. Wright & Co., Hamilton, Can.

(H. G. WRIGHT)

Manufacturers of Lanterns



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

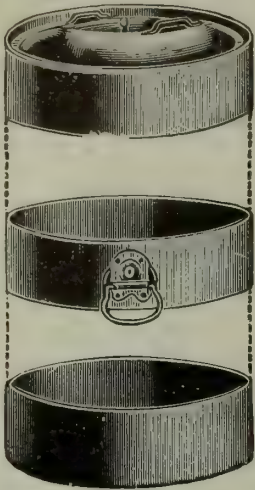
Send for Catalogue and Price List.

Long Distance Phone No. 87.

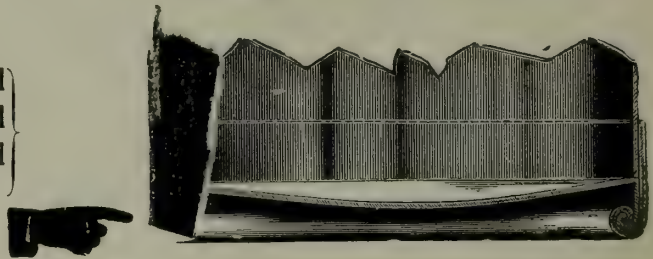
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and inner rims are rolled in and then riveted to bottom hoop.



Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gal.; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

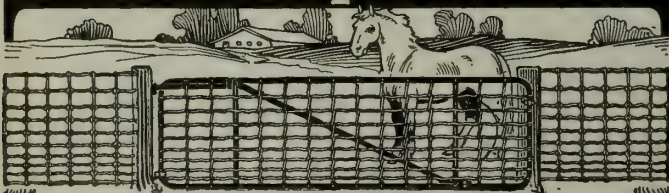
Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a **Peerless** clamp. Top and bottom wires of **Peerless** Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

NOTICE

Short Bowl Lantern Globe

I beg to advise prospective purchasers of Lantern Globes that an **INDUSTRIAL DESIGN** was granted to me by the Dominion Government on a

[SHORT BOWL SHAPED LANTERN GLOBE

Pending the decision of the court, any person or company is **LIABLE**, who purchases or offers for sale a Globe of this design, other than the authorized Globe which is marked "**REGISTERED 1912.**"

JAMES W. MONCUR,
Hamilton, Ontario

The **SECURITY** ALL STEEL
BARN DOOR LATCH

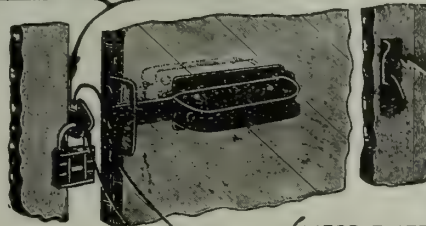
THIS LIP CAUSES THE LATCH TO BE THROWN DOWN
INTO THE RECESS OF THE STRIKE PLATE SO THAT
THE DOOR WILL NOT REBOUND OPEN WHEN SLAMMED

**NOT A SPRING,
IN ITS
CONSTRUCTION**

Distributors—

HENDERSON &
RICHARDSON

Board of Trade Bldg.
Montreal



WHEN DOOR IS THROWN
WIDE OPEN, THIS HOLDS
IT OPEN AND PREVENTS
SWINGING IN THE WIND

THESE PLATES CANNOT BE REMOVED WITH
A SCREW DRIVER WHEN DOOR IS LOCKED BE-
CAUSE THEY ARE ON THE EDGE OF DOOR —
WHEN THE DOOR IS LOCKED WITH A SECURITY
LATCH, IT IS LOCKED

PECK-HAMRE MANUFG. CO., BERLIN, WIS.

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4
in., is thoroughly inspected and tested to
600 lbs. pressure, and every length is
branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works : Lachine Canal

Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

**CHESTERMAN'S
MEASURING TAPES** Linen, Metallic
and Steel

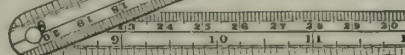
TRADE



MARKS

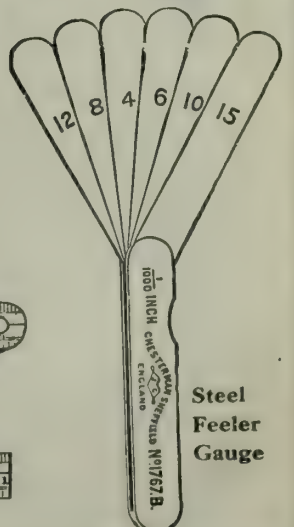


TREBLE



Steel Rules, Gauges, etc.

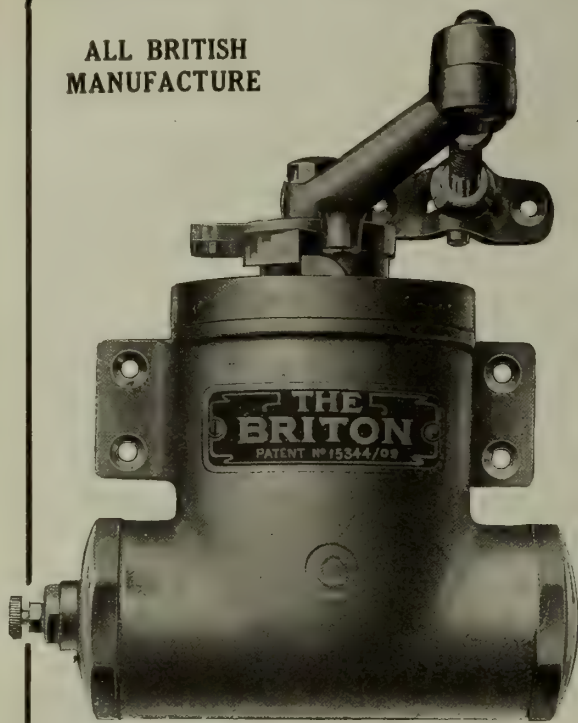
Engineers' Small
Tools



Steel
Feeler
Gauge

The "BRITON" Patent Door Check & Spring

ALL BRITISH
MANUFACTURE



SUITABLE FOR EITHER HAND WITHOUT ALTERATION

The horizontal cylinder which contains the checking device, is filled with a special oil, and is so sealed that the oil cannot exude.

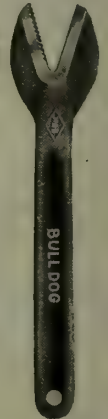
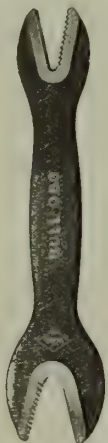
The check-regulating screw is placed in the end, opposite to the checking end of the cylinder, and, being therefore immune from pressure of any kind, is not liable to leak.

MADE BY

WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND



"W. & B." Wrenches Make Good

"W. & B." Wrenches are made to be the "first pick" of the man-who-knows. Every size and type is made to meet a particular need.

The steel is especially selected, and every manufacturing step, is the product of experts. Every part is made in our own factory—there is not an assembled part in a "W. & B." Wrench. Every Wrench is backed by a reputation gained by 59 years' manufacturing experience.

The "W. & B." Diamond Trade Marks appearing on every genuine "W. & B." Wrench is a guarantee of WRENCH PERFECTION.

Jobbers in all large cities will supply or write us. Catalog No. 82 G.

Trade  Tools of Quality Bear these Marks  Marks

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Factory at St. Catharines, Ontario.

Stocks carried at Winnipeg and Montreal



We Initiate—Never Imitate

Hanger Superiority



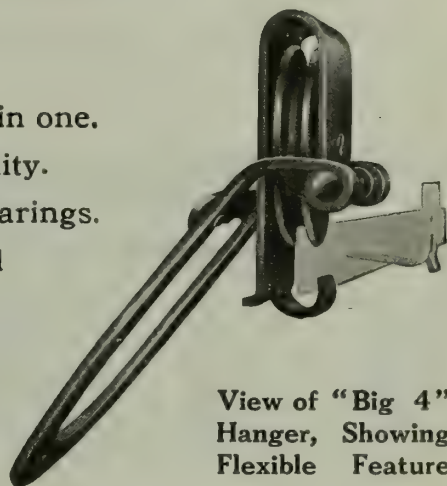
Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

- Simple in construction.
- Easily attached to door.
- Flexible and rigid hanger in one.
- Great strength and durability.
- Anti-friction steel roller bearings.
- Axles and rivets galvanized to prevent rust.
- Shoulder on axle prevents wheel housing from binding.



View of "Big 4"
Hanger, Showing
Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from $1\frac{1}{4}$ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

The Happy Boy Is a Sure Trade Booster



The boy with a Hamilton rifle shows it! Talks about it to the other boys. Tells how much it costs. Tells where he bought it. He sends more boys to your store to buy this wonderful little gun. Get a few of these rifles out, and every one is a trade booster for you. And once you make a friend of the boy, he buys a lot more from you than his rifle.

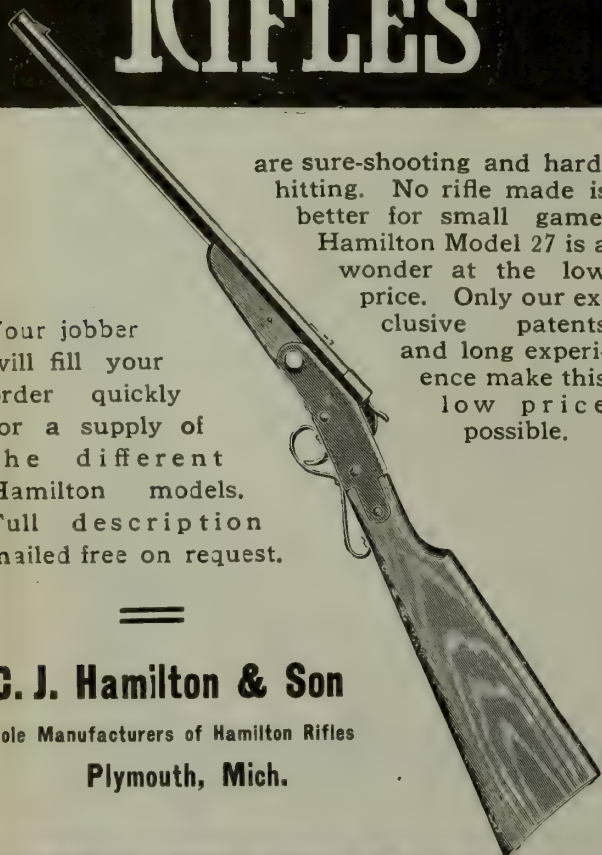
HAMILTON 22 CALIBER RIFLES

Your jobber will fill your order quickly for a supply of the different Hamilton models. Full description mailed free on request.

are sure-shooting and hard-hitting. No rifle made is better for small game. Hamilton Model 27 is a wonder at the low price. Only our exclusive patents and long experience make this low price possible.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles
Plymouth, Mich.



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

**WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS**

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED



Business Will Come Your Way

If You Have the Agency For Baxter Banner Gas Ranges

SELL QUICKLY AND PROFITABLY.

SAFE, SANITARY, ECONOMICAL.

These ranges sell quickly and yield you a handsome profit because their many special features and conveniences appeal strongly to prospective purchasers.

No complicated pilot lights to get out of order. No stove blackened parts to make hands and dishes dirty. No unprotected steel parts to rust out.

NINE-TENTHS OF ALL THE GAS RANGE LINES

on the market are so nearly alike, that if samples from each of 100 different makes were placed side by side—with the name plates removed—**You could scarcely tell them apart.** So—if you are selling one of these lines, your competitors all have practically the same features to talk about, that you have. It then becomes a question as to which dealer will cut his price lowest to make the sale.

THESE SPECIAL FEATURES OF BAXTER BANNER GAS RANGES

are different and better than anything your competitors offer. You get your price every time.

Patent Divided Glass Oven Door—

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass is guaranteed against breakage by heat. This patent door is the strongest selling feature ever placed on the market. Can be had only on Baxter Burner Ranges.

One Burner for Both Oven and Broiler—

Our single oven burner serves *both* oven and broiler. Does the work better and much more economically than the double oven burners on all other makes.

All Banner Gas Ranges Guaranteed Explosion-Proof—

You light the oven burner direct—no pilot lights to get out of order and confuse the operator. Safe—sane—certain.

Aluminized Oven and Broiler Lines—

Bright, sanitary, durable. Aluminized on *both* sides.

Sanitary Baked Enamel Finish—

Entire body, inside and out, and all castings not

nickel or aluminized have this beautiful baked finish. Clean with a soft cloth.

Concealed Front Supply Pipe—

Does not collect dirt and dust, so it never has to be wiped off. You have to keep wiping off this front pipe continually on other gas ranges.



MANY OTHER TALKING POINTS IN NEW CATALOGUE NO. 41.

Let us send you a copy and quote prices before you place your orders.

The Banner Line Will Boost Your Business!

The Copp Stove Co., Limited - - Ft. William, Ont.

Winnipeg, Edmonton, Calgary, Vancouver

J. H. Hanson Tilley, Limited - - Montreal

N. L. Stewart, Toronto, Agent for Central and Southwestern Ontario

Factory: The Baxter Stove Co., Mansfield, Ohio, U.S.A.



McClary's Model Teakettle

THE ever-increasing demand for Model teakettles is the result of the housewife's appreciation of the following unique features:

Hinged side-cover makes easy refilling possible and eliminates any chance of the rising steam scalding the hands. Cover securely hinged to prevent loss.

Rigid handle keeps the kettle under perfect control—no swinging or spilling.

All parts made from heavy sheet copper brightly finished with McClary's duplex nickel plate.

One size only—flat bottom, fits any size of stove.

SEND FOR BOOKLET AND PRICE LIST.

McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

McClary's—"The House That Quality Built."



"The Empire Line"



NOW is the time to place your orders for

"EMPIRE" FURNACES and REGISTERS

Made by

CANADIAN HEATING & VENTILATING CO.

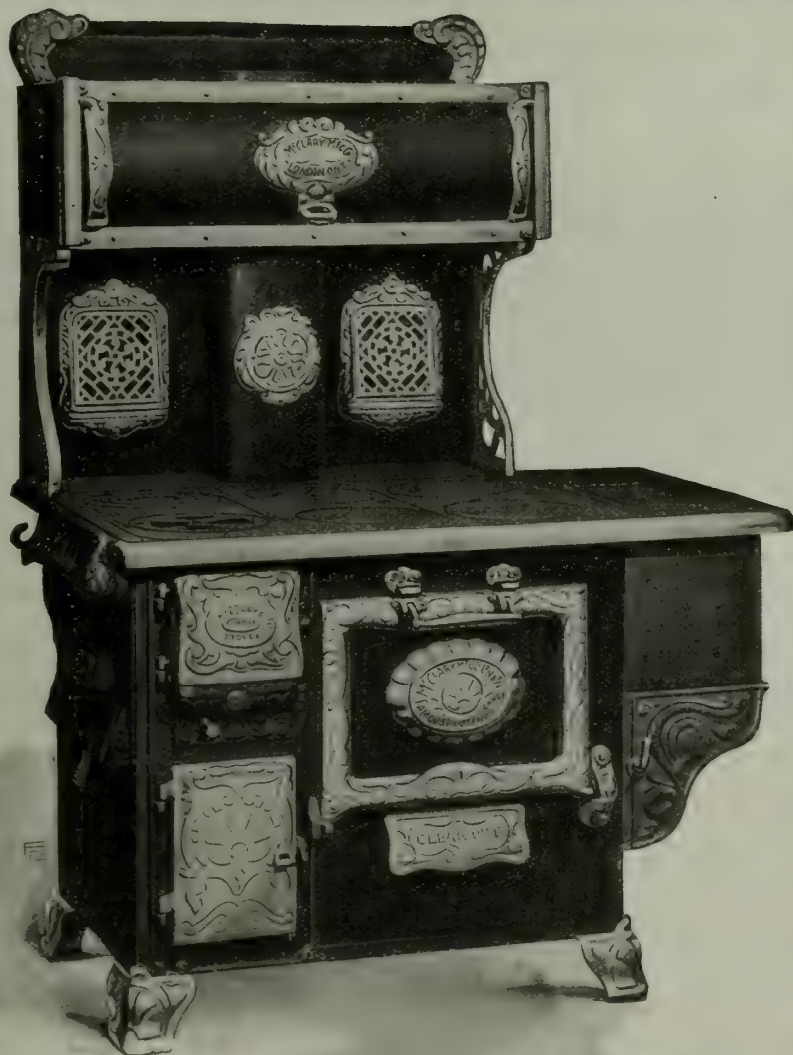
OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

McClary's Kootenay Steel Range



Selling Points:

Nickeled sheet steel ventilated oven.

Semi-steel durable fire-box linings and grates.

Patented detachable reservoir.

Duplex removable grates.

Burnished cooking top requires no blacking.

Direct draft damper controls fire perfectly.

Kootenay Ranges have always had an immense sale because of the housewife's appreciation of these foregoing desirable features.

For further information, write to nearest branch for Catalog and Price List.

LONDON, TORONTO,
VANCOUVER, ST. JOHN, N.B.,
HAMILTON

McClary's

MONTREAL, WINNIPEG,
CALGARY, SASKATOON,
EDMONTON

"McClary on Goods is a Quality Name."

THE ENGINEER'S BEST FRIEND



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co.

Office &
Factory

225 St. Ambroise St., Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



BOWSER

WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A,

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that *earn their wages*.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN



Stanley Tools

"BAILEY" IRON SPOKE SHAVES,

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.



Stanley
Bule & Level Co.
NEW BRITAIN, CONN. U.S.A.



When You Go To
HAMILTON
For The
HARDWARE EXHIBITION
FEBRUARY 17th-22nd

Have Your Grip Packed To Stay The Week.

With 101 live Canadian manufacturers working as a unit to give you an interesting, entertaining and profitable time, you can rest assured that there will be something to see, do and to learn every minute of the time.

**The “GOOD CHEER”
STOVE AND FURNACE LINE**
(One of the 101)

Will greet you with a warm and hearty welcome and an endeavor to assist in every possible way in making your visit enjoyable and profitable.

The JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

PREPARED DECORATIVE BURLAPS FOR WALLS

ECONOMY and DURABILITY

¶ These are two of the chief features of our Burlaps, and if the goods possessed no other qualities to recommend themselves, it would still be to your advantage to use them.

¶ But they do possess other excellent qualities, viz. : They are also

SANITARY
ARTISTIC

EASILY CLEANED
DUST PROOF

DOUBLE SIZED and OIL COATED BURLAPS made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.

DYED BURLAPS made in widths of 36, 54 and 72 inches only.

Length of Rolls, All Lines, 30 and 60 yards.

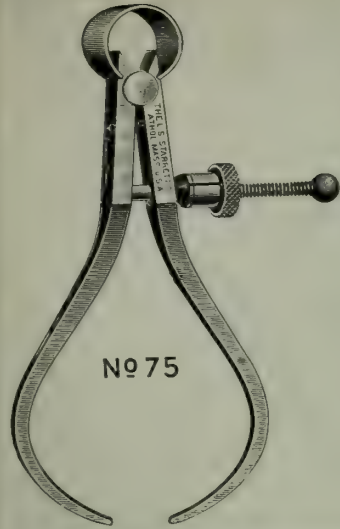
Write for SAMPLE BOOK and pamphlet giving PRICES
:: and USEFUL INFORMATION concerning them ::

The Dominion Oil Cloth Co.
MONTREAL **LIMITED**

STARRETT FINE TOOLS

FOR

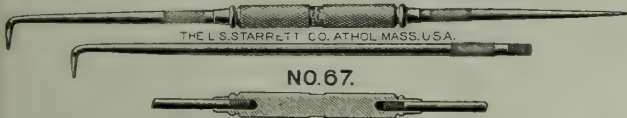
Skilled Mechanics



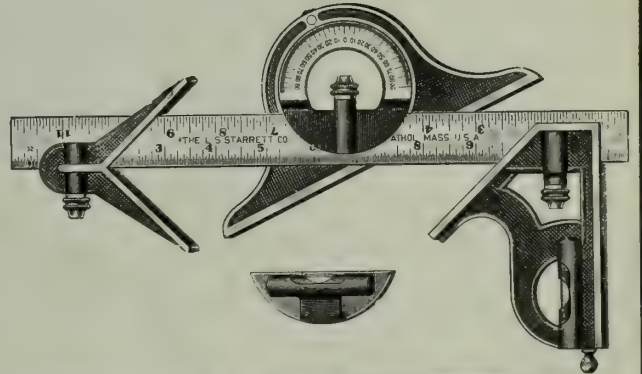
No 75



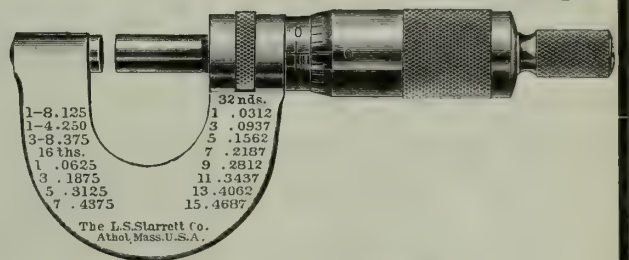
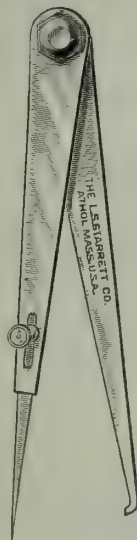
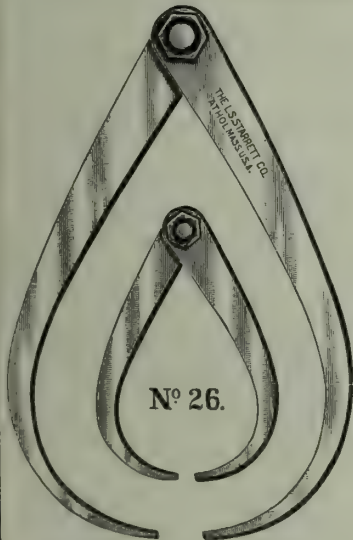
No 74



No. 67.

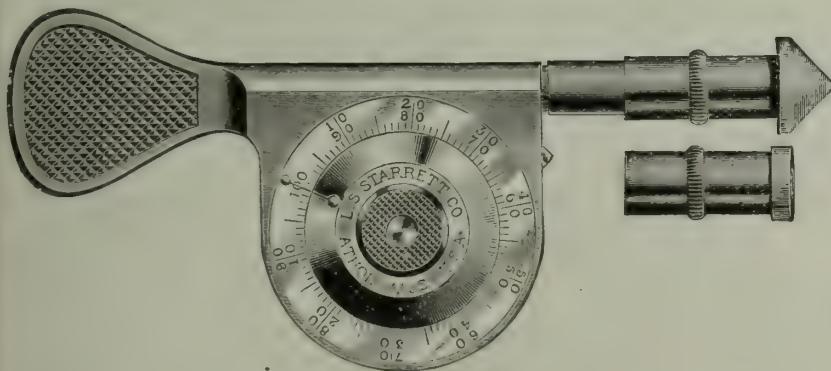


No 26.



1-8.125	32nds.	1 .0312
1-4.250		3 .0937
3-8.375		5 .1562
16ths.		7 .2187
1 .0625		9 .2812
3 .1875		11 .3437
5 .3125		13 .4062
7 .4375		15 .4687

The L.S. Starrett Co.
Athol, Mass. U.S.A.



Ask for
Starrett
Tool
Catalogue.

SEE OUR CATALOGUE FOR ASSORTMENT IN STOCK

Caverhill, Learmont & Co.

MONTREAL

A Large Profit

And Quick Sales Are The Result
Of Handling

The "Princess" Electric Iron

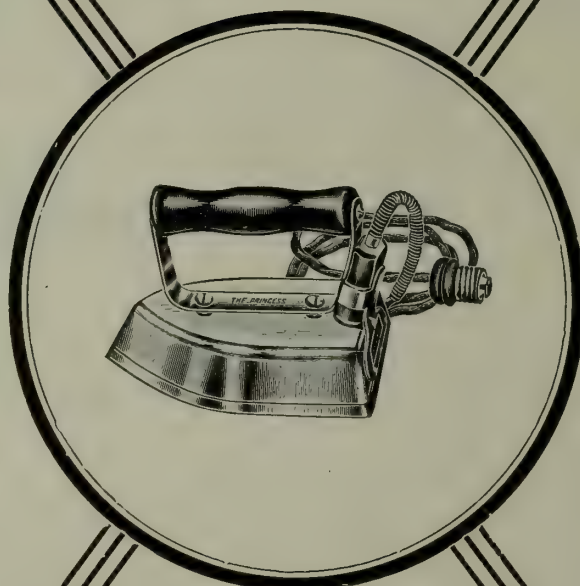
Retails in Canada
For
Only \$4.50

This is the best value in electric irons on the market.

Our excellent manufacturing facilities is the reason for this low price on such a high-grade iron.

Packed in the carton of each iron is a Guarantee which insures perfect service from the Princess for 5 years.

This guarantee is backed by our long retained reputation and is a positive protection for the dealer and his customers.



Every "Princess"
User Recommends
It to Her Friends

Ironing is one of the most tiresome duties of the housewife when the ordinary iron is being used.

When one housewife buys a "Princess" she enthusiastically tells her neighbors about its advantages. She tells her neighbors where she bought it and as a result the dealer effects other sales.

...Sold by jobbers throughout Canada.

Our five year guarantee makes the price look very small.

How We
Help You to
Create A Demand

We furnish you with cuts of the iron, supply you with mailing slips, handsome booklets, free trial mailing cards, all with **your** name on and absolutely free.

We will gladly arrange for trade pulling window displays.

Ask us for complete details.

CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO.

Morrisburg Tack Manufacturing Company, Limited

Head Office and Works: Morrisburg, Ont.

Branch Office and Warehouse: Montreal, Que.

TACKS AND
SMALL
NAILS OF
EVERY DES-
CRPTION
FOR THE
DIFFERENT
TRADES.



SHOE
RIVETS,
WIRE BRADS,
MOULDING
AND FINISH-
ING NAILS,
ESCUTCHEON
PINS, ETC.

It will pay you to handle our goods.

Let us convince you.

Write to-day for a copy of our New Illustrated Catalog and Price List.

Resident Agents:

WINNIPEG, MAN.
J. A. McEwan
603 Union Bank Bldg.

ST. JOHN, N.B.
W. A. MacLauchlan,
56 Union Street.

MONTREAL, QUE.
W. G. Pyper,
713 Canadian Express Bldg.

The Star Brand



Woven Hammocks

TRADE MARK

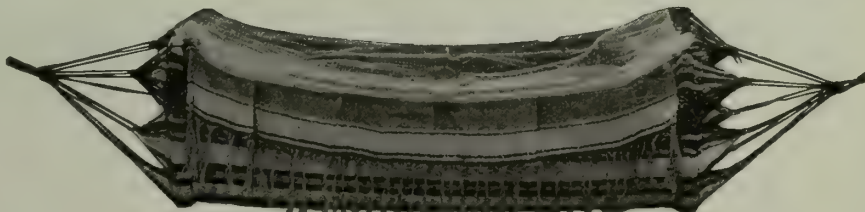
MANUFACTURED BY

THE DOMINION HAMMOCK
MANUFACTURING CO., Ltd.

DUNNVILLE, - ONT.

Write your jobber for quotations.

THE LEADING CANADIAN HAMMOCKS



BABY CRADLE E.V.



THIS IS THE LOCK!

USED IN GREAT WEST
WOVEN FENCING

Every rod
guaranteed to
be of highest quality.

"Great West" WOVEN FENCING

Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie or Lock" that holds the wires absolutely secure at each intersection.

Western dealers can get best results by handling "Great West" Woven fencing, as on account of the factory being located in the West, you can get repeat orders filled at shortest notice.

MANUFACTURED BY

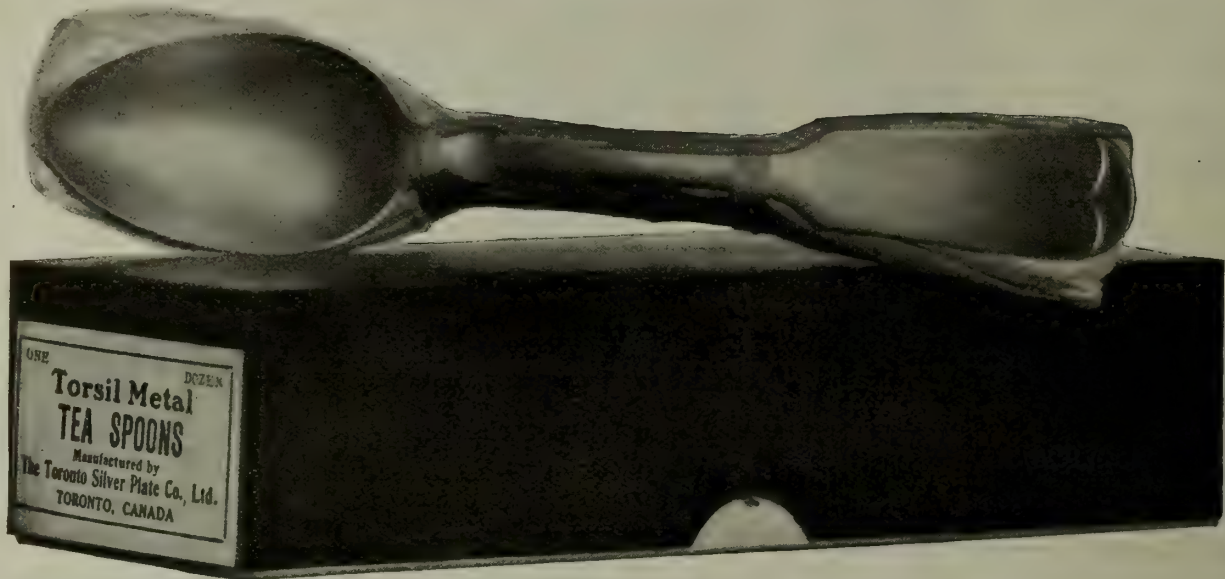
THE GREAT WEST WIRE FENCE
CO., LIMITED

WINNIPEG

Agents:—RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary, Alta.



Tipped Pattern in Torsil Metal



Spoons and Forks made of Torsil Metal are guaranteed solid metal throughout. Torsil Metal is a solid White Metal, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction.

For hotels, restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no Plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

	Light Weight	Heavy Weight
Teaspoons, small, per dozen	\$.78	
Teaspoons, medium, per dozen .....	.96	\$1.60
Teaspoons, large, per dozen	1.16	2.00
Dessert spoons, per dozen	2.22	3.00
Table spoons, per dozen	2.70	3.50
Dessert forks, per dozen	2.22	3.00
Medium forks, per dozen	2.70	3.50

Trade discount off above prices 50%.

Torsil Metal Spoons and Forks are tied up in sets of six, packed one dozen in an olive green box and nicely labelled.

If you cannot buy this line from your jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may be now handling.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

FACTORIES and SALESROOMS,

BRANCH SALESROOMS:

WEST KING ST., TORONTO

Rooms 18 and 19 Fairfield Building,
Granville St., Vancouver, B.C.

E. G. GOODERHAM, President

Hammond Building,
Albert St, Winnipeg, Man.



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

There Is A
**SPLENDID
PROFIT**

Awaiting The
"Get-Ahead"
Hardwareman

Open The Door To Opportunity —To-Day—

You know that cement is being used more and more every day. For a long time it was used mostly on large buildings, but things have changed—many modern homes are being constructed of cement. You are in an excellent position to find out what new buildings are going to be erected—you can ask your customers if they know of any. No doubt you sell a lot of articles to builders—and see them often.

You can easily sell them Rogers' Portland Cement and Crushed Stone, because the builder can save money by getting them from the local dealer. He eliminates cost of cartage.

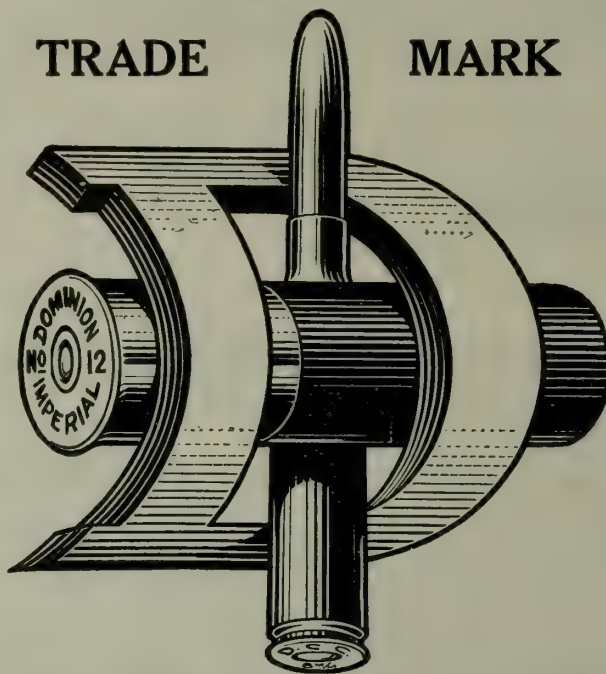
You don't have to carry a stock of Rogers' Cement to sell it. Get the order from the builder and send your order to us. Our shipping facilities ensure immediate delivery. We never disappoint.

If interested in this money making proposition, write Alfred Rogers, Limited, 28 King St. W., Toronto.

DOMINION CARTRIDGE COMPANY LIMITED

TRADE MARK

IMPROVED



PROVED

AMMUNITION WITH THIS TRADE MARK ON THE BOXES IS UNBEATABLE
TRY SOME

ANTI-DUST

SWEEPING
POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

A Thoroughly Modern Hardware Store

Description of the New Branch of the Mills Hardware Co., Hamilton, Ont.—
Sampling Arrangements are Both Original and Complete—Paint Department
of Unusual Dimensions—Store Front Has Commendable Features.

The Mills Hardware Co., Hamilton, Ont., illustrations of whose King St. store appear in this issue, started business in Hamilton seven years ago. The first store of the company was located on John St. Three years later a second store was opened in much larger premises on Barton St., and the firm were successful in building up a very large business in this branch. The members of the firm felt that there was a good opening for a store in the central part of the city and accordingly they purchased the present store at 95 King St. East, the opening of which took place last November. At this time the John St. branch was closed and the firm are now running the Barton and King-St. branches.

Nelson E. Mills, vice-president and general manager of the Mills Hardware Co. has had a wide and varied experience in the hardware business in which line he has been engaged for the past fourteen years. The first seven years

experience was gained in the Canadian West where Mr. Mills was associated with hardware firms in Winnipeg, Edmonton and Vancouver. Mr. Mills has taken a keen interest in systems that may be applied to the retail business and has thoroughly systematized both branches of their hardware business.

The Mills Co. in their King St. store specialize on tools, cutlery, paint and several lines of household specialties. These lines are worked hard in a systematic manner. The business is run on a strictly cash basis. Seven salesmen are employed in this branch. Mr. Mills is a firm believer in newspaper advertising and good window displays. He always uses electrotypes in connection with ads. in the newspapers. No expense has been spared in order to make the new store attractive and convenient.

The Store Front.

The store front on which a large amount of marble has been used presents

a striking appearance to passers-by and many remarks may be heard from those passing as to the attractiveness of the store. The lights in the store window are arranged in such a manner that the light is directed on the goods on display. Special attention has also been paid to the prevention of window frosting and this annoyance has successfully been overcome.

Interior Features.

A commendable feature is the metallic ceiling in the store interior. The store is well lighted by hanging lights which are fitted with acorn-shaped frosted globes. Illuminated signs are used in the various departments, namely: Cutlery department, paint department, garden tool department, mechanic tool department, carpenter tool department, builders hardware department. These signs are very attractive and it has been found that customers in the majority of cases will go immediately to the department in which they are interested.



The front of the Mills Hardware Co. store—It presents a most attractive appearance and gives ample scope for good window displays.

Two thousand metal boxes with oak fronts are used for stocking and sampling goods in addition to sample boards, sliding doors, etc. An automatic clock has been installed for the purpose of turning off the lights at any predetermined time.

In addition to the counters, there are six very attractive silent salesmen fitted with marble bases in which are displayed tools, cutlery, brass and copper specialties, etc. All sales are accounted for on two up-to-date electric cash registers.

On entering the store a customer is impressed by the vast array of bright, clean, looking samples of tools and cutlery that confront him. In the cutlery department there are twenty-four sample boards measuring 30 in. x 30 in. on which are displayed very attractive displays of various lines of cutlery. These boards fit into sections of the shelving and the stock is carried on the shelves behind the sample boards. In the tool department, a large number of lines are sampled on sliding doors.

Special attention has been paid to details such as making each section convenient for salesmen to show goods and



NELSON MILLS,
*Vice-president and manager of the
Mills Hardware Co., Hamilton.*

prevent stock from becoming disarranged. For instance, in the bit section, where auger bits, drills, etc., are stocked, the goods are sampled on the sliding door in individual compartments which are fitted in drawers, thus making a separate compartment for each size or kind of bit or drill. Chisels and many other lines are sampled in the same manner and no time is wasted in

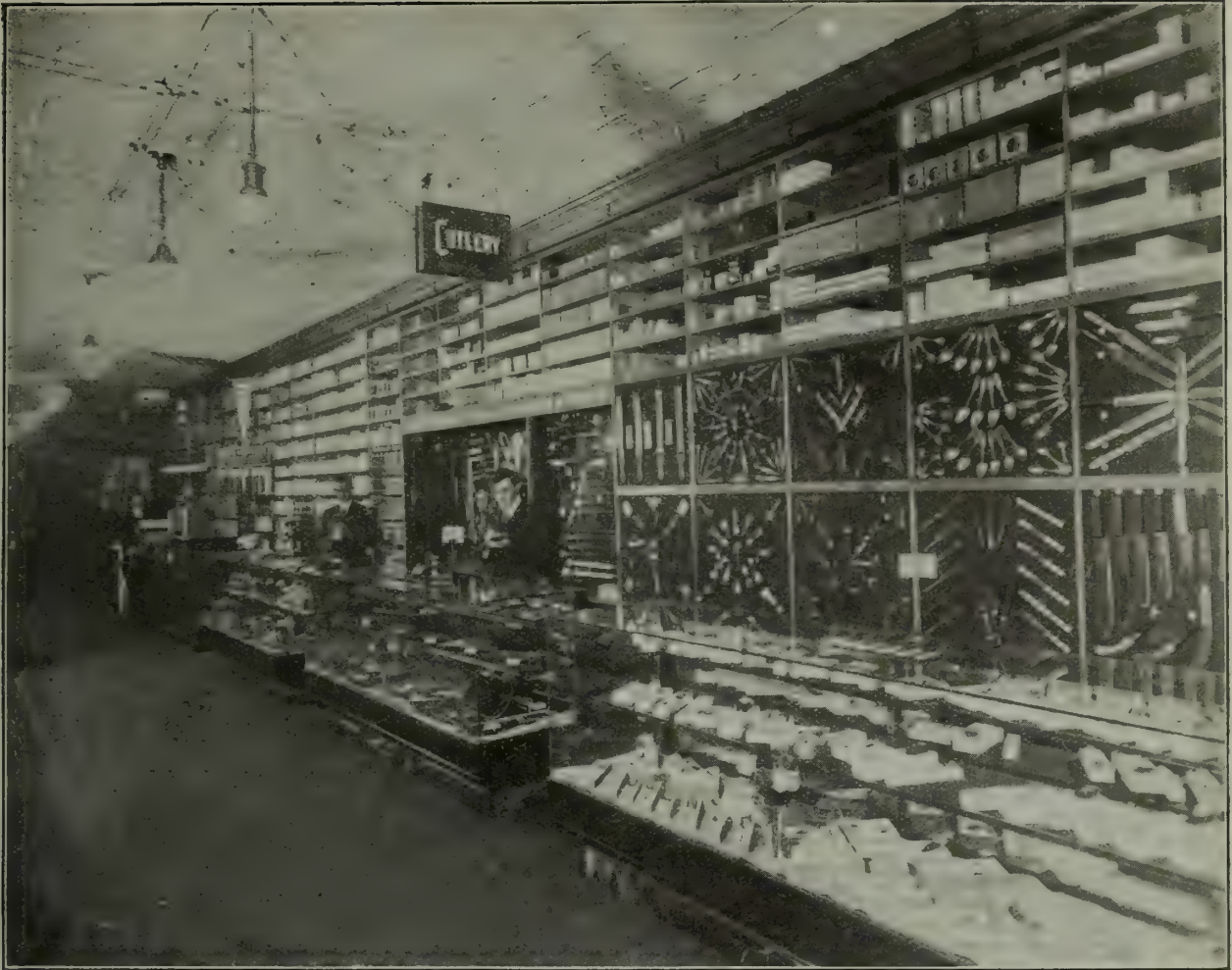
getting goods for customers or in taking stock as all goods are arranged in order of size. In the illustration, a salesman may be seen taking goods from the stock that is kept behind a sliding door. Hatchets, braces, draw knives, etc., are also displayed in a very attractive and convenient manner. Hand saws are displayed on a special rack as may be seen in the illustration, by using this style of rack a full view is given of each size or style of saw.

Bathroom fittings are also sampled in a manner that will attract the attention of customers. In the bolt department, a full stock of carriage bolts, machine bolts, coach screws, C. S. and R. H. rivets, square and hexagon tapped and untapped nuts, thumb nuts are carried in a space measuring 28 inches by 12 feet. This has been accomplished by using metal boxes with oak fronts which measure 6 in. x 6 in. x 17 in. and are divided into sections from one to five, according to the number of sizes they are going to contain.

When it is taken into consideration that in carriage bolts they carry a full line from 3-16 in. x 1 in. to 1/2 in. x 14 in., and also a good representation of sizes



A view of the west side of the store, showing the departments devoted to mechanics' tools, carpenters' tools and builders' hardware.



The east side of the store—The departments shown are devoted to cutlery, paints and garden tools.

in the other lines, it will be seen that a great saving in space has been accomplished by arranging the bolt department in this manner.

Splendid Paint Department.

The Mills Co. are making special efforts to secure a large paint trade in their new store and the paint department on the east side of the store is seventy feet in length. The shelving is well constructed and is made with good depth in order that a large stock may be carried. A special top has been made for the counters in front of the paint department. This top has been divided into compartments and contains a large selection of paint, varnish, and kalsomine brushes. Paint display boards, slats and samples are hanging above these counters and it is almost impossible for customers in the paint department to leave without having their attention drawn to the large assortment of brushes.

Price tickets are attached to each compartment, and, in addition, the prices are marked on each brush.

Mr. Mills states that they have an exceptionally large sale of brushes on account of displaying them in this manner.

In the rear of the main store interior, there is a large receiving room in which all goods are secured, checked and priced before being placed in stock. The basement runs the full length of the store and is equipped with vault, electric lights, cement floor, oil tanks and pumps, wash room, etc. An elevator is also used for freight.

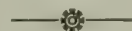
The floor of the main store interior is always kept oiled as this assists greatly in keeping down the dust. Samples, cases, counters, etc., are always kept clean and bright and window displays are changed regularly. There is also a good rear entrance to the company's store from one of the main streets to which auto's or wagons may be driven if desired.

When purchasing the site, the Mills Co. also purchased the adjoining store, and enlargements may be made on the present store when required.

The Mills Co. have a very up-to-date delivery system and their delivery wagons are attractive in appearance.

WESTERN CURLING LEAGUE.

Winnipeg, Man.—At a meeting the Wholesale Hardware Curling League, held in the office of Wood, Vallance, Limited, the following six firms were represented:—J. H. Ashdown Co., Miller-Morse Hardware Co., Jas. Robertson Co., Wood, Vallance & Co., Marshall Wells Co., Merrick Anderson Co. It was decided to begin play at once for the Moulden trophy. The Steel Company of Canada, Limited, through their Western manager, A. E. Hanna, have also offered four prizes, valued at \$25 each, for a first prize in curling, in the Wholesale Hardware Curling League, and, as soon as the series for the Moulden trophy is over the Steel Company of Canada competition will begin. Interest in the competition among the wholesale hardware houses is very keen, and a good series of games should result.



The Oscar Onken Co., Cincinnati, manufacturers of display fixtures and units, are starting a factory in Toronto this summer.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWERY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
Vancouver, B.C. - H. Hodgson, 2649 Third Ave. West.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, February 8, 1913

A METAL REVIEW.

A review of conditions on the metal markets during 1912 leads to the impression that it was a memorable and, from most standpoints, a satisfactory year. Business was heavy and prices were high. The one detracting feature was the continuous succession of shortages which developed at various stages of the year. Lead was the metal which gave the most trouble in this respect. At one time, lead stocks in this country were completely wiped out and the difficulties that developed as a direct result may well be imagined. At the present time, the pinch is being felt in iron and steel products, deliveries being seriously delayed in practically all lines.

Outside of this feature, 1912 saw metal conditions exceptionally brisk, and satisfactory. The consumption in Canada broke all records "most amazingly," as a contemporary has phrased it; and, as prices were high, the likelihood is that profits were good. This does not necessarily follow, however, as it is well known that the margin on which business was done in certain lines and at certain times—despite the height to which prices attained—was quite small.

Copper was the feature metal of the year, its sensational advance having been in some ways spectacularly unexpected. There were sound grounds for the appreciation in the value of copper, however. Increased consumption jumped the price up by leaps and bounds, manipulation playing but a small part in the upward tendency of the market. It is believed that the advance will prove permanent.

Tin was high all year and no one expects that the coming year will see any change in this respect. Tin con-

sumption has advanced enormously and the tangible sources of supply remain about stationary. What better reasons could there be for expecting a continuation of high values?



A RECORD PAINT YEAR.

On another page reference will be found to the prospectus for a record year in the paint trade. It is no mere idle assertion to say that the year 1913 will see a remarkable advance in the demand for paint and paint products. Manufacturers predict confidently that such will be the case and have, to back them up, the evidence of the busiest January in the history of the trade.

Confidence is engendered by the record-breaking proportions of building operations. The coming year will see great activity in the building trades, and railroad structural work will be on an unprecedented scale. In the West particularly, there will be an exceptional demand for paint as the proportion of frame buildings erected there is much larger than in the East.

The increase in 1912 in paint consumption was far larger than had ever been deemed possible. Now, however, predictions are freely heard that during 1913 a still larger increase will be made.



U.S. PIG IRON PRODUCTION.

A striking evidence of the industrial awakening which has manifested itself not only in this country or in North America, but in all parts of the world, is afforded by figures recently published by the Bureau of Statistics of the American Iron and Steel Institute. It is shown that the production of pig iron in the United States has practically doubled since 1908. The total production of all kinds of pig iron in 1912 amounted to 29,727,137 gross tons against 23,649,547 tons in 1911, an increase of over 25.6 per cent. In 1908, the total production was 15,936,018 tons. When the magnitude of industrial operations in the latter year is considered, the significance of the increase in pig production will be realized. The last four years have been epoch making in all phases of trade and industry.



FEDERAL CONTROL OF "BIG BUSINESS."

E. C. Simmons, of the Simmons Hardware Co., United States wholesalers, has given an interesting article to the press on Federal Regulation of Big Business. He says in part:

"Whatever we do in our attempts at solving the 'big business' problem will be done, in the beginning, in a more or less tentative manner. We are bound to make mistakes, and perhaps some serious ones, because we lack a guide to point out to us the best. All sensible men will join in the belief that organization and government should learn from their blunders, and not make the same fool mistake twice. The main thing just now is to make a start, and if 'big business,' say of a certain size, which may have to be arbitrarily determined, is subject to federal control, it is quite apparent that a great many things that have been done in the past, and never should have been done, will not again be done in the future.

"Federal regulation, in my opinion, is sure to come; at any rate, I am sure we are going to give it a trial, and it is only a question of time when it will come."

THE ADVENT OF MOTOR CYCLES.

Advices from London show that the motor-cycle is being developed rapidly. It was the feature at the recent motor shows—and for the cycles which seat two persons (which have been termed cycle-cars) a big demand was shown. It is predicted that these machines will soon be everywhere. Already they are on hire as taxis in several European capitals.

The motor-cycle is comparatively a novelty in this country, but it is growing in favor very rapidly. Hardwaremen should not lose sight of this fact. The advent of the motor-cycle opens up possibilities of greatly increased trade.



THE SMOKE NUISANCE.

Many cities, notably Winnipeg, are starting to work earnestly with a view to the abatement of the smoke nuisance. Practically every municipality has a smoke by-law but the enforcement is generally very lax. In some cities, factories are compelled to install smoke consumers, but this provision is by no means general.

It is quite possible that in some cities, where the agitation has been most pronounced the use of soft coal will be prohibited. This, it is contended, would prove the means of a big demand for heating apparatus. A return to hard coal would mean that new furnaces would have to be installed in many cases to replace old ones capable of being fired only with soft coal.



POINTED EDITORIALS.

Consider a tenpenny nail—the harder you hit it, the faster it gets there.

* * *

A record paint year is ahead. It seems early to make this prediction, but the facts back it up.

* * *

Hardwaremen should be on hand at Hamilton. The exhibition of manufactured products will alone be worth the trip.

* * *

With the brisk opening to the year's business that January supplied, the pessimists have finally taken to the woods.

* * *

Poverty has produced more men than plenty ever knew. This cannot be applied very closely to the retail business, however.

* * *

Two sessions of the Question Box at the Hamilton Convention will bring out a spirit of "Kruegerism"—a word coined at the last American general hardware convention. It means getting right down to live facts and discussing them in a practical way.

* * *

The bear saw his shadow, so six weeks more winter are on the books. The word 'more' in this connection seems rather superfluous, by the way. Hardwaremen, who have been unable to clear out their stocks of skates, sleds, etc., will wish that Bruin had terminated his long slumber about December 1.

* * *

The prophet's vision of the nations beating their swords into ploughshares and their spears into pruning hooks, splendid though it be as a piece of imagery, fades into insignificance beside the accomplished fact of dynamite, a substance primarily designed to destroy human life, being utilized to clear and cultivate the soil.—Ironmonger.

True Salesmanship

A QUESTION was propounded in the Junior Clerk's page in last issue which opens up a very interesting problem. The question was with reference to the fairness of fixing a salesman's salary on a basis of percentage of sales. Whether or not this is a fair basis—and all will not agree on the matter—the fact remains that present sales should not be the sole objective of the salesman. A few thoughts along this line will not be amiss.

Some salesmen have but one object constantly before them. To make sales, preferably big sales. They will get through with one customer as fast as possible in order to get the next one, perhaps paying scant attention to customers who are looking for low-priced articles when "bigger game" is in view. Salesmen of this stamp neglect the little courtesies which make permanent customers. They will sell goods to people which they can be sure will not prove satisfactory to the purchasers; thus, they make one sale in the present and perhaps throw away many dozen purchases for the future. This, however, does not worry the get-'em-at-any-cost salesman. He looks only at the present, quite forgetful of the future.

There are other points to be considered in deciding the real worth of a clerk. Some men will spend a lot of time sorting up and rearranging the stock, leaving others to attend to customers. The work they do in this way will tell in future business, but it will not tell on the sales books of the men really responsible for the business. The clerk who "hogs" the showy side of salesmanship and allows his fellow clerk to attend to the preparatory work, has the biggest showing on the books, but he may not be a whit more valuable to the business than the other. Again, some salesmen spend much time in trimming window displays and in cardwriting—work which brings sales but which also reduces the salesman's record.

Salesmen should be prepared to sink individual interest in a desire to further the best interests of the business. Merchants should be prepared to properly appraise the value of salesmen who act on this basis.

A contributor has given us the following suggestion for a salesman's motto:

"Having the general interests of the business at heart, sending customers away with good impressions of the business; courtesy, carefulness and correctness; avoiding losses through stock accumulation; care in handling goods; having a religious regard for the ultimate success of the business, to the end that a fair and adequate margin of net profit will result from the business transacted year by year."

Using the Motor Truck During Winter

Can Good Service be Given During the Seasons When Streets Are Covered With Snow?—Dealers Who Have Trucks Say Yes — The Experience of the James Walker Hardware Co., Montreal.

An efficient delivery system is one of the most essential features of a retail store. Recognizing this, dealers have shown a disposition to replace the horse by the motor truck. Those who have done so, have found the results highly satisfactory. Not only has the service rendered been more efficient, but in many cases at least, the cost of maintaining a motor truck has been found less than that incurred with horse delivery.

Granting the advantages, some dealers have been prone to point to one disadvantage—or what was believed to be a disadvantage—in the motor truck. The truck, it was pointed out, could not navigate through snow banked streets, where the faithful nag would get through easily and expeditiously. This disadvantage, though confined to one season, was counted as being a serious one.

But is such the case? Is difficulty found in running a motor truck through the winter months? In order to arrive at a fair conclusion on this subject, Hardware and Metal has interviewed a number of firms who use the motor truck and has found that they do not complain of much difficulty on this score.

An interview follows with Max Hill, manager of the store of James Walker Hardware Co., Montreal. The opinions expressed by Mr. Hill are indicative of the feeling of all other hardwaremen who have been seen. In all fairness, it must be pointed out that the present winter has not been the best in which to conduct a test of this nature as the weather in most sections has been extremely mild. However, there has been plenty of snow in Montreal at certain stages of the season and the motor delivery system has been put to the test at such times.

"To our mind," said Mr. Hill, "it resolves itself down to the lesser of two evils. First—last winter and so far this winter are similar in that we seem to have neither snow nor bare ground, i.e., portions of the city have plenty of snow or frozen ice covering the surface, and here a horse sleigh can be used to good advantage, but the moment the driver approaches the main thoroughfares, particularly at intersections of car tracks, he finds that the snow and ice have been entirely removed from the road surface, and consequently he is unable to pass those points without getting assistance. Therefore, on this particular



One of the motor trucks of the James Walker Hardware Co., Montreal.

point, it is difficult for the driver to determine whether to use wheels or runners, and under the most favorable circumstances he is always in difficulties, if he even carries his normal load.

"As an alternative, the use of a motor truck is not affected by bare ground or an average snow storm. It is only after a very severe snow fall that there is apt to be much difficulty experienced, and at the most this cannot extend over a period of two or three days. It is easy to see therefore, the advantage that a motor truck would possess over any other form.

Use Truck the Year Around.

"The above is in reality, our experience thus far, and we have no hesitancy in saying that we would prefer to stick to the truck and take our chances the year round, than to experience the difficulty as shown.

"As far as satisfaction to customers is concerned, we know that we could not have begun to take care of our trade with the horse and wagon method; that, on the contrary, the use of the motor truck has enabled us to make deliveries so much more promptly and frequently, that it has without question brought additional business to us, from those customers served by the same.

"It is of course to be expected that the up-keep of a motor is greater in winter than in summer. As to the figures, that would be difficult to arrive at with any degree of accuracy.

"To our mind the use of a motor truck is boiled down to just this:—Buy any good standard truck and then hire the best chauffeur that you can procure, irrespective of salary, and you will not

only get the maximum result, but a minimum expense.

"We believe in practicing what we preach and hence are now investigating the merits of three trucks, relative to the purchase of one of the three, thereby eliminating all of our horse vehicles.

HARDWARE LETTER BOX



Gasoline Irons.

S. L. Adolph, Listowel, Ont.—"Please advise me through your paper manufacturer of Gasoline Irons for tailors or house use."

Ideal Sad Iron Co., Cleveland, O.—Ed.

Domestic Junior Vacuum Cleaner.

J. M. Adam, St. Mary's, Ont.—"Kindly inform us who manufactures the Domestic Junior Vacuum Cleaner."

Domestic Vacuum Cleaner Co., Peoria, Ill.—Ed.

Dish Washers.

F. Y. W. Brathwaite, Webbwood, Ont.—"Will you kindly advise us what firms manufacture Dish Washers for hotel use."

Geo. H. Sparrow & Co., 119 Church St., Toronto.—Ed.

COMPANIES INCORPORATED.

The Owen Sound Rolling Mills Co. have been incorporated with a capital stock of \$500,000 for the purpose of manufacturing wrought iron and steel, pipe and tubing, both but weld and lap weld, pipe fittings, bar iron and steel, etc., the head office of the company to be Owen Sound, Ont.

Thomas Bros. By-law Carried.

St. Thomas, Ont.—The by-law to guarantee the bonds of Thomas Bros. to the extent of \$30,000 has been carried by the ratepayers with a large majority.

Plans for "Hardware Week" at Hamilton

Exhibition Booths Are Nearly all Taken—A Large Attendance of Retailers is Counted Upon—Tickets For Banquet Must be Secured by Tuesday—Provision Made For Entertainment of Ladies.

Arrangements for the hardware exhibition at Hamilton have been completed by the officers of the Canadian Hardware Manufacturers' Exhibitors' Association, Limited. They are counting upon a large attendance of retailers, as reports received as to the number intending to be present have been most satisfactory.

The programme, as far as the exhibition is concerned, will be opened by a reception on Monday at the Hotel Royal. The officers of the association will be on hand to greet visitors and welcome them to the exhibition.

On Tuesday morning, the official opening will be held. The mayor of Hamilton will be present to assist at the opening ceremonies. From that time on, the exhibition hall at the Armouries will be open. The trade only will be admitted during the daytime—both morning and afternoon—on Tuesday, Wednesday, Thursday, and Friday. On the evenings of Tuesday, Wednesday and Thursday, the exhibition will be open to the general public.

A joint meeting of the two associations — exhibitors and retailers — will be held one day. Jobbers representatives and exhibitors will participate in the discussions at this joint meeting as well as the retail hardwaremen.

Banquet on Big Scale.

Elaborate arrangements are being made for the banquet on Thursday night. It is anticipated that there will be 600 present and of this number it is hoped that more than half will be members of the retail trade. The banquet will be held in the Alexandra rink.

Efforts are being made to have a number of distinguished guests in attendance. Invitations have been issued to Premier Borden and the members of the Dominion Government. It is expected that Hon. Frank Cochrane, who was a hardwareman himself, will accept and other members of the cabinet may also be on hand. An invitation has been extended to Sir John Gibson, Lieutenant-Governor of Ontario. Among other distinguished guests who will likely be in attendance will be President Gourlay, of the Canadian Manufacturers' Association. Representatives from the Quebec Retail Association will be on hand.

Provision is also being made for the entertainment of the ladies on Thursday evening. Refreshments will be served in the gallery for the ladies. The officers are extending a hearty invitation to the hardwaremen to bring their wives

with them. The presence of members of the fair sex will serve to add to the social side of the week's program.

To Give Prizes.

All retailers who attend are requested to register their names early. Registration will open on Tuesday morning in the secretary's office at the Armoury. In order to encourage visitors to register early, prizes will be given. It is proposed that each manufacturer exhibiting donate a prize. These prizes will be drawn for by the first 200 hardware dealers who register and there will thus be a substantial inducement not only to arrive early but to register at once. Only hardware dealers will be eligible for prizes.

Tickets for the banquet must be secured on Tuesday. In view of the assured size of the attendance, the committee must know well in advance how many to provide for at the tables. Retail hardwaremen will be the guests of the association at this banquet.

For the admission of the public to the exhibition, 75,000 tickets have been printed. These will be given to the jobbers to distribute to the retailers. They in turn will distribute them to their customers.

The spaces in the exhibition hall have practically all been taken, a comparatively small number only being left.

Catalogues

and

Booklets

Disston Saw.

Henry Disston & Sons, Philadelphia, Pa., and Toronto, Canada, have issued a supplement to catalogue of 1911. Half-tone illustrations, lists, descriptions, etc., of many new lines are shown, including pruning saws, saw kits, cabinet saws, plumbers' saws, one-man docking saws, scrapers, trowels, hack saw frames, squares, screw drivers, gauges, plumbs and levels, etc.

Coffee Percolators.

The Toledo Cooker Co., Toledo, Ohio, have just gotten out a display card for displaying its "Ideal Aluminum Coffee Percolator." The card is a "full size"

coffee pot, having a cut out in the pot, in which is placed an actual percolator, and is designed to correctly convey the idea for which the percolator is intended, to convert an ordinary coffee pot into a high-grade percolating coffee maker. The display cards are lithographed upon strong substantial cardboard, with patented easel. The lithograph is in three colors, and makes a handsome display.

Kyanize Booklets.

The Boston Varnish Co., Boston, Mass., are issuing some interesting booklets concerning their 1913 campaign in behalf of the "Kyanize" line of floor finishes, white enamels, etc. The popular magazines, ladies' publications, Sunday magazine supplements will also be utilized. "Winthrop Wise" is a new creation. He is the mascot for the Boston Varnish Co., and will soon appear in the magazines as an aid to help in advertising Kyanize.

Lawn Mower Card.

The Supplee Hardware Company, Philadelphia, Pa., lawn mower department, have gotten out a very attractive show card featuring Pennsylvania Quality lawn mowers. A Pennsylvania mower is shown, and also the company's slogan, "State the State, for Quality's sake." The background of the card is in black, and the raised lettering and illustration is in gold. The black and gold bring out strongly the mower to which the card calls attention. The rich effect of the card would be sure to attract attention in a dealer's store.

A Casket Merger.

Toronto, Canada.—The casket manufacturers have completed the merger of all their interests into one huge concern, which will have a capitalization of about \$1,500,000. The concerns entering the merger are as follows:—National Casket Co., Toronto; Globe Casket Co., London; Semmens & Erel, Hamilton; Christie Bros., Amherst, N.S.; Girard & Godin, Three Rivers, Que.; Elliot & Sons, Prescott; Winnipeg Casket Co., Winnipeg, Man. With the exception of the Winnipeg Co., all details associated with the amalgamation have been completed. The object of the merger, it is stated, is not to increase the price of caskets, but to cut down overhead charges and eliminate needless competition.

Conducting a Removal Sale

Sales Are Necessary to Reduce the Stock Carried in Cases Where Dealer is Moving From One Store to Another—Methods to be Followed in Carrying on the Sale—Suggestion for an Advertisement.

The early part of a New Year usually finds a number of hardware dealers moving into new or larger premises. The moving of a hardware stock is a large undertaking and involves a considerable amount of labor.

In moving into new premises, it is invariably the ambition of a live merchant to start business in his new store with a clean and up-to-date stock of merchandise. The bright appearance of a new store can be easily marred by showing old or shop-worn goods. In moving a hardware stock the dealer will find that he has many articles that present a shop-worn appearance and that there are samples on boxes or sample boards that have become dull from handling or exposure. In the majority of cases, the merchant will always consider a plan to rid himself of these lines and at the same time dispose of a large amount of his stock to avoid the necessity of moving it to his new store. A clearance sale is the only solution to the problem.

In most cases the dealer announces a "Removal Sale." The success of the sale depends on the enthusiasm of the merchant and his salesman. The announcement of a 'Removal Sale,' without the facts to back it up will not bring the results that are expected. It is a well-known fact that a fire sale, bankrupt stock sale, removal sale, or opening sale, will attract large crowds if brought to the attention of the public in a live manner, but if the crowds arrive at the dealer's store and find that the interior appearance has not changed to any extent and that the salesmen do not seem to be alive to the situation, they will often be disappointed; and the news will soon spread around that the sale is on in name only. A large number of people attend sales out of curiosity but will often prove good buyers if they see goods displayed at reasonably reduced prices.

There are also a great many lines of goods usually carried in a hardware store unknown to the general public and, if these goods are well displayed and good use is made of price cards, they will often turn out to be brisk sellers.

In running a sale the dealer should carry out any offer that he makes in his ads, and should not try to deceive the public in any way whatever.

It is sometimes contended that special sales are not profitable for the reason that the people would buy goods at reduced prices where they would otherwise buy them at regular prices later on if sales were dispensed with. This, of course, is a matter of opinion, but several dealers who have been in the habit of running sales of various kinds state that

hundreds of people will buy goods if they think they are sold at reduction that would not otherwise think of doing so. It is also a well-known fact that many people have a mania for buying goods cheap even if they are not in need of them. A sale always draws a large amount of new trade and if they are properly treated, many of them will

Removal Sale Great Price Reductions

It is our intention to start business in our new store at 150 Bright Street, with a brand new stock of hardware. On Monday, Jan. 27, we will commence a three weeks' removal sale in our present premises, 120 Main Street, and in order to sell our immense stock in that time we have decided to slaughter prices. It will pay you to watch our Bargain Windows, Bargain Tables in the store, also the ads. that will appear every day in this paper. We guarantee that this will be a genuine sale in which goods of merit will be offered. It will be impossible for us to enumerate in the newspapers many of the lines of goods we have in our large and well assorted stock, we name below only a few of the many lines on sale and in order to convince you of the genuineness of this sale and the bargains offered, a personal visit to the store is solicited

Space for Goods on Sale

BLANK'S HARDWARE

120 Main St.

Phone 200

eventually become regular customers. It is surprising how a large number of people will rummage through boxes or bargain tables and it has often been said that in some sales, where the goods are disarranged they will sell more rapidly than if in a neat condition.

When a merchant announces a sale he should have the windows and store interior arranged to suit the occasion.

A very successful "Removal Sale" was conducted in an Ontario city some time ago and the hardware dealer was enabled to start in his new store with a good stock, minus many of the old lines he had in the old stock.

This dealer had noticed that many merchants in other lines would announce a removal sale months before they were really going to move and instead of having a short brisk sale they would let it drag along without much enthusiasm for a long period of time. The dealer in question decided to run a three-weeks' sale and made arrangements for increased space in the daily newspapers. He also had large signs painted for the front of his store on which he announced the "Removal Sale" for 3 weeks at greatly reduced prices." He also purchased several cheap tables and arranged them as 5c tables, 10c tables and so on, until 50c or 60c was reached. Other spaces were reserved on counters, etc., and an abundance of goods was shown. Large price tickets were used and all goods were marked in plain figures. Copies of newspaper ads. were posted up in many parts of the store. The interior appearance of the store was changed in many ways by the new arrangement of the goods and all in all it looked as if a genuine attempt was being made to clear out the stock.

This dealer made it a point to have leaders in addition to the regular stock, and he purchased several lines of tinware, woodenware, enamelledware, etc., that could be sold at very low prices for leaders. Many of these lines he sold at cost but he found them a good ad. as customers who came in to buy leaders would become interested in other lines and purchase accordingly.

The two windows in the store were used to good advantage. One of the windows was used every day as a one-price window. For instance, on Monday, any article in the window sold for 10c; Tuesday, 20c; and upwards until a two dollar window was reached. It was surprising the large number of goods sold in this manner. In the 10 and 15c windows it was a common occurrence to see a customer pick out from 6 to 12 pieces. The other window was used to display higher-priced goods. Large price tickets were placed on any goods displayed in this window. For the "One Price" win-

dow a large card measuring 24x30 inches was painted, bearing the words "Any article in this window" with the price the goods were being sold at.

This sale was conducted during the month of February. It was a genuine sale as the dealer offered good bargains. And he was well rewarded for his efforts. He found that, by offering reasonable reductions in price, he sold lawn mowers and many other lines that had been carried over from the previous summer.

The Advertising End of it.

Large ads. were used in the daily papers. In these ads. the dealer always

stated prices and in many cases gave the regular and reduced prices on the goods. The accompanying illustration of an ad. will give an idea of how the sale was commenced. The ads. were changed every day.

The dealer referred to found that, after the first week of the sale, he was compelled to make large purchases of table cutlery, scissors, household goods and many hardware specialties in order to meet the demand. He also found that it was possible to make a reasonable profit on many lines and still have well satisfied customers.

New Law to Govern Metal Marking

Bill Now Before the Senate to Enforce New Markings on Gold and Silver Products—All Ware Offered for Sale Must Be Marked According to Quality.

Ottawa, Feb. 7.—A new set of regulations for marking gold, silver and plated goods has been drawn up and will probably soon become law. The Government has redrawn the Act designed to prevent the fraudulent marking of gold and silver articles and of plated ware manufactured, imported and offered for sale in Canada.

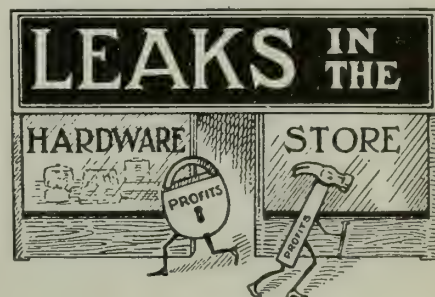
The Act has been amended several times during the past few years, but dishonest persons have invariably found loopholes through which they can escape after doing fraudulent things. The latest amendment has been carefully prepared under the direction of the Government and introduced into the Senate. It was considered by a Senate committee.

Gold and silver articles offered for sale in Canada, if marked at all, will hereafter have to bear a trade mark, and in addition "a mark truly and correctly indicating the quality of gold and silver," or a British hall mark, or the correct official mark of any foreign country correctly indicating the quality of gold or silver. An article cannot be marked as gold which is below nine karats in fineness. The marks "silver," "sterling," "sterling silver," "coin," or "coin silver," shall not be applied to an article containing less than nine hundred and twenty-five thousandths silver.

Gold and silver-plated ware, if bearing any mark whatever must also bear a registered trade mark to indicate the manufacturer. The word "silver" alone, or in a compound word, is not authorized for use on a plated article except in the words "nickel silver," or "German silver."

"When the base of the inferior metal upon which the plating of silver is deposited contains less than ten per cent.

of pure nickel there shall be legibly stamped upon the article the word 'brass.'"



The majority of hardware dealers will tell you that they have trouble with clerks leaving lights burning in the basement of their store. With a number of electric lights in the basement if these are left burning, when not necessary, it adds greatly to the monthly lighting account. It often happens that at closing time the men will leave the store and neglect to notice whether or not the basement lights are burning.

In order to overcome this waste of light, the Mills Hardware of Hamilton have introduced a simple and effective method. They have had the electric wiring extended upstairs to the rear of the main store interior, near the office. A red electric light bulb of low candle power is illuminated when the basement lights are turned on. This light can be seen from any part of the main store, and reminds the salesman of the fact that they have come upstairs without turning off the lights.

It is also very useful at closing time as the employee, who locks up the store in the evening, can see the red light illuminated if any of the lights are burning in the basement.

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 37 we show in detail a fire-proof sheet metal window. These windows are now being made in every large sheet metal factory, and are considered at present the highest art of the sheet metal worker, and, in fact, it is this class of architectural work, such as cornices made from architect's details, possessing all the beautiful lines and proportions of the classic order; fire-proof windows and skylights, with hollow mouldings and expanding bars, possessing all the requisites of modern steel structure engineering, that has raised the work of the sheet metal worker from that of the lowly tinker to the more dignified one of the artist artisan.

Now let us study these window details.

Fig. 1 shows an elevation of a window resembling very much the usual wooden window; in fact, the fireproof window is intended to resemble as near as possible the ordinary wooden window.

Figs. 2, 3, 4, 5 and 6 show the detail through each part. For instance, Figs. 2 and 5 show the detail through the side A-A, as though the window had been sawed through and the top part removed. The detail then shows what we would see looking down at it. We see the brick walls, with the furring strips, lath and plaster, the way the window is held in the walls by means of

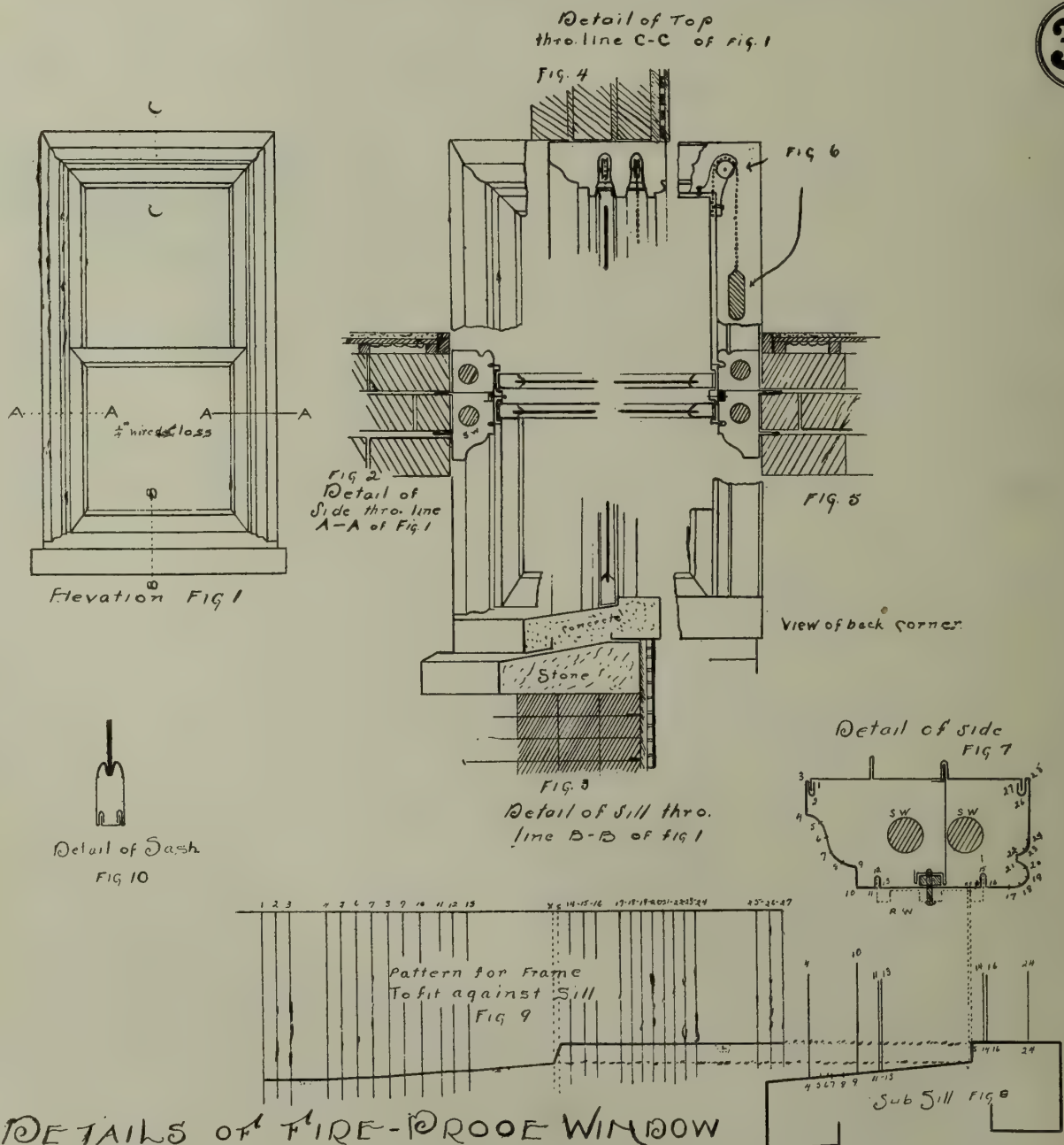
flanges going back in the mortar lines between the bricks.

For a larger detail we then refer to Fig. 7, which shows these flanges the way the metal is locked or folded at joints, the sash weights for hanging or counter-balancing the sash (shown by S. W.); the way the frame is moulded or shaped, and the way it is partitioned for the sash weights, which also serves as a brace.

The dotted line represents the runway for the sash, and can be placed in position after the frame is built into the wall by putting the runway and sash together and setting the whole in place,

(Continued on page 51.)

37





THE JUNIOR CLERK'S P. A. G. E

HARDWARE CLERKS SHOULD READ TRADE PAPER.

We often hear the expression, "I haven't time to read." That seems rather strange as we generally observe that men at the head of large concerns, or those who have made a success of their business, find that they have a certain amount of time to devote to reading. There are many eminent men who have had great influence in the progress of modern civilization whose success may be attributed in a large measure to the time they had devoted to study and thought. In the light of these facts, we must come to the conclusion that it is the busy man who has time to read. The observant hardware salesman who has called on the managers of large hardware concerns, it matters not whether wholesale or retail, will find that, with few exceptions, they will have a recent copy of their favorite trade journal within reach, and are well posted regarding its contents.

A successful merchant is usually willing to admit that he has received many valuable suggestions from his trade papers. It necessarily follows that, if successful merchants find useful information in reading their trade journal, there must also be a large amount of information that would be found useful for ambitious clerks.

The ambition of almost all clerks engaged in the hardware business is that they will eventually become proprietors. The clerk who starts early in the race to study the methods of successful merchants as outlined in the trade papers will find that he will not be lacking in knowledge when the opportunity to go into business presents itself. There is no doubt but what there are many opportunities awaiting successful hardware salesmen who are well informed regarding their line of business. Large wholesale and manufacturing firms are constantly on the look-out for new men and the hardware field to-day is much larger than ever before. There are three expressions which should be

budled into an ash can and dumped into oblivion: "I haven't time to read," "This way is good enough for me," and "We never did it this way before."



SALARIES ON PERCENTAGE.

Last week I asked for opinions as to whether salaries of salesmen could fairly be determined on percentage of sales. My own opinion was that the percentage system was fair in many cases, but could not be laid down as a positive rule to apply in all cases. From the replies which have been received, I have become more firmly convinced that it would not do to arbitrarily fix all salaries in this way.

The replies received have covered the problem from many standpoints, but on one point all seemed to agree—that immediate sales should not be the whole objective point of the salesman. That the salesman should strive to be always courteous and obliging with an eye to future sales and to build up the store reputation for service was deemed to be an important consideration; a consideration which the merchant should not forget in fixing the remuneration of his clerks. Another good point brought out was that clerks should spend a certain amount of time straightening stock. Time spent this way does not show in the sales book and some clerks are prone, therefore, to let this work slide or to hand it over to some other member of the staff. The work of the salesman who puts in time straightening stock while the others attend to customers should not be judged solely by the total of his sales.

There are other things than actual sales which must be counted in determining a salesman's worth. The time that one man takes in sorting up the stock or in preparing price cards is making future business. Sales which result from his work may be closed by other members of the staff who will get all the credit on the sales book. It is thus apparent

that sales percentage is not the fairest method of determining salary in all cases.

It is not in the employers interests to keep the man who devotes some of his time to "missionary" work down to a salary lower say than that of the clerk who looks at nothing beyond present business.—The Junior Clerk.



REMARKS OF THE JR. CLERK.

If you think you're beaten, you are.

A bass drum sometimes drowns a lot of bad music.

If you have a kick coming, put your whole soul into it.

None are so blind as those who have no object in view.

As a sticker, a porous plaster hasn't anything on a bad habit.

Is your mental energy used in dodging work or in creating work?

No man is down and out until he has lost faith in himself.

The rising generation should get up when the alarm clock gets busy.

Usually a man's sense of humor goes lame when the joke is on him.

The clerk who accomplishes most is the one who makes the least fuss.

It is easy to forgive your enemies after getting square with them.

Do you think that each sale you make entitles you to a vacation?

How much could you afford to pay yourself if you signed the pay checks.

Some men are born great, some achieve greatness, and some manage to put up a successful bluff.

A clerk should remember that he is not paid merely for his presence, but for his work and is judged accordingly.

The man that cannot feel a live interest in the work he is doing has no particular room to kick if his employer fails to take a lukewarm interest in his welfare and progress.

How Mail Order Opposition is Met

People Buy Through Catalogue Because They Are Not Aware of What the Local Dealer Carries—Letting Them Know What the Store Offers Is the Secret of Successfully Coping With the Opposition—Some Dealers Do It by Issuing Mailing Lists.

A hardware dealer complained a few days ago that the mail order houses were selling a large amount of roofing in his district and that, as far as he could see, it was the same roofing as his but under a different name. A large amount of this roofing was being sold to farmers and they were also purchasing other lines of goods at the same time and having them shipped into his town. The dealer claimed that the farmers were actually paying more for the roofing than he could have sold it for, and he would then be making a good profit.

This dealer also claimed that the rural telephones were also a detriment to the hardware dealer in the fact that the farmers would telephone to each other and talk over matters pertaining to the mail order houses and that they would very often club together and have large shipments of roofing and many other lines of goods sent to one address and distributed from there.

According to recent reports the mail order houses are increasing their business at a tremendous rate and during the past year the catalogue business in Canada has run into many millions of dollars.

This large amount of business comes from "somewhere" and no doubt that somewhere is partly in your district. What steps have you taken to prevent this escape of business from your territory? Sitting in the store thinking about it will not produce the desired results. The mail order houses have trained staffs of high salaried men to think and act in order to produce methods that will induce customers thousands of miles away to send their money and order goods they have never seen. If a community gets into the mail order habit, it is very contagious. If the habit grows it will take very strenuous efforts to break them off that habit. The dealer mentioned in the first part of this article complained about losing sales on roofing and, when asked what he had done to prevent the decrease in sales in this department, he stated that very little could be done; at any rate, nothing had been done. He acknowledged that he did not know the best method to cope with the mail order competition.

This condition no doubt exists in many places and a large number of dealers are apparently content to let matters run as they have for years past, and allow a large volume of trade to escape

which might be prevented to a great extent if they made efforts to keep that trade in their districts.

A complaint raised by dealers very frequently is that the farmers often buy from the mail order houses and pay higher prices than they pay at the local store. There can be no doubt but that in such cases the dealer could have secured this business had he adopted the same tactics as the mail order houses. If they had taken steps to let the farming community know what the retail prices were, the mistake would have been avoided. Farmer and dealer would have benefited equally.

There are many live dealers who seldom complain about the mail order houses and, although they admit that they lose a certain amount of business in this manner, they claim that the percentage is small. These dealers are usually men who have their own mailing list and at the same time use space in their local newspaper. In preparing a mailing list the dealer has many advantages. He is able to get up an accurate and complete mailing list of people in his community. It is a comparatively easy task for the dealer to keep a live mailing list; whereas it is a very expensive proposition for the mail order houses. Notwithstanding their fine system they waste large sums in mailing literature to incorrect addresses, to people who have moved or perhaps who never existed. First-class mail keeps one advised of incorrect addresses but with circular and booklet or catalogue matter it is different.

The dealers who are successfully competing with the mail order houses usually take pains in making up their mailing list and have it sub-divided under headings such as "farmers," "mechanics," "professional men," "contractors," "auto owners," etc. By using the rural telephone directory, the dealer is enabled to secure a good mailing list of farmers, and in the town or city the telephone directory may also be used to advantage. There are also many people who are good buyers who have no telephones in their homes. Their names and addresses may be secured by the dealer with a little extra effort. The dealer with a well-selected mailing list is off to a good start in keeping trade at home.

Manufacturers will assist the dealer in keeping this class of trade from

escaping and in many lines are always pleased to secure a copy of a good mailing list from the dealer. This free offer on the part of manufacturers is not appreciated to the extent that it should be and, as it costs large sums of money and brings good results to the dealer, it should be taken advantage of to the fullest extent.

The merchant at a reasonable expense can issue small circulars or booklets and by using electrotypes and descriptions, at the same time quoting prices, he can get many prospective purchasers interested. The many advantages to be gained by purchasing at home can be pointed out and the fact that the customer will see the goods before paying for them and get prompt delivery will appeal to them. There are very few people who do not prefer to purchase at home if they know they can get the goods, but if the dealer will not draw their attention to the fact that they can get the goods at home they are left in ignorance of that fact, and naturally look to the firm that advises them where they can obtain the goods they need. By advising the community of new goods he is stocking, the dealer will find that he will hold a large amount of the trade that is now slipping away.

One merchant in a small town has adopted a plan which he claims has worked successfully. The mail order catalogues are sent out regularly and within three or four days of the distribution of same, this live dealer has mailed a booklet to all names on his mailing list. He picks out the lines of hardware contained in the mail order catalogue that he thinks might affect his trade and runs the same lines in his booklet. He also makes it a point on some lines to quote a little lower than the mail order house. He claims that this causes a lot of talk among the farmers as they claim that so-in-so's hardware can sell hardware cheaper than the mail order house. Mail order houses use leaders, but there is no reason why the hardware dealer cannot use leaders in order to stimulate trade. The merchant with a mailing list that he uses, and a good system of newspaper advertising whereby he places his goods before the public in the proper manner, will seldom complain regarding the mail order houses but will look upon them in the light that competition is the life of trade.

Current News of Hardware Trade

Granted a Charter.

Winnipeg, Man.—The H. J. St. Clair Co., Ltd., metal workers, have been granted a Dominion charter.

To Erect Warehouse.

Rosetown, Sask.—The Winnipeg Oil Co. is contemplating the erection of a large distributing warehouse at this point.

Explosive Factory.

Sturgeon Falls, Ont.—The Energite Explosives Co. will build their new factory near Widdifield Station, twelve miles from North Bay, on a site near the T. and N. O. Railway.

To Enlarge Plant.

Sarnia, Ont.—The Regal Gate Co. find it necessary to enlarge their plant during the coming spring, and will build an addition of 110 feet to their present plant.

To Make Tools.

London, Ont.—The Guelph Tool Co., T. S. Hobbs, manager, have secured a site here, upon which they will erect a factory for the manufacture of tools and hardware specialties.

To Use Entire Block.

Trancona, Man.—J. Slopen, of the Trancona Furniture and Hardware Co., intends utilizing the entire block on the north-east corner of Kanata and Melrose Streets for conducting his hardware and furniture business.

To Extend Industry.

St. John, N.B.—T. McAvity & Sons are prepared to erect a group of thirty buildings and give employment to 1,000 workers in the iron and brass industries when the city has its new industrial area ready for locating upon.

New Mill Ready Next Month.

The Dominion Steel Corporation will have their new bar-and-rod mill ready for business next month. This mill will be over 700 feet long, and will have a capacity of 60,000 tons per year. It will be one of the largest mills of this kind in Canada.

To Erect Oil Mills.

Moose Jaw, Sask.—It is reported that interests associated with the Great West Iron, Wood and Chemical Co. intend to erect large linseed oil mills in the Western flax fields. Moose Jaw, Prince Albert and Saskatoon are mentioned as probable locations.

Adding to Plant.

Welland, Ont.—The firm of M. Beatty & Sons are increasing the output of their foundry, and intend to add several hundred hands to their working staff. Additional equipment is being put into the plant of the Billings Spencer Co., including chill press, drop hammer, etc.

Goodrich Canadian Plant.

St. Catharines, Ont.—The St. Catharines City Council has closed a deal with the B. F. Goodrich Company, of Akron, Ohio, whereby a Canadian branch will be established here, which will employ 1,000 hands. The company will manufacture rubber goods of all descriptions.

Business Changes.

Enderby, B.C.—The Enderby Trading Co. announce a change of ownership, Geo. Bell withdrawing from the firm, E. R. Peel and Wm Woods continuing. Mr. Woods will have charge of the hardware department.

Machine Plant to Start.

St. John.—It has been announced that the Noyes Machine Co., of Portland, Maine, will establish a factory in this city. It is the intention of the company to handle its European export business from the St. John factory during the winter months. The Noyes Machine Co. are manufacturers of propellers and brass specialties, and have a large plant in Portland, Maine.

Business Changes.

Dundas, Ont.—Webber Hardware Co. have sold out to Harnes & Ross.

Heward, Sask.—J. A. Flath & Co. have discontinued their hardware business.

Peterborough, Ont.—The Higgins Hardware Co. are dissolving partnership, and the store is closed during stocktaking.

Omega, Sask.—Thos. Moffet & Co., hardware and implement dealers, have disposed of their implement business to C. P. Ennals.

London, Ont.—The plant of the defunct Chelsea Green Hardware Co. has been purchased by an Aurora, Ill., firm for a branch factory.

Carievale, Sask.—S. Shannon has purchased the stock of John Hughes, and is moving his own stock into the premises formerly occupied by Mr. Hughes.

Personal Notes.

Barry's Bay, Ont.—Jos. Long has accepted a position in Kouri Bros.' hardware store.

Macleod, Alta.—The Cunningham & McLarty Co. have commenced a hardware business.

Toronto, Ont.—Chas. Screaton, sales manager of H. S. Howland, Sons & Co., was a business visitor in Ottawa this week.

Penetang, Ont.—Mr. Greaves, manager of the Dominion Stove Foundry, has gone to Chicago to bring his family to Penetang.

Montreal, Que.—The hardware dealers are banqueting Mr. Gordon Seybold (of Starke-Seybold Co.) at the Forest and Stream Club, at Dorval, on February 5. Mr. Seybold leaves on Tuesday to take up his new duties with the Cochrane Hardware Co.

G. E. Karsh, of the Lewis Bros. road staff, was injured in a head-on collision. He escaped quite luckily with only minor injuries, and will resume his duties on Monday.

R. A. Shaw, special representative of the Pike Manufacturing Co., of Pike, New Hampshire, was in Montreal this week.

The following hardware merchants were in Montreal this week:—E. Boucher, St. Hyacinthe; J. A. Moquin, Eastman, Que.; J. W. Paquin, St. Eustache; Anni Lemieux, Henryville, Que.

Fire Losses.

Kenton, Man.—The hardware store of J. E. Smith & Son has been burned out.

Ottawa, Ont.—The Ottawa Pattern and Foundry Co. have suffered loss by fire.

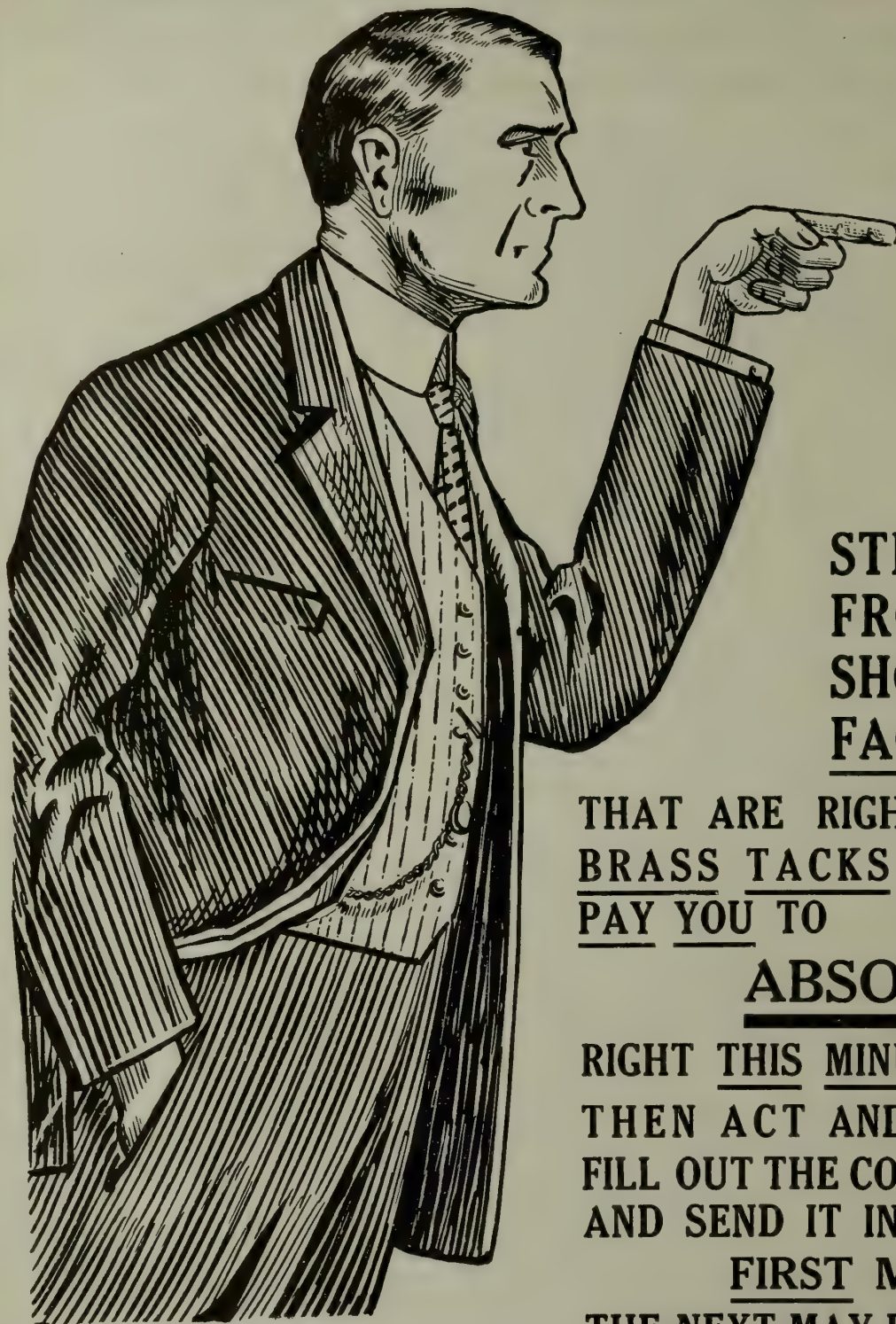
Walkerville, Ont.—The Dominion Stamping Co., Ltd., manufacturers of auto parts, have suffered loss by fire.

New Glasgow, N.S.—A very disastrous fire destroyed five places of business, including the hardware store of Bent & Coohen.

Fort Saskatchewan, Sask.—A very disastrous fire recently visited Fort Saskatchewan. Among the places of business destroyed was the hardware store of A. M. Carseadden.

Calendar Received.

Hardware and Metal is in receipt of a very attractive calendar from the Ontario Lantern and Lamp Co., Hamilton, Ont.



MR. DEAD PARCEL

STRAIGHT FROM THE SHOULDER FACTS

THAT ARE RIGHT DOWN TO
BRASS TACKS AND WILL
PAY YOU TO

ABSORB

RIGHT THIS MINUTE.

THEN ACT AND ACT NOW.
FILL OUT THE COUPON BELOW
AND SEND IT IN THE
FIRST MAIL.

THE NEXT MAY BE TOO LATE.
YOUR COMPETITOR WILL BEAT
YOU TO IT IF HE IS A LIVE WIRE.

ARE YOU IN THE 'LIVE WIRE CLASS
OR ARE YOU A DEAD ONE?

YOUR NAME ON THE COUPON WILL TELL.

Dominion Utilities Manufacturing Company, Ltd.
482½ Main Street, Winnipeg, Man.

I am the Live Wire Dealer of this town and I am after
the dollars you are making for me. I am the dealer that
is after your one-dealer-in-a-town proposition.

Name.....

Address.....

Enclose Your Card Province.....

THAT YC
THAT me
THAT fu
THAT the
THAT th
THAT th
THAT TH
THAT SI
THAT the
THAT ma
THAT the
THAT the
THAT VI
THAT thi
THAT ex
THAT it
THAT wi
THAT W
THAT wi
THAT SA
THAT the
THAT DE
THAT me
THAT mo
THAT PR
THAT YC
THAT gi
THAT YC
THAT an
THAT the
THAT LA
THAT ON
THAT DO
THAT th
THAT an
THAT th
THAT LI
THAT th
THAT YC
THAT th
THAT M
THAT th
THAT A
THAT th
THAT CA
THAT DI
THAT W
THAT th
THAT E
THAT th
THAT A
THAT th
THAT th
THAT W
THAT D
THAT th
THAT O
THAT W
THAT M
THAT A
THAT C
THAT M
THAT B
THAT J
THAT a

ER, DO YOU REALIZE WHAT S POST MEANS TO YOU?

WILL LOSE DOLLARS EVERY day individually.
 MILLIONS to YOU collectively.
 SIXTY PER CENT. of YOUR line WILL BE MAILABLE.
 y per cent. are the very goods on which YOU DEPEND FOR QUICK TURN.
 ne sixty per cent. is the VERY LIFE BLOOD OF YOUR BUSINESS.
 ne sixty per cent. is YOUR LONG PROFIT LINES.
 WELL ADVERTISED SPECIALTIES are the FAST movers from YOUR
 ES.
 JORITY of them WILL BE MAILABLE SOON.
 OW ARE under PRESENT POSTAL regulations.
 IL ORDER business IS developing in LEAPS AND BOUNDS.
 MINION AND U. S. GOVERNMENTS FINANCE THE DELIVERY SER-
 or mail orders.
 the BEST EQUIPPED and MOST RELIABLE DELIVERY SERVICE in
 e.
 ALWAYS BE, because 108 MILLIONS OF PEOPLE DEMAND IT.
 RCELS POST the LARGE MAIL ORDER HOUSES IN THE STATES
 PUT THEIR GOODS right IN THE HOMES OF YOUR CUSTOMERS,
 y and delivery charges ALL PAID, for LESS THAN YOU CAN BUY THE
 GOODS from YOUR JOBBERS.
 N and WILL, as THE MAIL ORDER BUSINESS IS CASH BEFORE
 ERY.
 PROFIT of 72% BEFORE THEY DELIVER ANYTHING.
 will earn at least 2% EVERY TEN DAYS on discounts, WHICH IS 72%
 NNUM.
 URNISH A LARGE AMOUNT OF THIS MONEY through the CREDIT you
 CUSTOMERS WILL PAY THEIR CASH TO THE MAIL ORDER HOUSES
 A CREDIT WITH YOU.
 EDITS YOU EXTEND FINANCE THE MAIL ORDER BUSINESS TO A
 EXTENT.
 TWO MAIL ORDER HOUSES SOLD ABOUT ONE HUNDRED MILLION
 RS EACH LAST YEAR.
 d to MANY OF YOUR CUSTOMERS and WILL SELL THEM AGAIN
 HERS.
 LES EACH ARE INCREASING AT THE RATE OF OVER FIVE MIL-
 EACH, and EVERY YEAR.
 stant INCREASE of the MAIL ORDER BUSINESS WILL DECREASE
 IL ORDER BUSINESS IS only IN ITS INFANCY, but SOLD OVER 500
 NS last year.
 LL CONTINUE as long as PAPER AND PRINTERS' INK ARE MADE.
 TISING MAKES BUSINESS AND DOLLARS.
 K. L. VACUUM WASHER is the BEST ADVERTISED SPECIALTY IN
 A.
 RS DON'T KEEP THEM in stock, they SELL THEM.
 VE OVER TWO MILLION SALESMEN SELLING FOR YOU every week.
 ALESMEN ARE ONLY ON PROBATION, and have got to MAKE GOOD
 DAY or LOSE THEIR JOB.
 ALESMEN CALL AT EVERY HOME IN CANADA EVERY DAY, WEEK
 ONTH.
 lesmen are OVER SIX HUNDRED NEWSPAPERS AND MAGAZINES, and
 t IN THE HOMES and GET THE ORDERS.
 OW THESE ARE FACTS, because EVERY MAIL BRINGS US THE REAL
 RS TO PROVE IT.
 T MASTERS WILL VERIFY this as they KEEP BUSY MAKING MONEY
 S PAYABLE TO US.
 VE REAL DOLLARS THAT ARE YOURS, WHICH WE HAVE BEEN
 G FOR YOU, WHICH YOU CAN DRAW FROM US LIKE A BANK
 NT IF YOU ARE A LIVE WIRE AND FILL OUT THE ATTACHED
 N RIGHT NOW, NOT TO-MORROW, BUT RIGHT NOW, TO-MORROW
 E TOO LATE. THE TO-MORROW MAN IS THE MAN WHO PAYS THE
 F AND SHERIFF THEIR FEES.
 NE DEALER in EACH TOWN can DRAW THOSE DOLLARS immediately
 EP ON DRAWING INDEFINITELY.

IF YOU?
 WANT TO VERIFY
 THESE THAT'S
 YOU CAN

WATCH
 YOUR POST-OFFICE
 AND YOUR
 STATION PLATFORM

ARE YOU
 THE DEAD ONE
 OR THE LIVE ONE?

THE NAME ON THE COUPON
 THAT REACHES OUR OFFICE
 FIRST

WILL SHOW
 THE WORLD LOVES A
 LIVE ONE

SO DO YOU
 BUT HAS NO USE FOR
 A DEAD ONE
 NEITHER HAVE YOU

Weekly Market Report --- Metals

METAL NOTES.

Difficulty is still experienced in getting deliveries in iron and steel products. This is due largely to shortage in supplies.

Tin has dropped a cent, owing to market manipulation.

An advance of 10 cents in sheets is reported at Montreal.

Lead has been advanced 10c per 100 lbs. at Toronto.

MONTREAL.

Montreal, Feb. 4.—The deliveries are still very slow in all iron and steel lines, as the demand seems to be far beyond the capacity of the mills to produce. There seems to be no relief in sight until the demand eases off.

Pig Lead.—The lead market is stronger than last week, but as yet has not affected the prices here, although advances are under contemplation, and will in all likelihood be announced next week.

Tin.—Tin is lower owing to market manipulation, but the decline is not expected to be otherwise than a temporary one, and as soon as manipulation ceases, prices will firm. However, the market is very deceiving.

Pig Iron.—There is no change in conditions in the iron market, and prices are the same as last week.

Copper.—The market is easier on copper, but prices remain steady.

Spelter.—Spelter sharply declined today owing to heavy shipments of prime European spelter coming on the market at a time when the consumers here were all blocked, and the shippers, finding no ready market for their shipment, cut the price to clear. The decline is only a temporary one, and as soon as this stock is disposed of the market will adjust itself.

Advance in Sheets.

Plates and Sheets.—The advance in Canada sheets, which we predicted last week, is announced, and the changes are posted in our quotations. Ordinary sheets are advanced to \$3.10, while the galvanized ordinary are quoted at \$4.75, \$5.00, \$9.50, \$10.00 for the different sizes.

Soil Pipe Fittings.—Heavy and medium soil pipe fittings are quoted at 70 per cent. Light soil pipe is extremely scarce.

TORONTO.

Toronto, Feb. 5.—The difficulties of getting deliveries in iron and steel pro-

ducts are as great as ever. There are a great many lines on which there is a shortage, and jobbers are receiving daily complaints from many of their customers regarding unfilled orders.

There has been a decline of 1c per lb. in tin during the past week, which was no doubt due to manipulation. There was also a decline of ½c per lb. in the price of copper. Lead has taken another advance of 10c per 100 lbs.

There has been a temporary cessation in bringing ingot metals owing to the European disturbance. There is a scarcity of hoop iron at the present time, but further shipments are expected during the coming week, and in all probability orders will be completed.

Copper.—Contrary to expectations, there has been a decline of ½c per lb. in the price of copper. European operators apparently feel determined to force the price down, and this is having a reflex action on this side.

Lead Has Advanced.

Lead.—At the present time lead is quiet, but the price has been advanced 10c per 100 lbs.

Tin.—There has been a decline of 1c per lb. in the price of tin. This lowering in price may be attributed to manipulation. This decline places the price in exactly the same position as that of two weeks ago.

Bars, Sheets, Plates.—There is still the same difficulty experienced in getting supplies. Plants are working to their full capacity. Many orders for iron and steel products that were placed several months ago are still unfilled. No relief is in sight, and this condition of affairs is very unsatisfactory for the jobber, who is receiving daily complaints from customers, but is unable to relieve the situation for them.

Spelter.—Prices are unchanged, but spelter is more active locally.

Pig Iron.—The demand is steady; no price changes are reported.

Babbit Metal.—The prices of some of the manufacturers have been withdrawn, but there is no indication of any marked changes in price at the present time.

Aluminum.—There is still a big demand for aluminum. Prices for raw material are very high, and lower prices are not looked for. There has been a big increase in the consumption of this metal during the past few years.

WINNIPEG.

Winnipeg, Feb. 4.—If conditions as regards the metal market were bad during the latter half of 1912, they promise to be worse during 1913.

The crying question now is how to maintain stocks, for it is intimated by the mills that sheet metal cannot be supplied until 5 months after orders are sent in and this means that stocks in the meantime will be "all shot to pieces."

Manufactures here are much hampered by this ever increasing difficulty of obtaining supplies.

Business prospects are excellent, iron workers, sheet metal workers and other interests expect big business this year.

Prices are steady, but an advance of \$1 per ton on galvanized sheets at the mills is a sure indication of an advance at wholesale here at no very distant date.



PRICE OF SHEET COPPER.

The following letter, which appeared in the American Metal Market, will be of interest:

Sir:—I have read with interest your comment on the price of sheet copper on page 8 of your issue of January 20th, in which you say a revision of price is expected any moment.

Can you tell me why it is that when an advance in the price of ingot copper occurs copper manufacturers are expected by most people to defer making advances in the price of sheet copper until they have supplied all their customers with their requirements at the old prices and have used up all the metal they had on hand before the advance in ingot?

On the other hand, when there is a decline, or even a rumor of a decline, in the price of ingot copper, they are expected to reduce the price of sheet copper immediately.

Just now it should be taken into consideration that evidence of a coming decline in the price of copper became apparent only about two weeks ago, and it is not probable that any mill in the country has a pound of copper on hand bought at present quotations. Even if purchases have been made, it must be a few weeks before they get any low price metal from producers. It is quite evident, therefore, that orders taken at this time for immediate shipment would have to be filled with copper that cost the mills in the neighborhood of 17¾c per pound. As a matter of good business practice on the part of the mills, it does not seem that the new price ought to be expected until they have at least a chance to get some low-priced metal on which they can work.

Weekly Market Report --- Hardware

A SPLENDID START.

Jobbers report that business in hardware lines has opened up in really splendid style. January was a record month, and travelers now report that the dealers are placing good-sized orders. An increase in business all along the line is anticipated.

A few price changes are noted this week.

MONTREAL.

Montreal, Feb. 5.—The jobbing houses here report a large volume of business, both for immediate and future delivery. The size of the orders speaks well for the prosperity of the country, and it is pleasing to note that orders are pretty well scattered from coast to coast, no one section being behind another in the amount of business it is turning in. Last month was a banner month, and at the rate the business is coming in this year will break the records.

There are very few price changes this week. Wrought iron washers have been reduced to 40 per cent.

Flat Silverware.—The advance in silverware, advised last week, is approximately 10 per cent on the odd list. This change went into effect on February 1.

Household Goods.—There is a good demand for all lines of household goods, and there is quite a movement in washing machines, wringers, etc.

Shelf Hardware.—There seems to be quite a quantity of shelf goods moving; also considerable twine.

Tools.—There is a good demand for all lines of builders' tools. Heavy hardware is in good demand.

The colder weather has increased the demand for sporting goods, and the volume of trade in this department is much heavier than last week.

TORONTO.

Toronto, Feb. 5.—Trade in the hardware line is very brisk for this season of the year. The mild weather has not affected the hardware jobbers. In fact, one jobber stated to-day that, had the weather been severe, with lots of snow, he did not think there would be the volume of business that is now being done.

Prices are very firm and supplies in many lines are scarce. Manufacturers have advanced the price of skates from 37½ per cent. to 35 per cent. This

price will no doubt continue, and booking for next season will be priced at this quotation.

Orders for immediate shipment are heavy for this season of the year. Fall booking has commenced on many lines, and factories are very busy.

Retailers would do well to get their spring supplies in early on account of the certain rush and expected scarcity on many lines.

Mechanics' Tools.—There is a good demand at the present time for mechanics' tools of all descriptions. The large amount of building that is being carried on is helping to keep up the demand.

Revised List Not Out.

Builders' Hardware.—There is a fairly good demand for many lines of builders' hardware, and a large volume of business in this line is expected during the coming season. The new prices which have been expected for some time have not been issued yet, but it is said that there will be a general revision of lists and discounts.

Rope.—The rope market is in the same condition as during the previous week. Pure manilla is still quoted at 17c and British manilla at 13c base. The cost of raw material is still very high, and no decline in price is anticipated.

Spring Goods.—A great many shipments of spring goods are being made at the present time. Orders for spring goods have been heavy, and retailers are realizing the necessity of having their spring supplies in early.

Household Goods.—The demand for household goods is still very heavy. A large number of retailers are running special sales of this line of goods for the purpose of stimulating trade during the slack season. The line is one that is profitable for the dealer, and merchants are realizing more every day how they can draw certain classes of trade by selling this line.

Cutlery.—Orders for cutlery are very good for this season of the year. It was expected in many quarters that very little would be done in this line after the Christmas rush was over, but jobbers state that they are doing an excellent business in all lines of cutlery.

Electrical Goods.—The sale of electrical goods is growing rapidly, and is being taken up enthusiastically by many hardware dealers. A large number of dealers have had splendid success with this line. The spring campaign for the sale of electrical cleaning appliances will start in a very short time.

WINNIPEG.

Winnipeg, Feb. 4.—January is usually a dull month in the hardware trade, but the month just passed has exceeded expectations and the output has been greatly in excess of January a year ago.

There is already a very brisk movement in all lines and wholesalers are preparing for a rush within the next two weeks. Railroad contracts have not yet commenced to lay in stocks, but have been active in enquiring and obtaining quotations, and these orders, when they come in, will be exceptionally heavy.

Prices are firm on all staple lines and the general tendency is upward. The only change to note is a further advance in wire nails.



COMPLETE COURSE OF SHEET METAL WORK.

(Continued from page 44.)

the flanges going into the recesses. 12 and 15 should not be too long, so they can be sprung back and slid over the face of the frame.

The detail at top would be practically the same as at the sides, with the exception that it can be formed in deeper to accommodate the size of pulleys used and the flanges can be formed in the frame instead of separate, as on the sides. The sill is formed from heavier metal than the other parts of it, it usually being 22 gauge iron (Birmingham gauge), while the other is usually formed from 24 gauge. The sill is made plain with a fall to the front of carry off the water and all the members of the side frame stop or butt mitre against, as shown by details, Figs. 3, also Figs. 7 and 8.

Fig. 6 shows how the sash pulley should be fastened to frame to carry the weight.

The mitres are simply butt mitres and square mitres, the butt mitre for frame joining sill, being shown by Figs. 7, 8 and 9.

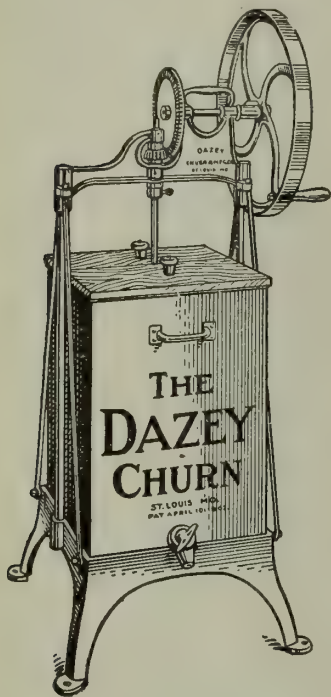
The joining must not depend on solder, but on lock seams and rivetted flanges. At the sill a slot is cut and the flanges shown by L on the pattern are inserted and bent over, soldered and riveted.

Of course, we do not expect the student to make fireproof windows, as it requires special machinery and appliances to make them, but we aim to make him familiar with this class of work, so if he ever goes into a big factory it will be easier for him to catch up with the good ones.

New Hardware Goods

NEW DAZEY CHURN.

The Dazey Churn and Manufacturing Co., St. Louis, Mo., are offering the trade their No. 4 new size Dazey churn. The new churns may be used as a hand or



power machine, and will churn from two to twelve gallons. The total capacity of the churn is sixteen gallons. The following are prominent features in the Dazey churn: Triple plated tinned receptacle, 6 x tin plate, outside enamelled, nickel plated faucet, nickel handle, steel rods, rust proof dash rod, white maple dasher and covers, all metal parts aluminum finished, crowned face fly wheel for belt.

WHITTIER OVEN THERMOMETERS

The Whittier Oven Thermometer manufactured by the Cooper Oven ther-



mometer Co., Pequabuck, Conn., who are showing a new type of this ther-

mometer, herewith illustrated. While designed for all kinds of ranges they are especially adapted for gas ranges. Oven thermometers are coming to be more appreciated and are a great convenience to the housewife. The Cooper Oven Thermometer Co. manufacture oven thermometers for wood, coal, gas, oil and electric stoves and ranges, and invite correspondence on the subject.

WRIGHT'S "WRIGHTLIGHT."

E. T. Wright & Co., Hamilton, are producing a No. 3 Short Globe Lantern which they have named the "Wrightlight," and are placing it on the market at \$7.00 doz., the same price as their regular No. 4.

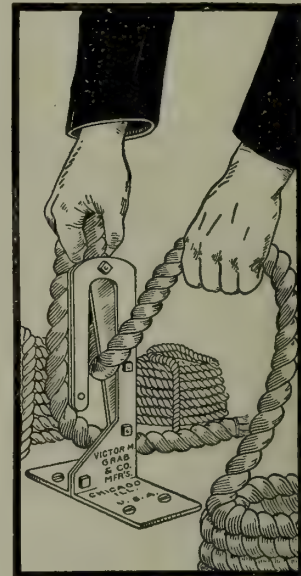
To light this Lantern it is merely necessary to raise the globe by means of the lever at the bottom, in the same way as the No. 4. The globe being large,



can be easily cleaned. Of course, the Lantern carries what the manufacturers claim to be the exclusive feature of patented undetachable wire ears, which are permanently attached without the use of solder; and automatic self-erecting handle.

CORD AND ROPE CUTTER.

Victor M. Garb and Company, Chicago, Ill., are offering to the Canadian trade their handy cord and rope cutters on which they have recently acquired a patent. The cord cutter may be



secured to a table, counter, bench or window ledge. It cannot be borrowed or lost. It is a simple operation to loop the twine over the blade and give a slight pull. With this cutter shipping clerks are said to increase their efficiency speed 25 per cent. and save one fifth of the twine bill, as they cut the twine as short as desired, wasting no ends. The cutter is 3 3/4 inches high, heavily nickelled on a razor edge blade of steel. The rope cutter operates on the same principal as the cord cutter. It is made of wrought iron, red enamel finish with a finely temperel steel blade. The rope cutter stands 10 inches high and weigh a trifal over 2 lbs. It is double rivetted throughout and is referred to as practically indestructible. The blade can be taken out and sharpened or replaced.

STARTING CANADIAN FACTORY.

The Richards-Wilcox Co., Aurora, Ill., have decided to establish a Canadian branch factory at London, Ontario. This step has been decided upon as the result of the development of the Canadian branch of their business.

They are exhibiting at Hamilton under the name of the Richards-Wilcox Co., of Canada.

Stoves, Furnaces and Accessories

February Sales in the Stove Department

Lines Which Could be Featured With Good Effect at This Season of the Year—Keeping Gas Plate Trade Out of the Hands of the Mail Order Houses.

The month of February is usually a quiet one for the store dealers, and the continued mild weather has had a tendency to decrease sales in the stove department. It is true that in some stores the dealers expect a slack season in the stove line at this season of the year, and are content with doing a small business. On the other hand, there are dealers who make a special campaign during the month of February in the stove, tin and enamelware department. In addition to creating extra business during a slack season, they also get future prospects interested in their line. The art of getting future purchasers interested is one that should be studied and practised by every hardware and stove merchant. The man who looks ahead and starts to interest prospective customers months before they are ready to buy is the one who will reap a rich harvest in sales and profits.

Personal contact on the part of salesmen will reveal the fact that many of the firms' customers are always contemplating purchasing something in the heating or cooking line. Customers will very often drop a hint that it is their intention to purchase a gas range or stove of some description at a future date. This affords an excellent opportunity for the dealer to have the customers' names placed on the mailing list of the firm who manufacture the line of stoves that he carries in stock.

The manufacturer will usually follow up the prospect with interesting literature regarding his wares at regular intervals. As the literature or advertising matter is always sent to the home of the prospect, they become interested, and will study the many points that are brought out regarding the line in which they are interested. It is also a good plan for the dealer to have a list of prospects in order that he may be able to send personal letters at stated intervals, in which he can point out many advantages that may be found in the goods he carries, or in some cases mention the name of a customer who is using the article and finds it satisfactory.

The dealer with a follow-up system or mailing list can very often have a nice list of stove prospects ready for the stove traveler when he calls, and a great

many sales may be effected in this manner. By watching customers closely the dealer will get many prospects, and, although immediate sales may not result, it will very often help to swell the sales considerably at a later date.

There are also a large number of people in a town or city who are changing their place of residence, or possibly leaving or moving in to the town or city. This means that new arrangements have to be made regarding the cooking or heating problems. There are also new houses being completed during almost all seasons of the year for which stoves of some description are needed. These people may be reached by effective newspaper advertising.

In writing up the ads. the merchant should be careful to put a definite proposition before the public and specialize on whatever line he is endeavoring to sell. Illustrations of stoves should be used when possible, as they will attract the eye of prospective customers. Quoting prices is also to be commended, and, although a few merchants claim that they do not think it wise to quote prices, it will be found that the majority of large firms in the stove business, and also department stores, always quote prices.

There are many people who will purchase a stove as soon as they require one, but there are a large number of people as well who will delay purchasing in the hope that they may save money by special sales. For the dealer who believes in special sales the present time affords a good opportunity for holding an after stocktaking or mid-winter sale of stoves. A large number of dealers are running sales of this kind at the present time.

For sales of this kind good results may be obtained from newspaper advertising. It is usually considered better to use large space in the papers for a few insertions than to run several small ones.

Dealers who have second-hand stoves, that have been taken in exchange, will find the present time an opportune one to dispose of them, as a large number of people are looking for cheap stoves at this stage.

Large and profitable sales may also

be carried on in the graniteware and tinware departments during February. Any lines that may have been damaged would be discovered during stock-taking, and an attempt should be made to dispose of them even if at greatly reduced prices. There are many lines of tin and graniteware that make good leaders in conducting a mid-winter sale, and these leaders, together with good window display and advertising, should be a great aid in stimulating business in this department.

Small heaters of various kinds should also be sold in fairly good numbers, and, as they are generally inexpensive, they are ready sellers when brought to the attention of householders.

A tremendous sale of gas ranges is expected during the coming spring. A great many people are beginning to look around now for the style of stove that they will purchase later on, and the live dealer will start early to get the people in his locality interested. Gas plates are also sold in large numbers during the spring, and it would greatly surprise a large number of dealers if they knew the exact proportion of the demand of plates handled by mail order houses in Canada at prices that would allow the local dealer a good margin of profit, providing he made an effort to secure this class of trade.

The present time is an opportune one for the local dealer to start a campaign to keep the public in his locality from going to the mail order houses for gas plates, coal oil stoves, and small stoves that they sell in large numbers during the spring.



INVENTS SCREW LOCK.

John Thomas, Winnipeg, Manitoba, has been granted United States Patent No. 1,050,084 on a screw lock, and a half interest in it has been assigned by him to Anna Panczuk, also of Winnipeg. It is a screw locking device, a combination with a piece of material having a socket formed therein, and a screw mounted in that piece of material; of a washer mounted in the socket which is of less depth than the socket; the washer has a seat formed therein to receive the slotted head of the screw; the washer has diametrically opposed openings formed therein, and a malleable staple extending through the openings of the washer and engaging in the slotted head of the screw with the ends of the staple clenched against the inner face of the washer.

Weekly Market Reports---Stoves

A QUIET TONE.

The stove trade is rather quiet at the present time, as might be expected. Still a certain amount of booking is being done, and travelers report that the prospects for the future are of the brightest.

The present demand centres very largely in gas ranges.

MONTREAL.

Montreal, Feb. 5.—Trade is quiet in nearly all lines, but quite a lot of booking for future delivery is being done. There are a few large orders coming in, but those for immediate delivery are for one's, two's and three's.

Ranges.—Not many orders for ranges are coming in, but there are a few moving. One firm bought a carload of heavy stoves this week.

Gas Ranges.—There is a good demand for nearly all lines of gas stoves, but gas heaters are quieter.

Salamanders.—There is a smaller demand for this line this week than last.

Radiators.—The situation is quite acute. Scores of buildings are being held up waiting for radiators. There seems to be no relief in sight, as greater building operations are planned for this year. Thirty-eight ten-storey buildings are planned, and work will commence on ten of these as soon as weather permits.

Enamelware.—There is a good demand for enamelware, and the orders booked are very satisfactory.

TORONTO.

Toronto, Feb. 5.—Stove men report that there is no line of stoves that is selling rapidly at the present time. Those that are being sold are chiefly coal, cooking and gas ranges. The recent cold snap will no doubt help to stimulate business for the retail trade.

Dealers in all parts of the country say that collections are good, which can no doubt be accounted for by the fact that crops and prices were good in almost all localities during the year just closed.

Manufacturers are very busy receiving and shipping supplies. Large quantities of tinsmiths' supplies are being shipped at the present time. Tin and enamelware are also selling in good quantities.

There is still a scarcity of several styles of radiators.

Manufacturers who are turning out new pattern gas plates for the spring trade expect to place them on the market within the next two or three weeks.

Prospects for spring trade are very bright. The hotel sales department of several of the manufacturers are busily engaged in figuring on the requirements of several proposed hotel buildings, which, it is expected, will be erected during the coming season. No price changes are noted on any of the lines during the past week.

Aluminum Ware.—The high price of aluminum cooking utensils has no doubt had the effect of keeping down sales to a certain extent. A very good business is being done in this line at the present time, and as the public become better acquainted with the merits of the ware, there will be a much larger sale.

Enamelware.—Orders for enamelware are being received in good numbers, and a large volume of business is being done in this line.

Tinware.—A large number of orders for tinsmith supplies are being shipped at present. Sap buckets are being shipped in volume, and business in general in the tinware line is very good.

Heaters.—There is not a very large demand for heaters at the present time.

Coal and Gas Ranges.—The majority of the stoves that are being shipped at

present are coal and gas ranges. The demand is good for this season of the year, but sales are not heavy, as a quiet period is expected at this time of the year.

Radiators.—The scarcity for certain lines of radiators still exists, and manufacturers are making every effort to complete orders as rapidly as possible.

WINNIPEG.

Winnipeg, Feb. 4.—The activity of the city authorities in prosecuting all those who are considered guilty of offending against smoke by-laws is stirring up things in the heating plant line and it is evident that the time is in sight when the use of soft coal within the business sections at least will be practically prohibited. This would mean the partial re-installment of the heating apparatus in some of the older large buildings. Many furnaces that are good for wood and soft coal would not stand the extreme heat of hard coal firing when thirty to forty below zero weather has to be combated.

Business is opening up very well. The advances in prices do not seem to have noticeably affected trade. A good demand for gas and oil ranges is looked for in the spring and wherever electric power is obtainable at a reasonable figure an extension of its use in both cooking and heating is certain.

STOP IT WHILE THERE IS TIME



Cartoon especially drawn for Hardware and Metal.

Methods of Retailing Paints and Varnishes

A Record Paint Year is Predicted

Manufacturers Are Already Experiencing a Heavy Demand, and Shipments Are Being Made—Great Building Operations Give Promise of a Steady Call—Some Comment on Retail Methods of Selling Paint.

Montreal, Que.—There has been a hum and bustle around the paint factories during the past month that has never been there before during the month of January and it has made each and every paint maker a very optimistic person in regard to the business outlook for the coming season.

There is every reason for the paint manufacturer to assume this point of view for indications point strongly to 1913 being the biggest paint year yet. Usually the month of January is a very quiet month in the factories, which are kept busy getting a stock of the various products ahead, in order to be prepared for the rush of orders that come in later on, but this year the goods have been shipped out as rapidly as manufactured. At this writing, the stocks on hand in the various factories look like those after a spring rush and more orders are coming in every day. If this can be taken as a criterion of future conditions the prediction of a 50 per cent. increase over last year does not seem to be too optimistic, and is even within the realms of possibility. The business transacted during the 1912 season exceeded that of 1911 by 30 per cent., and thus marks a new era in the paint trade by establishing a new record for the amount of business transacted.

The Building Activity.

The building and iron and steel industries use immense quantities of paint and the great activity in building operations has caused practically every paint manufacturer to plan new extensions to his plant. In fact, one manufacturer called upon recently was planning to increase his capacity 50 per cent., and even with this increased capacity this factory would not be able to keep up with the demand.

In Montreal during the past year there has been a tremendous building activity. Skyscrapers now stand where ramshackle buildings stood a year ago. Just to give our readers an idea of the immensity of the building operations at this centre we might say the building permits issued during 1912 in Montreal

amounted to the magnificent sum of \$200,000,000 as compared with \$140,000,000 worth of permits issued during 1911. There are 38 ten-storey structures planned for erection this year, and work will commence on ten of these as soon as weather conditions will permit. When you add to these the smaller building operations you have an imposing sum. But then the building permits issued in Eastern Canada are only \$49.80 per capita as compared with \$167.80 per capita in Western Canada. This is all the more significant when you take into consideration the fact that nearly all the buildings erected in the West are frame, while those erected in Eastern Canada are mostly of materials that do not always require painting. There is every reason to suppose that, with this great building activity and with the increased demand for paint for preserving all kinds of wooden and steel manufactures, the business transacted in paints and oils this year will exceed the total for the past season.

The paint manufacturers are making every endeavor to assist the dealers to increase their sales. They do this by advertising their product under a trade mark by putting it up in attractive packages, by circularizing the ultimate consumer and by inducing the dealer to handle the business in an intelligent

manner. A great many dealers in small towns make the mistake of carrying too many lines or too many colors. It would be far better for a dealer who cannot profitably carry a big stock to carry, say, a full stock of 18 or 20 colors in preference to having an incomplete stock of 30 or 40 colors. Thus when a customer comes in, the dealer is prepared to fill his very want in those colors and if the selection is intelligently made the customer will find one of these colors that will suit his purpose.

The manufacturer's policy to-day is to make the retailer a link in the chain of distribution and to assist him wherever possible, to help him to sell his line of paint to the ultimate consumer. The manufacturers say that they are finding the indifference of the average dealer a great barrier to increased output. The dealer waits for the customers to come into his store and demand the goods from him instead of getting out after the customers and selling them. One manufacturer called especial attention to the "card index system" as illustrated in Hardware and Metal of January 18th, issue, saying that any retailer who made use of a system of this nature would increase his sales easily 50 per cent., as the average dealer had not awakened to the possibilities of the paint sales. This maker told of one of his customers in an Eastern Ontario town who had ordered more paint than usual and when questioned as to the reason replied that one of his clerks, a new one, took especial interest in the paint department, and through this interest the paint sales had developed over 100 per cent. in less than one season.

The Possibilities of Varnish Sales

Many Ways in Which Dealers Can Work Up Big Business—Varnish Can Be Applied in the Improvement of Household Articles, Stove Fixtures, etc., as Well as for Buildings—A Good Margin of Profit.

In endeavoring to secure a large prepared paint business a great many dealers have overlooked the fact that there is room for an enormous volume of business in high-grade varnishes. There has been a tremendous growth in the consumption of varnish during the past few years. For sanitary purposes it is of great importance, and is being used in large quantities in hospitals and public buildings. Varnish is no longer

considered a luxury, but is looked upon as a necessity. It is used to a great extent on woodwork and metal work of buildings, furniture, agricultural implements, machinery, wagons, automobiles, carriages, boats, etc., and, in fact, on almost everything where wood or metal is exposed. It is also being applied to interior walls and floors of concrete work to give a good surface and prevent the flying of dust.

There is a very liberal margin of profit for the dealer on the majority of lines of varnishes, and a great many aids are supplied by the manufacturer that should be of great assistance to the merchant in building up a large varnish trade. For a merchant who is wide awake there are prospects on every hand. It is almost impossible to go into a store, hotel or building of any kind where there are not some articles that have been previously varnished and are becoming dull or scratched.

The new building trade is one that should be cultivated. This class of trade affords a good field for the dealer to start early and talk his line of varnishes.

One of the most successful retail hardware, paint and varnish merchants has a salesman who calls on the local architects every week, and, in this manner, he secures the names of persons who are intending to build. The prospects whose names are secured in this manner are followed up closely and the dealer closes a great many good sales in this manner. He also makes it a point to send the names of prospects to the manufacturers of the line of varnish he carries in stock, and they in turn keep in touch with the prospect and offer suggestions regarding the work that is to be undertaken.

It pays to cultivate the co-operation of the painters and architects, as they are often in a position to give much valuable information and practical assistance that will help the dealer to get orders for new buildings. Co-operation between manufacturer and dealer is a point that cannot be emphasized too strongly, as the extra information and instructions, that are often supplied by the manufacturers, are instrumental in securing orders that might otherwise be directed elsewhere.

There should be a large amount of good business for varnish and enamels among the storekeepers in your town. Counter tops, cases, woodwork, etc., are very often in a dull or darkened condition, and the use of varnish or enamel will produce wonderful effects in making the store appear brighter and cleaner. Store fronts can also be improved by using a coat of varnish or color varnish.

Carriage painters are also large users of high-grade varnish, and it is only in exceptional cases that a live dealer cannot make arrangements to get prices that will interest a number of carriage painters in his locality. Possibly the most profitable field for the sale of varnish by the dealer is to the household trade. There are hundreds of articles around a home on which varnish may be used. There are also floors, woodwork, doors, etc. In advertising to the

housewife, it is deemed advisable not to talk too much about the manufacture of varnish, but rather to impress upon her mind how easy it is to apply, the economy of doing the work herself, the lasting results if good varnish is used, and the very reasonable expense attached.

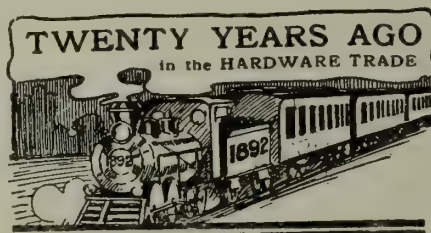
The ads. and window displays should show how old furniture, woodwork, floors, etc., can be made bright, clean and attractive by using varnish of quality.

The sale of varnish for linoleum is very large, and would be still larger if the general public were more fully informed regarding its usefulness and the additional life that is added to the linoleum by using varnish. A large number of houses are now being finished in Southern pine and hundreds of gallons of shellac and varnish are being used for finishing this class of work. There are many houses finished in this manner that have been up for several years and the varnish is becoming dull. The owners of these houses in many cases would become interested if advised how reasonable the cost would be for refinishing. The growing use of wall board is also calling for enamels

and varnishes for the purpose of finishing in various styles, and this also affords an opportunity for the dealer to make sales.

There is also a good and growing demand for a varnish with a flat finish. This is a line that is manufactured by all varnish makers, and is one that should be studied by the dealer and his salesmen.

There are many specialties in the varnish and enamel line that will sell in large quantities if they are only displayed and their uses explained. A merchant cannot expect the goods to sell if he is going to leave them on the shelves and wait for customers to come and ask for them. This is an age where the people have to be shown, and it is "up to" the dealer to do the showing. It is very important that salesmen should be well informed when selling varnish, as adaptability to requirement is most essential and it is an easy matter to get unsatisfactory results if the user is not being properly instructed regarding the use of the goods. The merchant should always make an attempt to sell quality varnish, as good goods mean good profits and better customers. Sell quality.



The following items were taken from the issue of Hardware and Metal of February 11, 1983:

"It is understood that the white lead manufacturers of the Dominion have at last succeeded in forming an association. Its object is to regulate prices. For some months the white lead trade has been in a demoralized condition. In the eagerness to secure business prices were slaughtered with a recklessness that betokened desperation. The pace became too hot for some of the grinders."

Editor's Note.—The competition was so keen at this time that all branches of the trade suffered. Better conditions came into effect when the association was formed.

"The Doherty Manufacturing Co., Sarnia, Ont., are to put on the

market early in March a new steel range. At the foundry in Sarnia a large number of hands are kept busy, and a lot of new machinery is being put in the building."

Editor's Note.—Like all other manufacturers of stoves, the Doherty Co. have felt the influence of Canadian prosperity, and have developed very rapidly in the two decades which have elapsed.

"Wright & Co., of Newmarket, have dissolved, G. A. Binns continuing."

Editor's Note.—G. A. Binns still continues the business, and has become one of the best known hardwaremen in Ontario.

"A destructive fire broke out in the store of Pringle & Clunis, hardware merchants, Guelph, doing damage to the stock to the extent of \$10,000. An incident of the fire was a loud explosion, which smashed the plate-glass window and sent a shower of bullets about the heads of startled bystanders."

Editor's Note.—The firm of Pringle & Clunis have been out of business for some years.



IF THERE IS NO
KYANIZE AGENCY

in your town it

WILL PAY YOU

to write us for full particulars.

We Back Up Our Agents

with the Highest Grade Varnish made—The most Complete Advertising Plan ever shown and best of all the exclusive agency whereby they get the profits of our Kyanize Advertising in their own town.

We Furnish

Attractive Window Displays, Handsome Store Advertising, Convincing Newspaper Cuts, Interesting Picture Slides and do direct by mail work for each local dealer.

There will be a demand for Kyanize in your town next spring. We only sell one dealer in a town. If you want to get the benefit of our Kyanize Advertising in 1913 write to-day for Kyanize plan.

Boston Varnish Company EVERETT STATION **Boston**

A Trade Magnet

PEOPLE like to buy in the stores that like to sell the best quality goods. Because the merchant handling the best line shows his enthusiasm by cheerfulness and his confidence by helping customers to a pleasant, easy and quick decision. Nothing in all the fine lines you handle warrants more of your enthusiasm and confidence than do Lowe Brothers' High Standard Paints.

The proof of this broad claim lies in the most interesting sales demonstration you ever witnessed. So wait for the High Standard man—or, better still, write for an appointment to go into an unusual proposition that will put a trade magnet in your store.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Weekly Market Report --- Paints

PAINT NOTES.

Advances are reported from various sections on linseed oil.

A higher tendency is noted in turpentine.

Business generally is exceptionally good for this time of year. Spring orders are being placed.

MONTREAL.

Montreal, Feb. 5.—The long expected advance in the price of oils went into effect late to-day. The advance is to 57 and 60 cents. This is caused by the crushers advancing their price $2\frac{1}{2}$ c, as seed costs them 8 to 10c more per bushel. The English market is much stronger than last week and the prices at the new level will be firm with the tendency upwards.

Turpentine.—“Turps” also advanced with some of the dealers, but is not general. The quotations vary from 60 to 62 but are much firmer than last week and the price seems to be more uniform.

White Lead.—Prices remain same as last week and are quite firm even though the lead market is easier. The enormous demand for this product seems sufficient to maintain prices at their present level.

Glass.—Although trade at present is quiet, the immense demand created by the tremendous building operations is keeping the prices very firm. There is every likelihood of an advance shortly, as imported glass is costing more. The European markets are higher and very firm.

Prepared Paints.—The demand continues and is quite heavy. Prices remain the same.

TORONTO.

Toronto, Feb. 5.—The paint markets in Toronto this week differ from last week in the fact that a slight advance is noted in the price of linseed oil and turpentine. Further advances in linseed oil are expected during the coming week.

Business is good for this season of the year and travellers report spring booking as being excellent. A large volume of business is expected during the coming spring in ready mixed paints and varnishes.

There has been a decline of 5 cents per gallon on some lines of shellac during the past week. There has been an advance of 2 cents per gallon on

turpentine in some quarters, and higher prices are predicted.

There is a growing demand for flat finishes for walls and a great many good orders for this class of goods are being included in the spring booking.

Oil is Higher.

Linseed Oil.—Raw linseed oil is now quoted at 56c. per gallon, in single gals., and boiled oils at 59c. per gallon with the usual reductions for quantities. This is an advance of 1c. per gallon over last week. This is a small advance on jobbing prices compared with the advance price of the manufacturers. Flax seed has advanced and there is little doubt but what another advance may be looked for during the coming week. The price of oil has been extremely low for some time, in fact, the Canadian price has been much lower than the prices at which foreign oil could be imported.

Turpentine.—Turpentine is now quoted at 64c. per gallon in single barrels which is an advance of 2c. per gallon over the price of last week. The price expected in a short time.

White Lead.—The demand for white lead is normal. No price changes are noted although the market is firm.

Glass.—There is not a large demand for glass at the present time although business is good for this season of the year. Booking for future delivery is heavy. Prices are firm and unchanged.

Putty.—No change is reported in the price of putty, and the demand is fair for this season of the year.

Ready Mixed Paints.—Spring booking is very heavy and a very busy spring is anticipated. Travelers state that prospects are very bright, and that there is a general feeling that there will be an exceptionally heavy demand for prepared paints and varnishes during the coming season. A large amount of building is anticipated, and this, in addition to the regular demand, should make business brisk in the paint line. Spring orders contain many lines of flat finishes for walls, and this class of paint appears to be gaining favor with the public.

Toronto, Feb. 7.—Since the Toronto market reports were written the expected advance in linseed oil has taken place, and the quotations are now 58c for raw linseed oil and 61c for boiled, in single barrels. This is an advance of 2c per gallon.

WINNIPEG.

Winnipeg, Feb. 4.—An advance of 5 cents per gallon on turpentine this week has been somewhat of a surprise as the yield from the south eastern pine forests has been reported as in excess of the average. Linseed oil is unchanged, but flax is now on the up grade having advanced about 5 cents per bushel in the last two weeks. Should the flax market continue its firm tone advances in raw and boiled oil may be shortly expected.

An advance of 25 cents per box on window glass was not unexpected by the trade and stocks of this article are somewhat low.

Blue stone has been moving something somewhat freely and is a good line for all country retailers to carry in early spring. Kalsomines, floor paints, stains and varnishes are other lines that might at the present time come under consideration for special featuring.



SOME SALESMEN I HAVE MET.

A small quantity of plaster paris was required to do some repairing around some electrical fixtures in my home. I started for the hardware store and on entering was approached by a man who was apparently the floor manager. “Straight back and to the right,” said he, waving his hand majestically. Straight back I went as far as it was possible to follow such instructions. I found I was in the paint department and noticed two or three clerks who were apparently very much interested in a conversation that was going on. After a slight hesitation, one of the clerks approached me and after I had made my wants known he grinned contemptuously.

“Here, boy,” he called, beckoning to a beginner, “Give this man a bit of plaster paris.” Then he walked away. My order for flat wall finish to re-decorate the interior of my home went to another store.

(This incident was related to me by a customer. I thought it worth repeating.—Junior Clerk.)



APPOINTED AGENTS.

The Smith Hardware Co., Ltd., Montreal, P.Q., have been appointed Canadian agents for Chapin, Stevens Co., Pine Meadow, Conn., manufacturers of rules, levels and wood planes.

YOU want *many* people to buy paint from you this spring. What practical plans have you made to realize that wish?

To begin with: Why *should* people buy at your store?

At your store— Why?

It is hardly enough for you to answer, "Because I sell good paint." Most of the leading lines of paint are good. Your competitor probably sells pretty good paint, too. If your paint is to be *preferred*, it must have strong points of *attraction*. Getting down to cold facts, do you know of a paint, anywhere, more attractive to the user than Brandram-Henderson "English" Paint — 70% Pure White Lead, 30% Pure White Zinc.

Is there a paint, anywhere, whose value in *endurance* is as *evident*?

To conclude: How are people going to *know* that they should buy at your store? How are you going to tell them—all of them?

Ordinarily, this last is a big job in itself. But this year it has been made simple for you — if you sell Brandram-Henderson "English" Paint. A plan of attack has been already made for your benefit. It will reach out from your store *far and wide*. It will carry conviction to your possible customers —and bring you the *cash*.

You *want* more paint business. Will you mail us a post card, now, as the first step towards *realizing* your wish?

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11 00 11 00

BABBIT METAL

Canada Metal Company — Imperial, genuine; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1/4 inch 8 65 8 70
" " 3/4 " 11 00 11 10
" " 2 " 12 60 12 70
" " 3 " 15 75 15 85
" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods, base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flareway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60 p.c.; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 18 25
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 80
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazilier, insheets, 6 x 4 27 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal, Toronto
Canadian foundry, No. 1. 22 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 24 50
Carroll, soft 25 00
Cleveland, No. 1 22 00
Clarence, No. 3 24 00
Jarrow 25 50
Glengarnock 26 00
Radnor, charcoal iron 33 75
Ayrshire, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50
Angles 2 50
Common bar, per 100 lbs. 2 10
Forged iron, per 100 lbs. 2 25
Refined iron, per 100 lbs. 2 35
Horseshoe iron, per 100 lb. 2 35
Mild steel 2 20
Sleigh shoe steel 2 20
Iron finish machinery steel (domestic) 2 25
Iron finish steel (foreign) 2 20
Reeled machinery steel 2 60
Tire steel 2 30
Sheet cast steel 1 05
Tie calk steel 3 10
Mining cast steel 0 07 1/2
High speed 0 65
Capital tool steel 0 50
Cammell Laird 0 15
Black Diamond tool steel 0 08
Corona tool steel 0 06 1/2
Siver tool steel 0 12 1/2
Cold Rolled Shafting. 0 06
1/2 to 1 1/2 inch 0 05 1/2
1 1/2 to 3 inch 0 05
Montreal, 1/2 and 1 onto, 30.

BLACK SHEETS.

Montreal, Toronto
10 gauge 2 70 2 70
12 gauge 2 75 2 75
14 gauge 2 60 2 55
17 gauge 2 60 2 65
18 gauge 2 60 2 65
20 gauge 2 60 2 65
22 gauge 2 65 2 75
24 gauge 2 75 2 85
26 gauge 2 85 3 00

CANADA PLATES.

Ordinary, 52 sheets 3 10 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 75
20x28 4 70 5 00
20x28x80 8 90 9 50
20x28x80 9 40 10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-guage Head de-Lis Girbal's Best Best
16-20 3 70 3 35 3 70
22-24 3 75 3 40 3 75
26 4 20 3 80 4 20
28 4 45 4 15 4 45
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

IRON PIPE.

Black, Galv.
1/4 2 04 2 85
1/2 2 16 3 57
3/4 4 31 4 31
1 4 54 6 19
1 1/4 6 19 8 44
1 1/2 7 48 10 13
2 9 90 13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

Heavy copper and wire, 0 11 0 11 1/2
Light copper bottoms, 0 09 0 09 1/2
Heavy red brass, 0 10 0 10 1/2
Heavy yellow brass, 0 08 0 08 1/2
Light brass, 0 06 0 06 1/2
Tea lead, 0 02 1/2 0 02 1/2
Heavy lead, 0 02 1/2 0 02 1/2
Scrap zinc, 0 03 0 04
No. 1 wrought iron, 2 00 10 00
Machinery cast scrap, 16 00 14 50
Stove plate, 12 50 13 00
Malleable, 9 00 9 00
Miscellaneous steel, 5 00 6 00
Old rubbers, 0 09 0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs. 4 95 5 00
Imported pig, per 100 lbs. 4 95 5 00
Bar pig, per 100 lbs. 5 50 5 50
Sheets, 2 1/2 lb. sq. ft., roll, 8 00 8 00
Sheets, 3 to 6 lb. ft., 7 50 7 50
Cut sheets 1/2 lb. extra.
Cut sheets 3/4 lb. extra.

LEAD PIPE.

Lead pipe, 7/8c, 10 per cent. off.
Lead waste pipe, 9c, 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Per lb. Montreal, Toronto
Bar, half-and-half, guarant'd 30 3/4 30 3/4
Wiping 0 23 1/2 0 23 1/2

SHEET ZINC.

5-cwt. casks 8 25 8 50
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 00

TIN AND TIN PLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs. \$54 00 \$54 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50

Raven and Murex Grades—

I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00

"Dominion Crown Best"—Double.

Coated, Tisured.
I C, 14x20 base 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base 9 50 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets 8 25
I X, Terne Tin 9 75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x55, 50 sheet bxs. 7 50
XX, 14x60, 50 sheet bxs. 7 50
XX, 14x65, 50 sheet bxs. 7 50

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 8 00
lots
72x30 up to 26 gauge, case 8 50 8 50
lots

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.90. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.35 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.
—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c, extra; No. 11 gauge, 12c, extra; No. 12 gauge, 20c, extra; No. 13 gauge, 50c, extra; No. 14 gauge, 40c, extra; No. 15 gauge, 55c, extra; No. 16 gauge, 70c, extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 42 1/2
Galvanized, plain twist 2 95
Car lots and less.
F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 1/4, 3/4, 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/4, 3/4, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 65

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 80

In barrels, 5-gal. tins 0 80 0 80

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 97
Litharge, ground 0 70
" flaked 0 70
Green copperas (green vitriol) 0 61
Sugar of Lead 0 08

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12
Chrome yellow, pure 0 18
Golden ochre, pure 0 13
French ocre, pure 0 12
Chrome green, pure 0 10
French permanent green, pure 0 19
Signwriters' black, pure 0 19
Marine black, 25 lb. irons 0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co. 1 80
Cee Pee Co. enamel 4 50
Sterling Enamels 3 20
Anchor Floorlustr 1 80

Glue.

French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15
Brantford medal 0 10
" golden medal 0 11
" brown sheet 0 10
" Golden sheet 0 13
" Gelatine 0 22
" white gelatine 0 12
" white glue 0 11
" 100 flake 0 10
Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packets, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13
XL 0 11 1/2
CL 0 11
C 0 11

Paris Green.

Drums, 50 and 100 lbs.
Packets, 1-lb., 100 in case.
Packets, 1/2-lb., 100 in case.
Tins, 1-lb., 100 in case.

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08 1/2
" 100-lb. kegs 0 08 1/2
Prepared Paints. Per gallon in qt. time

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Winsor) 1 80

"New Era" house paint (Winsor) 1 85

Benj. Moore Co.'s "Egyptian" 1 50

Brand 1 60

Moore's pure linseed oil H.C. 1 65

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 70

Ramsay's paints, Thistle 1 40

Martin-Senour, 100 p.c. pure 2 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jamieson's Crown and Anchor brand 1 60

High Standard 2 00

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 50

Bulk, in casks 2 45

" 100-lb. drums 2 70

Bladders, in bbls. 2 90

Red Dry Lead.

Genuine, 560 lb. casks, per cwt 6 25 6 25

Genuine, 100 lb. kegs, per cwt 6 50 6 50

No. 1 casks, per 100 lbs. 5 75 5 75

No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stains.

In 5-gallon buckets 0 75

Turpentine and Oil.

OILS. Montreal, Toronto

Can. Prime white petroleum 0 15 1/2 0 14 1/2

gal 0 15 1/2 0 15 1/2

U.S. Water white 0 15 1/2 0 15 1/2

U.S. Pratt's astral 0 19 0 17

Castor oil, per lb., in bbls. 0 08 0 09

Motor gasoline, single bbls. 0 27 0 24 1/2

Benzie, per gal., single bbls. 0 25 1/2 0 25 1/2

Pure turpentine, single bbls 0 64 0 64

Wood turpentine 0 64 0 64

Turpentine, second run 0 75 0 75

Linseed Oil "Raw" 0 57 0 56

" " boiled 0 60 0 59

Rosin, "G" grade, bbl. lots 8 45 8 45

Varnishes. Per gal. cans.

Carriage, No. 1 1 50

Pale durable body 1 50

" hard rubbing 3 00

Finest elastic gearing 3 00

Elastic Oak 1 50



**SUPERIOR
QUALITY**

**IMPERIAL
MEASURE**

**PLUS CONSCIENTIOUS CO-OPERATION
MAKE THE**

MINERVA PAINT PROPOSITION

**A MONEY MAKER FOR AGGRESSIVE DEALERS BY INCREASING THEIR BUSINESS
WRITE FOR PARTICULARS**

**PINCHIN, JOHNSON AND CO., (CANADA), LIMITED.
377-387 CARLAW AVENUE. TORONTO, CAN.**

HOW YOU AND YOUR CUSTOMERS LOSE

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums—and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

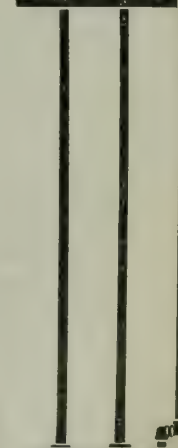
S. F. BOWSER & CO., INC., 70-71 FRAZER AVENUE
TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen
BRANCHES:

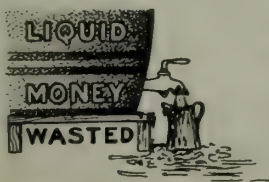
32 Victoria St., S.W., LONDON 5 Rue Denis Poisson, PARIS
JOHANNESBURG BUENOS AIRES PORTO RICO MEXICO CITY
Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.

**No
WASTE
HERE**



**NOR
HERE**



HARDWARE AND METAL

Crystal Damar	2 50
No. 1	1 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyalpise" interior finish	2 40
"Flint-Lac," coach	1 80
R.H. Ltd., "Gold Medal" cases	2 25
Depend on Lt. H. Oil Finish	1 55
Everlast Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Star	Diamond
Inches.		
Under 26	\$4.25	\$6.25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Size United	Star	Diamond
Inches.		
Under 26	3 49	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80		7 75
81 to 85		8 50
86 to 90		10 00
91 to 95		11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25 40
Brandram's B.B. Genuine	8 25 40
C.P.C. decorators, pure	8 25 40
Crown and Anchor, pure	8 25 40
Elephant, Genuine	8 55 85
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25 40
Lily Pure	8 25 40
Moore's Pure White Lead	8 40
Monsieur (Windsor)	8 50
Munro's Select Flake White	8 50
Purity C.O. Co.'s Ltd.	8 10
Ramsay's Pure Lead	8 25 40
Ramsay's Exterior	8 05 85
Sterling Pure	8 40
Tiger Pure	8 25 40

Western Schedule.	Per 100 lbs.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 600-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.	
White Zinc (Dry)	0 07 1/2
Extra Red Seal, V.M.	0 07 1/2
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2

Whiting.	Per 100 lbs.
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

ADZES	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axles and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 50 6 80
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 6 00
Barrell hatchets	5 50 6 85

Ammunition	
Buckworth, per lb	0 10 1/4

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	7 00
Barrell hatchets	5 50	6 85

Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 4 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	
Storm King rail	6 25
Crown	4 85 4
Crescent	6 50 5
Sovereign	7 25 6
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/2 in. (100 ft.)	4 75

Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agicultural, not wider than 4 in., 75 per cent.	

Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 3/4 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 65	
Carriage Bolts, Norway Iron (\$3 list)	65 & 15
Machine Bolts, 3/4 and less, 65 & 5	
Machine Bolts, 7-16 and up, 67 1/2	
Plough Bolts	65 & 5
Blank Bolts	67 1/2
Bolt ends	67 1/2
Sleigh Shoe Bolts, 3/4 and less	65 & 10
Sleigh Shoe Bolts, 7-16 and less	60 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5/4 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs. roll	0 62
Dry Cyclone, 15 lbs.	0 60
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 40
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 54	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	

Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000 23 00 25 00	
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton.	5 50

Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.	
Proof coil, per 100 lb. 1/4 in.	\$6.00;
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/2 in., \$3.65; 1/2 in., \$3.50; 1/2 in., \$3.45; 1 in., \$3.40.	

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, 30; No. 1, 30; No. 2, 30; No. 3, 31; No. 4, 31; No. 5, 31; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	3 50

Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pints, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	

Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

Door Hangers (Parlor).	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 60 per cent.	
Brass, 50 per cent.	

Havetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 68
15 " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	

Files and Rasps.	Per cent.
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66 1/2
Delta Files	60
Nicholson	66 1/2
Jowett's (English) 14 1/2	27 1/2
Spear & Jackson (English) list	35

Files and Rasps.	Per cent.
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Halter (Snap and Ring).	
Jute Rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/2-inch, per doz.	5 20
Web	2 45
1/4-in., \$3.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.	

Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Hinges.	
Blind, discount, 60 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb.	

Hooks.	
net	7 00
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 00
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 55 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.50; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	

Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (8,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " " " " " " " " " " "	3 31
12 " " " " " " " " " " " "	3 88
15 " " " " " " " " " " " "	5 53

Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1 1/4-inch	\$4 10
4 1 1/2-inch	3 75
5 1 15-16	3 50
6 2 1/4	3 10
7 2 5-16	2 75
8 2 11-16	2 40
10 2 3/4	2 50
11 3 1-16	2 45
12 3 1/4	2 45

Horsehoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L.", steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L.", steel shoes, feather weight pattern all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75, F.O.B. Montreal.	

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 4 1/2c.	

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

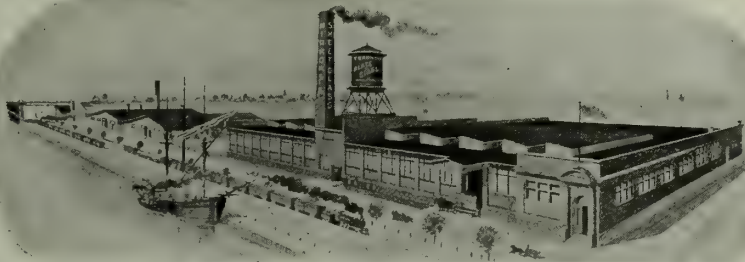
82 MCGILL STREET,
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

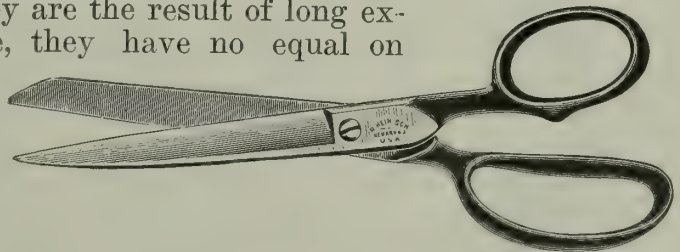
HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnners' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, Street

19 Jarvis F. J. SCHUCH. Agent

Agents for Alberta: Tees and Pesse of Alberta Ltd., Calgary

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calks	4 00
Mallets.	
Tinmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkg	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$4.65 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½ lb. per lb.	
Drilling hammers, 5 cent. per lb.	
Crowbars, ¾ cent. per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	15 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.8.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'—per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc oil, 50 per cent.	
Copper oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Stanley plane, \$2.80 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russian snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz.
Boker's King Cutter	7 50
Hennel's	13 20
Genette Safety, each	7 50
Star Safety Razor, 33 1-3 p.c.	20 00
Edelweiss	3 75
Rope and Twine.	
Sisal rope	per doz.
Pure Manila Rope	0 12
"British" Manila	0 17
Cotton, 3-16 inch and larger	0 13
Russia Deep Sea line, 7-16 and larger, 18c.	0 27
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 11¼
Lath yarn, double	0 11½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Burrs, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4½c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 90
Mrs. Potts, No. 55, nickel-plated, per set	0 95
Mrs. Potts, handles, japanned, per gross	8 25
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ¼ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10
Beaver window screens, 1x1½, open 2½ inches	1 00
Perfection window screens, 1x1½, open 2½ inches	1 80
Model window screens, 1x2½, open 3½ inches	2 25
Screw Drivers.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Champion, Scales, 60 p.c.	
Fairbanks Standard, 30; Dominion, 60; Richelleu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	85 10
Set, case hardened	60
Square cap	50 and 65
Hexagon cap	45
Bench, wood, per doz.	5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	1 80
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co. nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
Shovels and Spades.	
1st grade	55 and 2½
2nd grade	45
4th grade	45 and 5
Shovels.	
Draining tools	60 60
Scopos	50 and 5
Hollow backs and sand shovels	60 45
Riveted back scopos, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz.	2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 72½ and 5.	
Retinned, 72½ and 5.	
Tinners' trimmings, 72½ and 5.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washite	per lb. 0 25
Hindustan	0 06
" slip	0 18
" Aye	0 20
Deer Creek	0 10
Deer Creek	0 25
" Aye	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 18
Scythe	per gross 3 50
Tacks, Brads, Etc.	
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks,	

blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 85 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; luffing buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft.	3 00
Lufkins, line No. 264, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., ea.	0 94
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821.	1 95
" Steel, No. 1840, 50 ft.	Trowels.
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	
Hold-Fast (formerly Devil) Rat Trap	0 25
5-Hole Tin Choke	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 60
Blacksmiths', 60; parallel, 45 per cent.	5 00
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	92 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffetrees.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffetrees, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Boils—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 60; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 7; small tools, 2½; stove bolts, 77½; sleigh shoe bolts to ¾, 50½; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$5.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gauge, 24c to 20-inch gauge, 29c.

Crowbars—4½c per lb.

Corrugated Iron—28 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—¾c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 18 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—¾c per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¼ inch, \$2.40; ½ inch, 2.55; ¾ inch, \$3.35; 1 inch, \$4.00; 1 ¼ inch, \$5.75; 1 ½ inch, \$7.80; 1 ¾ inch, \$9.35; 2 inch, \$12.50; 2 ½ inch, \$19.35; 3 inch, \$26.15; 3 ½ inch, \$32.60; 4 inch, \$37.30; 4 ½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¼ inch, \$3.40; ½ inch, \$3.60; ¾ inch, \$4.30; 1 inch, \$5.20; 1 ¼ inch, \$7.55; 1 ½ inch, \$10.25; 1 ¾ inch, \$12.25; 2 inch, \$16.40; 2 ½ inch, \$28.15.

Logging Chain—¾ in., \$9.00; 6-16 in., \$6.50; ¾ in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt.

Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 46c; 10, 47c; 12, 50c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 12½c; Pure Manila, 17½c; Manila, 17½c; ¾ inch, 11½c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85c; 10 and 12 p.c.; round head, brass, 10 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.54 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$9; in small lots advance price 2 cents per cwt.; red lead, kegs, \$8.80 yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, \$3.50; English purple oxide, in cases, \$3.50; quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40.

Paris Green—2¼ cents per 112-lb.

Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLORS

Will Bring the Buyer Back
For More

Although "Silkstone" has been on the market but two years it has proved that it is a paint that brings many re-orders.

When applied it looks like expensive ingrain wallpaper. It dries as smooth as silk and as hard as stone. Can be stencilled over, and washed with soap and water without the slightest injury to the finish.



Copyright



We have an agency proposition which means big profits for the dealer. Write for it to-day.

We manufacture efficient paints for every purpose and stand back of them with a money back guarantee.

ASK FOR COLOR CARDS.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG

CANADA

Branch at Calgary, Alta.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Fullest particulars on application. Address Box 739, Hardware & Metal, Toronto. (7)

FOR SALE—ONE OF THE LARGEST CASH hardware and paint businesses in Toronto. Doing more than \$30,000 business per year. Sell for \$12,850.00, as follows: Stock, all in first-class condition, \$9,550. Fixtures, including 7 Bowser tanks, 5 silent salesmen, 900 display boxes, cash register, etc., \$2,700. Delivery, 2 outfits, \$600. Good reasons for selling. Store for sale or rent. Apply Box 749, Hardware & Metal, Toronto. (9)

FOR SALE—HARDWARE AND TINSMITHING business in good locality. Stock from two to three thousand. First-class chance for a tinsmith who wants a paying business from the start. Box 750, Hardware & Metal. (7)

COMMISSION LINES WANTED

TO MANUFACTURERS—WE ARE OPEN TO consider a few first-class agency lines on a commission basis. We have a large warehouse, with trackage and every facility for the handling of goods in the quickest and best possible way. If interested send catalogues, prices, commissions paid, etc. The F. R. Murray Co., Ltd., 1116 Hamilton St., Vancouver, B.C. (6)

FOR SALE

NICE CLEAN STOCK MARTIN-SENOUR paints, at a bargain. W. F. Martin, Gananoque, Ont. (8)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto. **YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN, 13 years' experience in shelf and heavy hardware, guns, rifles and ammunition, being at present head clerk, wishes to make a change and go West. Able to manage store. Can speak both languages. Best of references. Box 733, Hardware & Metal, Toronto. (7)

HARDWARE SALESMAN, YOUNG MAN, fourteen years' experience, wholesale and retail, also road work, strong points salesmanship and a worker, at present engaged, would better position with responsible situation in store or good opportunity on road. Box 744, Hardware & Metal, Toronto. (6)

HARDWARE SALESMAN WITH THREE years' experience in mining and farming hardware, desires a position in a thriving Western town. Box 741, Hardware and Metal, Toronto. (6)

ADVERTISER IS OPEN TO ACCEPT POSITION with (or in) hardware store; 7 years in present situation, desires change, as leading hand. Can take charge, shelf and heavy goods preferred. Good salesman and window trimmer. Abstainer and married man. Box 732, Hardware & Metal, Toronto. (33)

WANTED—PERMANENT POSITION WITH hardware company, either wholesale or retail. Ten years' experience in practical business; 26 years old, married, and can deliver the goods. At the present time I am holding a reliable position with hardware firm. Box 748, Hardware & Metal, Toronto. (6)

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

SALESMAN — CALLING ON THE HARD-ware, furniture or specialty retail trade, to represent us on commission basis. Give full information, age, territory covered and trade sold. Werlich Bros. & Co., Preston, Ont. (7)

WANTED—AN EXPERIENCED TRAVELER with a successful record as a stove and range salesman to represent, in Manitoba and Saskatchewan, a live manufacturer located in the United States. Line well introduced. Warehouse stock carried at Winnipeg. Liberal salary will be paid to the right man. Applications held strictly confidential. Address Box 731, Hardware & Metal, Toronto. (3tf)

WANTED AT ONCE TINSMITH—MUST BE experienced and temperate. Apply Box 745, Hardware & Metal, Toronto. (5tf)

HARDWARE CLERK—EXPERIENCED MAN for good Western town. Must be temperate and be well recommended. Address Acheson & Hoskins, Alsask, Sask. (9)

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON HARDWARE dealers and manufacturers would like one or two side lines. Box 747, Hardware & Metal, Toronto. (6)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhauling, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Jamieson's Paints

There's the answer to the merchant figuring how to increase his paint business. It is also the best answer to the man looking for a good paint agency.

We would like to get in touch with every dealer who is in either of these two classes. Write us to-day.

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

16 

F. E. MYERS & BRO. ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a WANT AD. in this paper

The Right
Paint

COLD WEATHER
AND FROST

1842

have no effect on Ramsay's Paints.
Those dealers handling this line know
there is no danger of complaint that Ramsay's
Paints cannot be satisfactorily applied in cold
weather.

RAMSAY'S PAINTS

are made to stand the rigorous Canadian climate with
all its extremes. They are made right to paint
right, and your stock for this winter should
be Ramsay's

*Will you answer our invitation
to be a Ramsay Agent?*

A. RAMSAY & SON CO.

MONTREAL

Paint Makers Since 1842.



To
Paint
Right

to now

121



OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

This department gets in
touch with prospective paint
users and develops M.L.
trade for you.

Full co-operation given to M.L. Agents in bringing customers
direct to their store.

Color schemes and suggestion given. Paint questions answer-
ed. Every possible help given FREE.

STRAIGHT PAINT TALK

about Maple Leaf Paint

THE TEST OF TIME

When our traveller approaches you with our 1913 MAPLE LEAF PAINT and
VARNISH PROPOSITION we want you to adopt every "show me" attitude
you can assume regarding results; results for your customers; profitable and
satisfactory results to be had handling the M.L. line in your paint department.

As we have said before, *Investigate*, for your own conviction.
He will show you some of the most convincing examples of paint covering
capacity, spreading qualities and wearing ability ever exhibited in a paint
demonstration.

But the real test of MAPLE LEAF PAINTS AND VARNISHES is the *test
of time*, when throughout the years to come they show their relative superior
value by the way in which they last and continue to give real service to your
customers.

Evidence of this comes when they return for more and testify to the value of
the M.L. BRAND; they remember the paint and the store where it was bought.
This has been the happy experience of every MAPLE LEAF AGENT—it will
be yours by handling the M.L. Lines.

Waite us for color cards and full
explanation of our M.L. Proposition

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

The Paints and Varnishes You Choose to Sell are largely responsible for the failure or success of that part of your business.

Here are Reasons why Sherwin-Williams Products are both easy and profitable to sell, and that's what determines successful business.

The high quality of Sherwin-Williams Paints and Varnishes, that holds trade, is the result of the unceasing efforts of the Company for nearly half a century, in improving and perfecting their finishes.

The completeness of the Sherwin-Williams line is unrivaled. There is a Sherwin-Williams finish adapted for every painting need.

The prestige and good-will of the Company and their products are established assets for every Sherwin-Williams Dealer.

Persistent and efficient advertising has not only made the name Sherwin-Williams well known from coast to coast, but has developed an ever increasing demand for Sherwin-Williams products.

The co-operation between the Sherwin-Williams Dealer and the Sherwin-Williams Co. has produced a dependable means of getting new business in all parts of the country.

Sherwin-Williams Dealers make profits that are consistent with a successful business, as they have proven to their own satisfaction.

If you are looking ahead for the future success of your business, write us, we can show you more fully how to get the business you would like to have.

A cordial invitation is extended to all Dealers attending the Retailers' Convention in Hamilton to make our booth their headquarters.

SHERWIN-WILLIAMS

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



Here Are the Lines of Varnish Sales and Profits for the Pratt & Lambert Dealer



Individual Household Customers
Influenced by

Quality
Tremendous Magazine Advertising-
Window Trims - Printed Matter-
Lantern Slides - Newspaper Electros

Home Builders Influenced by

Quality
Advertising in Home Building Papers-
Letters - Booklets -
Tremendous Magazine Advertising

Your Painter Customers Influenced by

Quality
Pratt & Lambert Own Painters'
Magazine VARNISH TALKS -
Painters' Trade Paper Advertising -
Printed Matter - Panel and Liquid Samples -
Technical Varnish Information Department
Tremendous Magazine Advertising

Contractors' - Architects' Specifications
Influenced by

Quality
Personal Letters - Booklets - Sample Panels -
Architects and Contractors' Trade
Paper Advertising - Personal Solicitation -
Tremendous Magazine Advertising

THE small panels show the *possible* buyers of varnish — the larger panels show the thorough, logical, effective methods that Pratt & Lambert use to convert them into *actual buyers* — sales — profits — satisfied repeat customers, at *your* store.

Every one of your possible varnish user customers or prospective customers, as well as new home builders, architects and contractors, who are influential in the use of varnish, are reached by this advertising.

Study the chart. See if you can conceive of any possible varnish selling effort, that it does not cover. Are you getting *this kind* of Varnish Selling Co-operation? If not —

Write For Our Complete Detailed Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE ECONOMY OF PAINT

From the saving side the up-to-date dealer has the economical property owner converted to the use of paint. The proof is established—paint saves repairs—paint adds years of service and satisfaction to everything paintable.

MARTIN-SENOUR PAINT

100% PURE

not only saves repairs but it adds value to the painted property. Dealers who sell it find every selling argument confirmed by the experience of users of Martin-Senour Paints. It is a pleasure to sell a paint that brings the purchaser back for more of it. You will enjoy selling **MARTIN-SENOUR PAINTS** and **VARNISHES**, so write today for the agency for your town.

The Martin-Senour Co. Limited

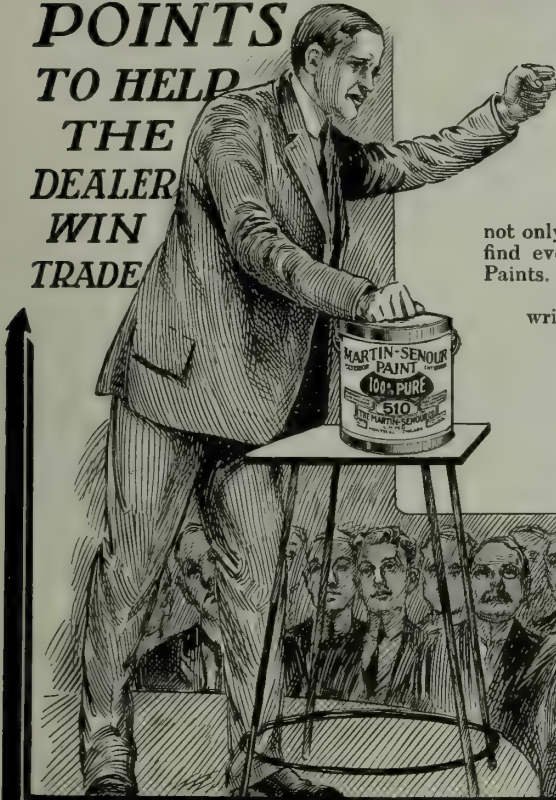
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



BERLIN, ONT.

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,
THE P. HYMMEN CO., LTD.

Somewhere—

just around the corner or half way across the continent is a man who is looking for just such a proposition as you have to offer.

You can get in touch with this man by inserting a "want ad." in Hardware and Metal.

Reaches each week

Hardware Dealers, Clerks,

Travellers and Manufacturers

throughout the Dominion.

PARKHILL, ONT.
HARDWARE AND METAL,
Toronto, Ont.

Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

Your Oil Lamp Trade Needs Watching

Don't imagine for a second that, in these days of electricity and gas, Oil Lamps are dead. They're **not**, and the merchant who **neglects** them **drops business**.

Pilabrasgo Lamps

Hold the Canadian Efficiency Championship

No other lamp in the country produces an equal light per quantity of oil. No other lamp is so clean, so safe, so free from odor and so steady in flame. No other lamp looks so well on your counter and in your customer's home.

Put in a line of Pilabrasgo Lamps. Display them—feature them—**push**—and you'll surprise yourself.

Drop us a line and we'll bring you photos.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,



London, Ontario

R. E. Davis, Special Representative.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Cellings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tiling
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



PROFITS

—That's what interests you and every other progressive dealer. And that's why the

Connor Ball-Bearing Washer

is so popular with the trade. There's a good margin of profit on every sale. It has exclusive features that make women eager to buy it. No salesman need ever cut the price to sell it.

It will pay you to get fully posted on the Connor Ball-Bearing Washer. So write for our new catalog. Every enterprising dealer should have a copy.

J. H. Connor & Son
LIMITED

Ottawa

Canada

Reflex Bronze Liquid



when mixed with good bronze powder makes a Bronze Paint that gives the longest service.

A novice can easily mix these ingredients by following directions.

This combination is easily applied and forms a very attractive bronze paint.

Put in a stock of **Reflex Bronze Liquid** and **Bronze Powder**—it will pay you to recommend them to your trade.

Write to-day.

The
Ault & Wiborg Co.
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL

Guaranteed as to
Work and Efficiency
**MILLERS FALLS
BORING MACHINE**

The boring crank is turned in one direction only, whether boring or drawing auger out of hole. Fully perfected. Bores at any desired angle and is truly

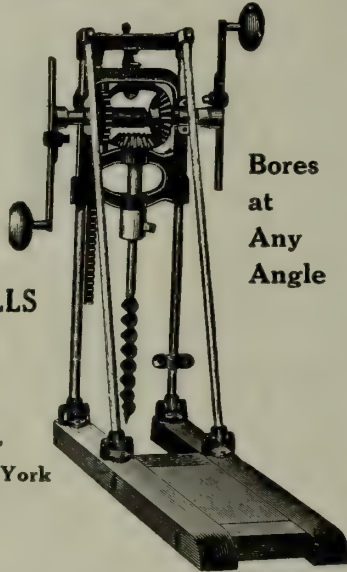
The Workman's Favorite

Adjustable Stop for Depth of Hole and Quick Reverse.

Adjustable Cranks Regulate Speed and Power.

Boring frame hangs itself up and is dropped to work by releasing thumb latch. Regularly supplied to bore 11 1/4 inches deep, deeper if desired.

Fully described in catalog, as are many other Millers Falls Efficiency Tools. Send for copy of catalog.



Bores
at
Any
Angle

**MILLERS FALLS
COMPANY**

28 Warren
Street,
New York

Ensure Absolute Satisfaction
By Selling

**Peterboro
Hardware**

An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.

**Pumps that Carry
Good Will**

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.



The
**WHITE
MOP
WRINGER**

3



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

2



MADE IN CANADA

1



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKLEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

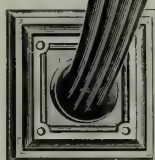
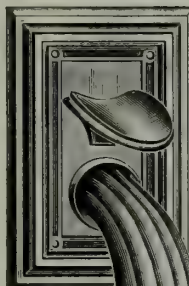
KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, Eng'and



Russwin Builder's Hardware

A dealer is known by the goods he keeps. The reputation and quality back of Russwin Builder's Hardware are good reasons why you should associate your name with this well known line. Russwin Builder's Hardware appeals to the very highest class of trade—and that is the class of trade it pays to attract.

You, as an experienced hardware man, know that Russwin goods are the highest standard in design, workmanship and material. Their distinctive quality and reliability makes them stand out prominently above the ordinary lines of builders' hardware.

We carry a large and complete stock of Russwin Builders' Hardware, because a large stock is necessary to take care of the many and varying requirements; for this same reason you should also carry a stock that will enable you to prevent a customer from going somewhere else to get any particular article he wishes. Ask us to send you or catalogue.

The Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building"

WINNIPEG

MAN.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON

CANADA

SALES AGENTS

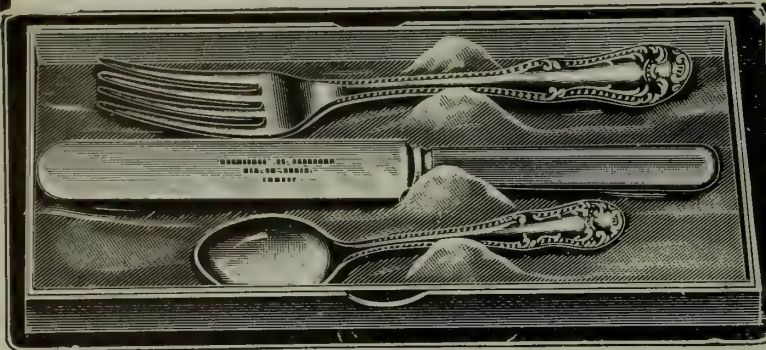
Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make A Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

"Kenrick" Cast Iron Holloware "Anglo" Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS -:- ONT.

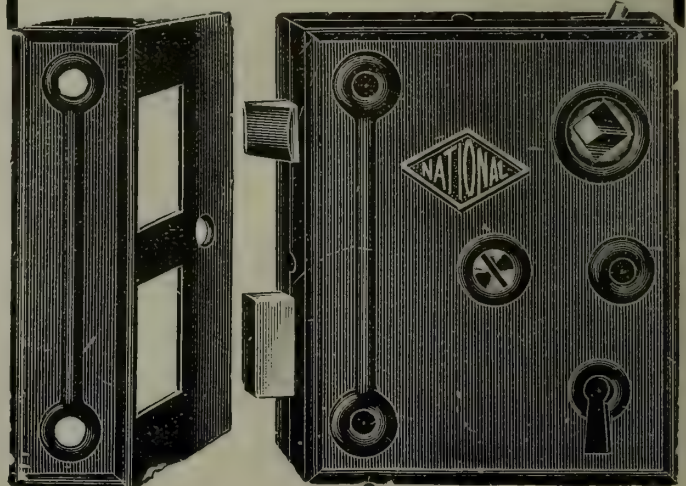
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

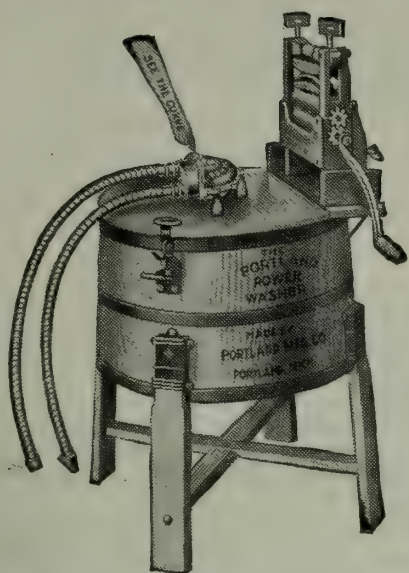
The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA



FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR
PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

TO THE HARDWARE MEN OF CANADA:

COME TO

HAMILTON

17th to 22nd February, 1913

The Greatest Hardware Convention Ever

102 EXHIBITS
CANADIAN-MADE LINES

ANNUAL CONVENTION

ONTARIO RETAIL HARDWARE ASSOCIATION

EXHIBITION UNDER CONTROL OF
CANADIAN HARDWARE MANUFACTURERS'
EXHIBITION ASSOCIATION

EXTENSIVE ENTERTAINMENT
PROGRAMME

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

LARGEST MANUFACTURERS OF LANTERNS
IN THE BRITISH EMPIRE

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

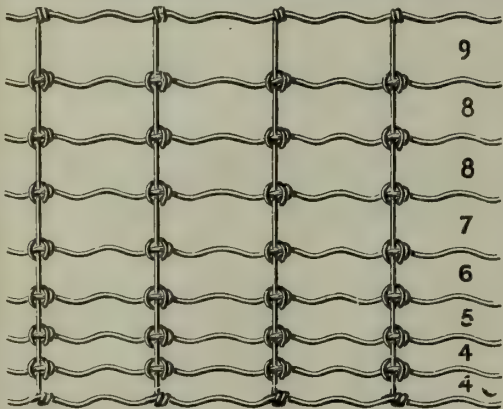
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



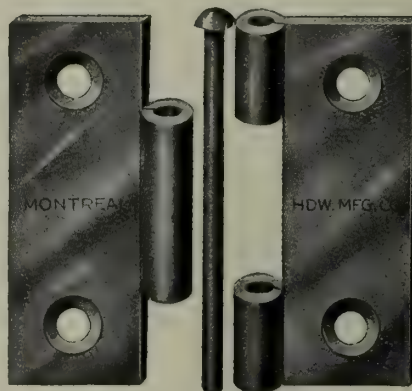
OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

YOU CANNOT DO BETTER

Than carry M.H. goods. Uniform quality and sure to please

If quality, workmanship
and price, are to be con-
sidered, our line will
appeal to you and we
invite your investigation.



We guarantee the goods.
We guarantee the service
and our prices are right.
On this basis we solicit
your patronage.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

:::

:::

CANADA

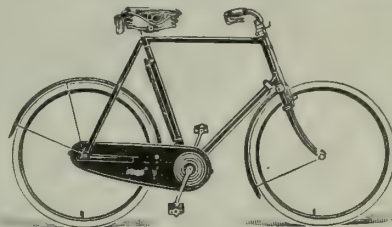
Maxim CYCLES

BUY BRITISH BICYCLES!!

Because they are QUICK SELLERS and GIVE SATISFACTION

The WORLD-RENOWNED "MAXIM" CYCLES have a splendid record for Reliability and Fine Finish and the Price is Right.

Drop us a line Now for our Export list and Special Quotations to Canadian Dealers. AGENTS WANTED where not represented.



The MAXIM CYCLE MANUFACTURING CO., Dept. 19 COVENTRY, ENGLAND

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

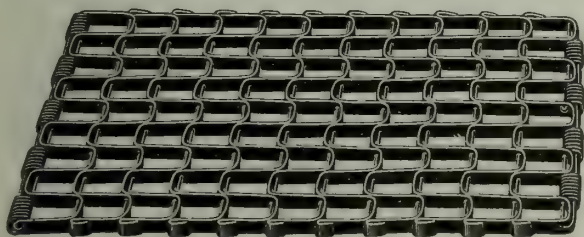
Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.
Our Motto—"QUALITY"



"KEYSTONE" FLEXIBLE DOOR MATS STEEL



The Door Mats That Assure a Quick Turnover at a Good Profit

They are by far the best value in door mats on the market. While the price is a little more than that of the ordinary door mats, your customers will not hesitate to pay it. They can tell at a glance that this is a much better mat. Continuous Crimp, Ribbon Steel, No Short Pieces.

If your jobber does not sell them, write us direct.

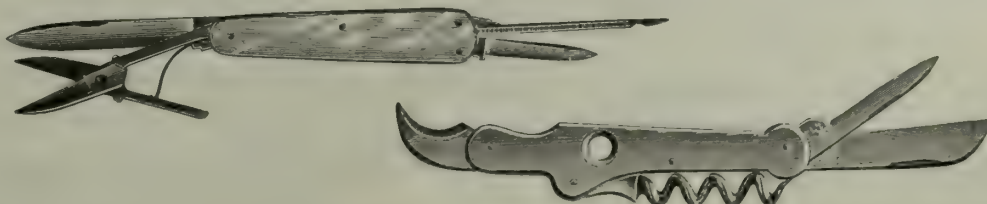
Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS
PORT HOPE, ONTARIO, CANADA

J. A. HENCKELS

Twinworks Cutlery

Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

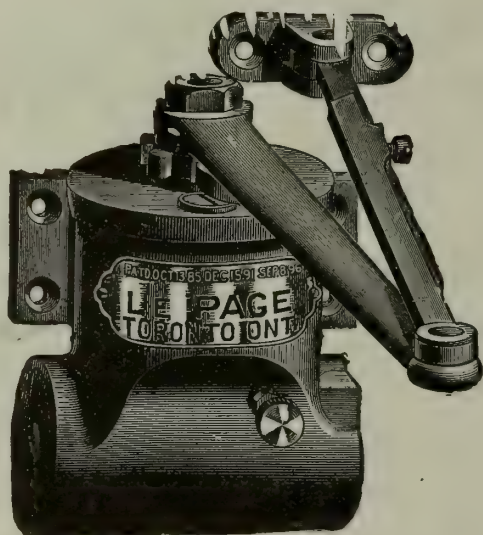
9 Debresoles St., Montreal

Henckels Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.



The "LE PAGE" OIL DOOR CHECK and SPRING

**Will Be A Profitable
Addition To Your Stock**



This is a door check which is giving splendid service in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

It is the only door check made without packing in its working parts—this assures absolute freedom from pushing friction.

The cup contains oil which forms a cushion that keeps the door under perfect control and prevents all slamming. The oil is regulated by a thumb screw as shown on cut.

You run no risk when selling our door checks because they are backed by our guarantee.

A trial will convince you that the "Le Page" is a splendid seller.

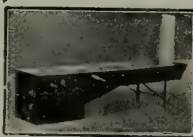
WRITE FOR PARTICULARS.

WM. KEATING

266 MACDONNELL AVE. - TORONTO

You Can Reap A Good Profit IN THE NEAR-BY SUGAR-MAKING SEASON BY SELLING OUR PERFECT Maple Evaporators

Their Low Price Makes Them Easily Sold



This evaporator is made first-class by expert workmen. It will please you. It has this great advantage over other Evaporators—it makes the same kind of syrup with the delightful maple taste that you used to make with the old iron kettle and the pan. No evaporator can make better syrup than it does, and then consider the price. It is something that has been wanted for a long time. Put a sample on the floor and see how it sells.

*Write for our evaporator catalogue ;
it tells all about it.*

The Steel Trough & Machine Co. Limited

TWEED

::

::

ONTARIO

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

**A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.**

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co. HAMILTON, ONTARIO



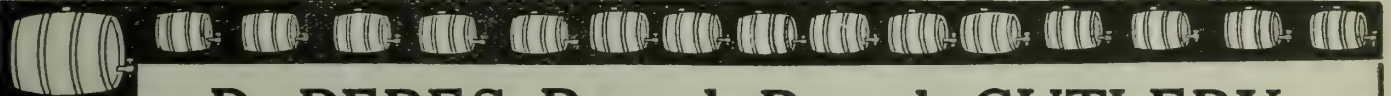
THE L. MARTIN CO.'S GERMANTOWN LAMPBLACK



The Highest Standard Lampblack For All Purposes

We are the originators and sole manufacturers of Old Standard, Eagle, Pyramid, and Globe Germantown Lampblack. Named after our first factory in Germantown, Philadelphia, over sixty-three years ago. No firm ever existed sixty years whose only recommendation was low price. All blacks that bear the name of the L. MARTIN CO., are of the best. By no other means could a firm have so triumphantly stood the test of time.

The L. MARTIN CO., New York, Philadelphia, Cincinnati, London, Eng.
ESTABLISHED 1849



D. PERES Barrel Brand CUTLERY

Dear Mr. Dealer:—

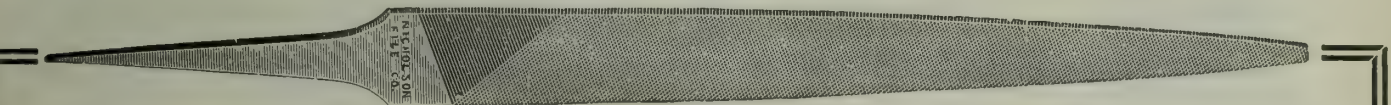
The demand for "Barrel Brand" Cutlery is increasing rapidly. This fact is the result of the excellent quality of our goods. Be sure that your stock in Cutlery in the coming season contains a large assortment of "Barrel Brand." Our travellers will call on you shortly with full range of samples. In your own interest don't order before you have seen what we have to offer you. Barrel Brand Cutlery is the most satisfactory line to handle; it gives you both satisfied customers and a big margin of profit.

(Razors, Pocket Knives and Scissors)



Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McCLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co.,

- -

Port Hope, Ont.

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

"Norcross" Cultivator-Hoes and Weeders



**Are Certain
To Sell Quickly**

**"WE MAKE NOTHING ELSE
And our goods show it."**



For 20 years we have manufactured these exclusively; we guarantee them to outclass all imitations on the market.

We have nearly 300 regular jobbing customers in the United States.

"Norcross" Cultivator Hoes and Weeders CAN BE EASILY OPERATED BY ANY WOMAN.

Our 5 prong is the only one having detachable ferrule (Pat'd), providing for attaching Cultivator to Wheel Flows.

Our new 3 prong is a modification in size, weight, and cost, cheap as the common hoe in price, and pays a greater profit.

Our Midget is the greatest of all Flower Weeders.

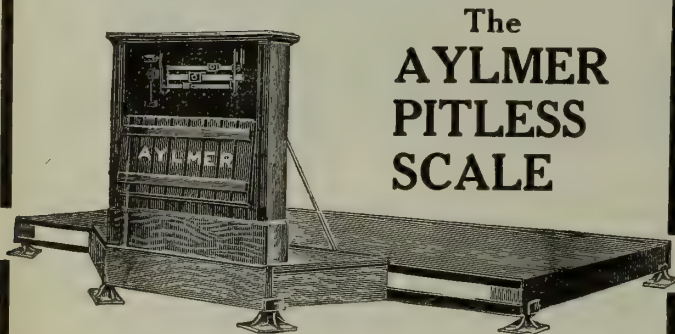
A display will interest gardeners and often effect a sale. Stock a trial order.

Canadian jobbers who handle the "Norcross" line are: McLeannan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; J. S. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., St. John, N.B.; Dunlop Bros. & Co., Amherst, N.S.; W. H. Thorne & Co., Ltd., St. John, N.B.; Edwin Chown & Son, Kingston, Ont.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.

Patentees and Sole Manufacturers.



The
**AYLMER
PITLESS
SCALE**

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

Cane's Washboards

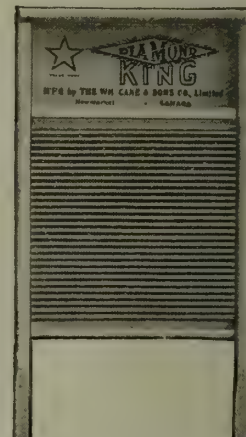
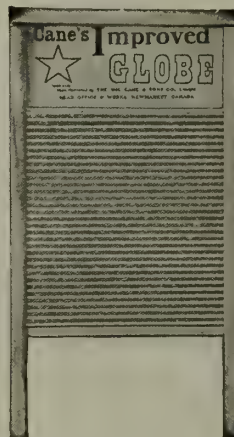
**Are Good, Reliable Year-Round
Sellers**

The neat construction, high quality and durability of Cane's Washboards makes them business builders wherever sold.

They are made in 13 different styles and grades so as to meet the price which your customer can afford.

Order from your Jobber.

Write to-day for our catalogue on "Cane's Washday Woodenware."



The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Wire and Sheet Metal Goods

That Pay Good Profits

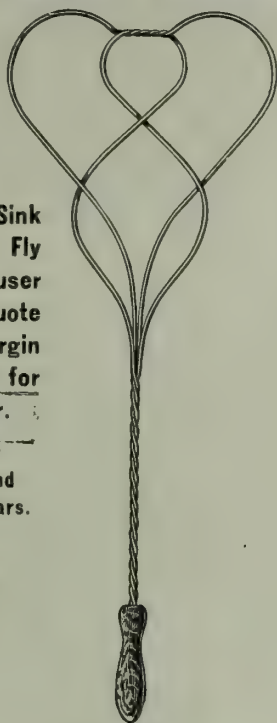
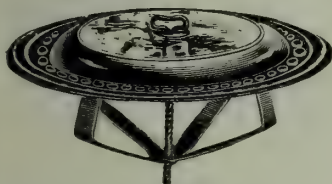
A Splendid Quality For Your
Notion Counter

We manufacture

Potato Mashers, Electric Egg
Beaters, Toasters, Flue Stops, Sink
Strainers, Carpet Beaters, Fly
Killers, Vegetable Sifters, Trouser
Hangers, etc., on which we quote
prices that have a splendid margin

for profit for
the dealer.

Write for
Catalog and
full particulars.



Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely elim-
inates washday drudgery caused by
hard working ma-
chinery. It is the
easiest washer to op-
erate and washes
clothes thoroughly in
shortest time.

The Thermo Washer
is built to last and is
solid and substantial.
Working parts are
simple and cannot
get out of order.

Thermo Washers are
attractively designed
and well finished and
find ready buyers
everywhere.

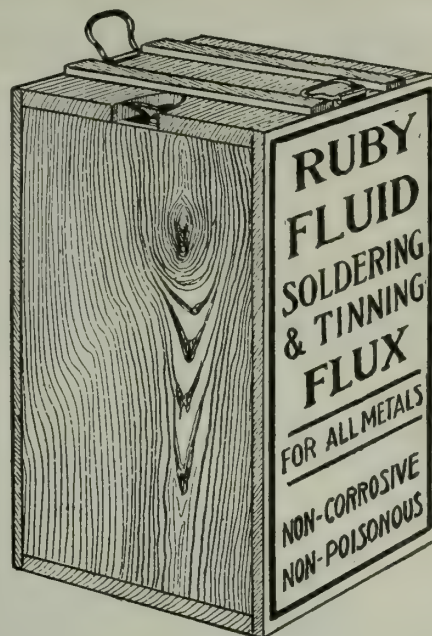
Before restocking
your washer depart-
ment get full descrip-
tive matter and
prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



Get This Can On Your Counter

Mechanics will be attracted and the
Cans will move.

Mechanics are good buyers. Give
them good goods and you have all their
trade.

Therefore Give Them "RUBY FLUX"

Use it in your own Tinsmith. It is
non-corrosive and non-poisonous. A
Soldering and Tinning Fluid that goes
further and really costs less.

If our Travellers have not called, we
will send a sample.

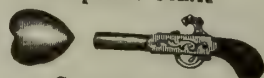
**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

Jonathan Crookes & Son

Corporate Mark

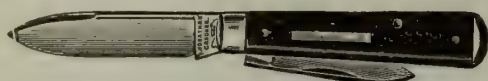
Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

If you
want to
handle

WIRE NAILS

of superior
quality,
consult us
at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

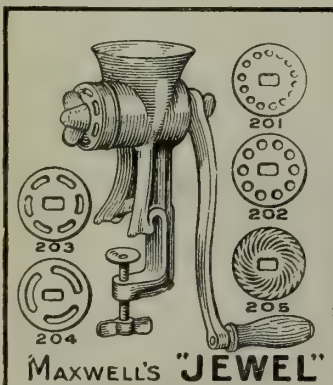
REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



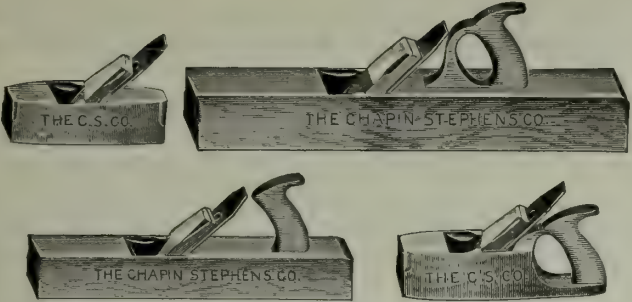
MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



THE C.S. CO. THE CHAPIN-STEPHENS CO.

THE CHAPIN-STEPHENS CO. THE C.S. CO.

All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

**BEAR BRAND
LAMP BLACKS**

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world. This has been entirely due to the CONSISTENT HIGH QUALITY of our products. WRITE FOR SAMPLES AND PRICES. SOLD BY MOST WHOLESALE HOUSES.

WILCKES MARTIN WILCKES CO.
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.



LET CUSTOMERS TRY IT 30 DAYS



**Kling
Flame Fastener**

Patented Sep. 7, 1909

They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON BOLT & HINGE WORKS

LONDON, CANADA

Natural Gas Goods
of every description
at
T. F. BERMINGHAM'S
20 John Street South
HAMILTON, ONT.

BIG

RESULTS
from small investments. Real
Hardware & Metal's Want
Ad. Page.

JAMES CARTLAND & SON
BIRMINGHAM, England LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple
Effective
Compact

1796 IRON	
3/8 screw	4/-
1/2 "	6/6
1795 BRASS	
3/8 screw	5/6
1/2 "	8/6
1797 GUN METAL	
3/8 screw	6/6
1/2 "	10/6
each.	

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND
Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

EASTERN MANUFACTURERS, LIMITED

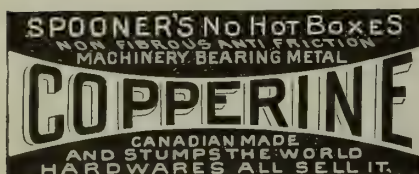
Manufacturers' Agents

SASKATOON, - SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET, - QUEBEC

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing

Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man. covering the jobbing trade of Manitoba, Saskatchewan and Alberta.

This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg.,
Winnipeg.

CLIPPERS.



ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid

Perth - Ontario

LEAK STOPS.



RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Public Building, Aylmer, Ontario," will be received at this office until 4.00 P.M., on Monday, February 17, 1913, for the construction of a Public Building at the place mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at the Post Office, London, Ont., at the Post Office, Aylmer, Ontario, and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations, and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 25, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—34802.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. McFARLANE & CO. Montreal
Canadian Agents

Where Knowledge Is Power 'Tis Folly To Be Ignorant !

A perusal of the following books will certainly increase your knowledge of the art of advertising and salesmanship.

How to Advertise a Retail Store

By A. E. EDGAR

A complete and comprehensive manual for promoting publicity, including mail order advertising and general advertising.

PRICE, \$3.50.

Retail Advertising Complete

By FRANK FARRINGTON

An application of the ideas expounded in this book cannot help but result in increased business for the merchant who applies them. Covers every known method of advertising a retail store.

PRICE, \$1.00.

Sales Plans

By THOMAS A. BIRD

A collection of 333 successful ways of getting business, including a variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE, \$2.50.

Men Who Sell Things

By WALTER D. MOODY

The author lays bare the secrets of successful salesmanship and shows how the weak spots of a salesman's methods may be eliminated. It can be read with enjoyment and profit by every salesman and business man.

PRICE, \$1.00.

Any book sent prepaid on receipt of price.

Technical Books 143-149 University Avenue, **Toronto**

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



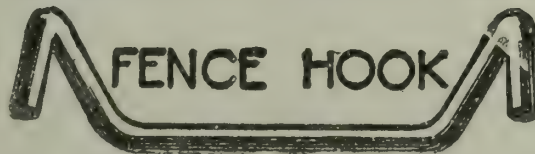
To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The **INFALLIBLE GLAZIER'S DIAMOND**
Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - **London, Eng.**
GODFREY S. PELTON & SON, Canadian Agents, **MONTREAL**

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG • PEASE FOUNDRY COMPANY LIMITED TORONTO • PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U. S. A.



"RED CROSS" Sanitary Chemical Closets

Have earned the name

Sanitary

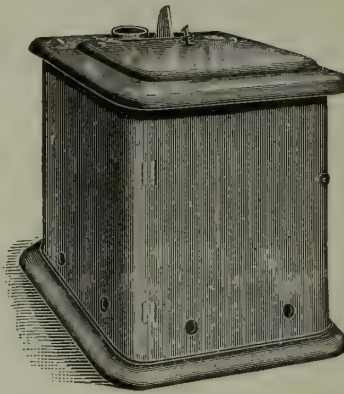
Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless — closets that are made right, and

that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.

Red Cross Sanitary Appliance Co.

GRIMSBY, ONT.



The Best Offer In The Saw Business

You can now buy Saws, made in Canada, that will delight your best mechanics. Of finer material and more scientifically made than any other in the world.

This picture shows a man who has used this "self-same" Saw for thirteen years. It has always stood up to its work because it was made as good Saws should be made.

ATKINS STERLING SAWS

You can more profitably push this kind of tools, because they bring and hold the best trade and pay the largest legitimate profit. A money-back guarantee behind them and a world of selling help — free — no strings tied to it — at your command.

Write us for details.

E. C. ATKINS & CO.

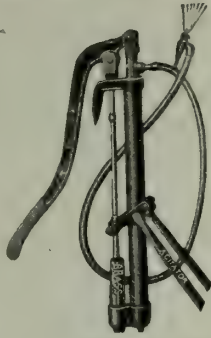
Makers of Sterling Saws

FACTORY, HAMILTON, ONT.

BRANCH, VANCOUVER, B.C.

SMITH'S SPRAYERS

This Pump quickly attached to any barrel. All working parts brass. Requires no priming. Brass ball valves and valve seats, paddle agitator. 5-ply hose. Brass Vermorel Nozzle, throws any size spray or stream 50 feet, and impossible to clog. Adapted for spraying fruit trees, whitewashing stables. Forty other styles to select from. For spraying garden vegetables, trees, shrubbery, washing wagons, windows, etc. Write for free catalogue and agents' proposition on full line.



D. B. Smith & Co.

500 Genesee St., Utica, N.Y., U.S.A.

No 25 1/2 300-bbl. Spray Pump.



GERMANTOWN LAMPBLACK

**Quality is remembered long
after price is forgotten.**

We are the originators and manufacturers of the World's Famous Old Standard, Eagle, Pyramid, and Globe Germantown Lampblacks. Look for the Red Seal on every package. Why buy the "Near Brand" when the best is procurable.

The L. Martin Co. Established 1849
New York, Philadelphia, Cincinnati, London, Eng.

Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only BOKER'S "TREE" BRAND

Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.



They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possible to produce.

For Sale By All Leading Wholesale Hardware Houses

FRIEDR. BAURMANN & SONS

SOLINGEN, GERMANY

MANUFACTURERS OF

**High Grade Razors, Safety Razors and
Manicure Sets**

All razors are guaranteed to be forged and ground by hand.

Every piece is warranted.



Trade

Mark

OUR NEW LINE

Of Bathroom Fixtures is Unexcelled for

DESIGN, QUALITY and FINISH

AND WE SHIP PROMPTLY.

Write for Catalogue to—

Kinzinger, Bruce & Co., Limited, Niagara Falls, Ont.

Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

ADS AND SALES

A Study of Advertising and Selling from
the standpoint of the New Principles of
Scientific Management.

By Herbert N. Casson.

**An Invaluable Book for the Manufacturers,
Sales Managers, Salesmen, Etc.**

This is the first book which has attempt-
ed to apply the principles of Scientific
Management to the Problems of Sales
and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Business Development

¶ *Do you ever feel that your present
occupation prevents the develop-
ment of your business talent?*

¶ *Many a young man is engaged in
office or store clerking. Owing to the
nature of the business, he has but a
narrow range in which to exercise
his talent. He cannot relinquish his
position to seek one giving better
opportunities and paying a larger
salary. To do so would be to give
up his only source of revenue, and
someone may need his support. Yet
it is imperative that he increase not
only his business, but also his salary.*

¶ *We will solve the problem for you.
We have need of part time salesmen.
Men who can devote spare hours to
our work and make as much, and in
many cases, more money than they
can from their regular occupation.
Many of these men we develop into
regular road men with a high salary.
Do you feel that there are latent
forces in you, waiting for an oppor-
tunity to assert themselves? If so,
we want you to let us show you how
to discover them. Write at once for
the particulars.*

MacLean Publishing Co.,

143 University Ave.

Cir. Dept.

TORONTO

Hardware Retailers AND Manufacturers

attending the HAMILTON CONVENTION should make it a point to see the new TELEPHONE BOOK REST, which has been a long felt want.

Think what it means to get a number by the use of one hand.

A touch of the finger and the open book is before you. Another touch and the book rest closes up out of the way.

Saves time, labor and worry. Time means money.

Like the telephone, the Book Rest is bound to spread over the civilized world.

Every telephone user is talking about it.

Nothing ever sprung into more instant demand.

Can be installed beside a wall phone or on a business man's desk. Holds both the phone and the book on the desk. An electric light can be attached.

Retailers and jobbers should write for prices and terms at once in order to share big profits. Action counts—write to-day.

**HEAD OFFICE:—The Open Book Rest Co. of
Canada, Limited, 16 Main St. East, Hamilton,
Canada.**

An optimist has been defined as a man who doesn't look at the inside of a sandwich.

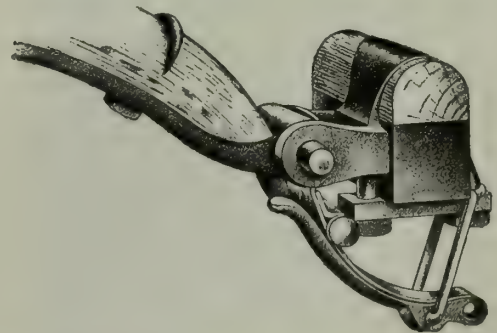
The dealer ought to be an optimist, but he ought to look carefully over his stock to see that no important detail is lacking. The

Fernald Quick-Shift and Anti-Rattler

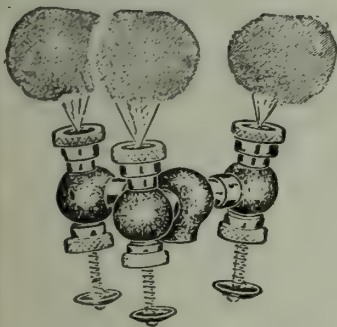
is a vital detail of your business. It is an all metal, quick-acting, trouble-saving coupler that has reduced to a minimum the labor of changing from shafts to pole and has silenced the annoying rattle of shafts on the road.

It is a luxury no longer. Broad, persistent advertising has created a demand for it that no dealer can afford to ignore. It requires little talk on your part to get it over to your customers because nearly all of them know what it is. Just remind them of it. Its sale is a big drop in your profit bucket and a boon to the buggy driver.

The new individual boxes each containing a pair of Quick-Shifts and Anti-Rattlers can be got from your jobber right now, in dozen lots, or more. They will appeal to your customers. Stock the Fernald and satisfy every demand.



Fernald Manufacturing Co., Inc.
North East, Pa.



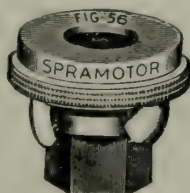
"I want a new set of nozzles for my Spramotor. Jones has them on hand. Might as well get the paint and lawn mower there, too."

It certainly pays to stock

SPRAMOTOR ACCESSORIES

The direct profit is reasonable—just about what you think it should be. But, handling Spramotor Accessories means much more to you than that. When a man wants some of our accessories he wants them at once. Isn't he pretty likely to buy other articles while in your store? That's up to you.

N.B.—We may want a special agent in your town. Our agents make money.



Spramotor Works

68 King Street, - London, Can.



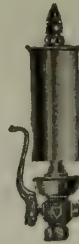
Check Valve with Drip Cock.



Gauge Cock.



Grease Cup.



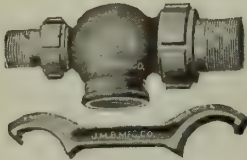
Steam Whistle.



Oil Cup—Quick Stop, Sight Feed.



Forked Lever Air Cock.



"Gem" Ejector.



J. M. T. Valve.



Pop Safety Valve.



Now Is The Time To Stock A Supply Of MORRISON'S STEAM GOODS

Our steam goods embody the highest grade materials, careful workmanship and years of experience.

They are absolutely guaranteed to give efficient service.

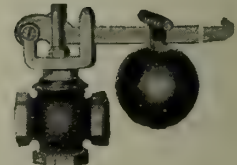
They will be most profitable to handle.

ILLUSTRATED CATALOG TO THE TRADE

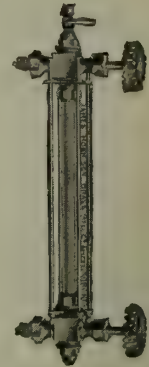
**The James Morrison
Brass Mfg. Co., Ltd.**
93-97 Adelaide St. West
TORONTO



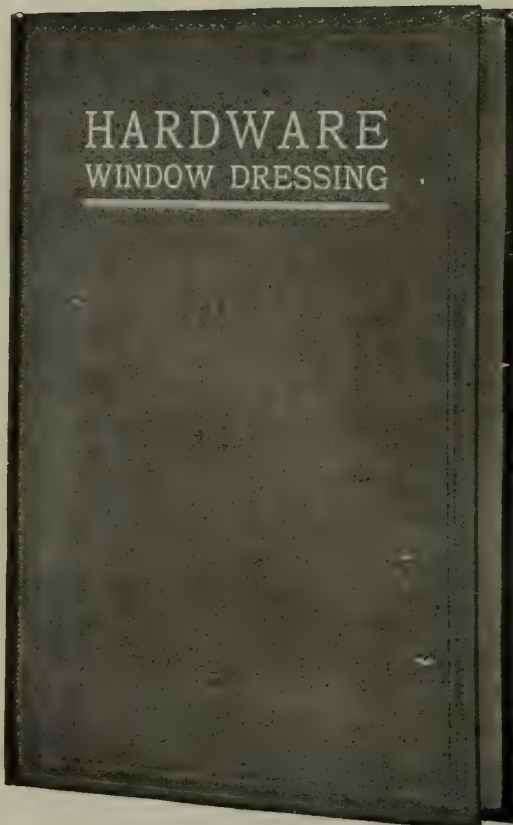
Relief Valve.



Safety Valve—Lever and Weight Type.



Gauge Glass.



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

HARDWARE AND METAL INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

American Bolt & Screw Co.	88	Davidson, Thos., Mfg. Co.	18	London Foundry Co.	83	Pratt & Lambert, Inc.	70
American Shearer Co.	86	Directory of Manufacturers	87	London Rolling Mill Co.	77	Plymouth Cordage Co.	13
Andrews Wire Works	83	Dominion Cartridge Co.	34	Lowe Bros., Ltd.	57		
Atkins & Co., E. C.	88	Dominion Hammock Mfg. Co., The.	31	Lufkin Rule Co.	Inside back cover	Ramsay, A., & Sons Co.	68
Atlas Mfg. Co.	86	Dominion Oilcloth Co.	28			Raymond Bros.	86
Ault & Wiborg	73	Dominion Register Co.	93			Red Cross Sanitary Appliance Co.	88
Aylmer Pump & Scale Co.	82	Dominion Utilities Mfg. Co.	49			Remington Arms Union Metallic	
		Dorken Bros.	89			Cartridge Co.	Outside back cover
						Robertson, P. L., Co.	63
Banwell Hoxie Wire Fence Co.	8					Rogers, Alfred, Ltd.	33
Barnett, G. & H.	78					Outside front cover and	
Barton Netting Co.	79					Ross Rifle Co.	96
Baurmann, Fredr., & Sons	89						
Baxter Stove Co.	23	Fernald Mfg. Co.	91			Saphe Mfg. Co.	34
Birmingham, T. F.	85	Ford Auger Bit Co.	65			Saskatchewan Glass & Supply Co.	72
Bosse & Banks	86					Seymour, Henry T., Shear Co.	87
Boston Varnish Co.	57					Sharrit & Newth	87
Bowser, S. F., & Co., Ltd.	61	Goodell-Pratt Co.	14			Shaw, A., & Son	87
Bowser, R. M., & Son	26	Government Tender	87			Sheet Metal Products Co.	2
Brandram-Henderson, Ltd.	59	Great West Wire Fence Co.	31			Simonds Canada Saw Co.	15
Brown Boggs Co., The	96	Greef Bredt & Co.	81			Smart, Jas., Mfg. Co.	90
Buck Bros.	90	Greening, B., Wire Co.	12			Smith, D. B., & Co.	89
Burrow Stewart & Milne	22	Guelph Spring & Axle Co.	86			Smith Hardware Co., Ltd.	5
Burrowes Mfg. Co.	8	Gutta Percha & Rubber Mfg. Co.	Inside back cover			Southington Mfg. Co.	86
						Spooner, Alonzo W., Ltd.	86
						Standard Chain Co.	12
						Standard Paint & Varnish Co.	67
						Stanley Rule & Level Co.	26
						Steel Co. of Canada, Ltd.	6
						Steel Trough Machine Co.	80
						Stephens, G. F., & Co.	65
						Stewart, Jas., Mfg. Co.	27
						Stevens, The Jno., Co.	16
						Still, J. H., Mfg. Co.	76
						Spramotor Co., The	91
						Tallman Brass & Metal Co.	84
						Thompson, B., & S. H.	82
						Toronto Plate Glass Importing Co.	63
						Toronto Silver Plate Co.	32
						Want Ads.	66
						Western Clock Co.	Inside front cover
						Winnipeg Paint & Glass Co.	76
						White Mop Wringer Co.	75
						Whitman & Barnes Mfg. Co.	29
						Wilkes-Martin-Wilkes Co.	85
						Wright, E. T., & Co.	17
						Yale & Towne	10 11

Our Latch String Will Be Out At Booth 96

Before going to Hamilton, jot this number down in your memorandum book. Then be sure to drop in and let us extend you the courtesy of our booth.

We will have our Account Registers on hand, and will demonstrate every detail of the McCASKEY SYSTEM OF KEEPING ACCOUNTS.

ASK TO SEE THE SURETY COUNTER CHECK BOOK.

Dominion Register Co., Limited

(Trafford Park, Manchester, Eng.)

96 Ontario Street, Toronto, Canada

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchor.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Blinder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bride Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Phila., Pa.
North Bros, Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Pterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowdell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowdell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston, Ont.
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Farmer & Bulloch Co., Ganoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Ganoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
F. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.

Lampblack.
The L. Martin Co., New York.

Wickless Lamp.
Wilkes Metal Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Jas. Smart Mfg. Co., Brockville.

Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
Can. Buffalo Sled Co., Preston.

F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.

Saskatchewan Glass & Supply Co.
Moose Jaw.

Mats & Matting—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.

Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.

Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Alonzo W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.

Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Osake, John, & Sons, London, Eng.

Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.

Smith Hardware Co., Montreal.

Nails.
P. L. Robertson Co., Milton.

Nails, Wire.
H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.

Steel Co. of Canada, Limited, Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.

Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.

Queen City Oil Co., Toronto.

Oil Tanks.
Bowler, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.

Canadian Oil Companies, Ltd., Toronto.

Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.

Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.

Lowie Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.

Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.

Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.

Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.

Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.

Steel Co. of Canada, Limited, Hamilton.

A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.

Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.

Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton.

Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.

R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.

Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.

Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.

Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.

Kampfe Bros., New York.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Honers.
Carborundum Co., Niagara Falls, N.Y.

Registers.
Jas. Smart Mfg. Co., Brockville.

Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets.
P. L. Robertson Co., Milton.

Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Rollers, Water Weight.
Dunham Co., Beres, O.

Erie Iron Works, St. Thomas, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.

Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.

Domination Roofing Co., of Canada, Ltd., Toronto.

Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.

Luffkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Hamilton.

Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.

Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.

R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.

Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Snow Shovels.
Can. Buffalo Sled Co., Preston.

Sleds.
Can. Buffalo Sled Co., Preston.

Chatham Malleable & Steel Co., Chatham.

Snips.
Peck, Stow & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Brequet, Montreal.

H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.

James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Spiramotor Co., London.

Springs.
B. Greening Wire Co., Ltd., Hamilton.

Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.

Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.

Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.

Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.

Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.

Luffkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.

A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.

The Goodell-Pratt Co., Greenfield, Mass.

Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.

Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.

Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.

Peck-Hamre Mfg. Co., Berlin, Wis.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.

Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.

International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.

Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.

Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.

Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.

D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.

London Foundry Co., London.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.

Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.

B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.

B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.

Henderson & Richardson, Montreal.

Wood Finishes.
Berry Bros., Walkerville.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.

Bemis & Call Hdw. & Tool Co., Springfield, Mass.



"Ross" Rifles in India

Few Canadian dealers in Sporting Rifles would credit the number of "Ross" 280 High Velocity Rifles which are sold in India. Owing to the large demand we were completely sold out at the end of 1912.

In Canada the merit of this 280 is becoming better known and there is a great increasing sale for it. Dealers who have the foresight not only to stock it—but to *show* it to prospective customers, are making good day's sales on just a single transaction.

There are to-day in Canada many men who can afford to buy the best and the best sporting rifle is the "Ross." Other models retail at from \$25.00 and upward.

Catalogues and terms on application.

ROSS RIFLE CO.

-

QUEBEC

B.B. Co. Presses Embody STRENGTH and RIGIDITY

MINIMIZING maintenance cost
of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

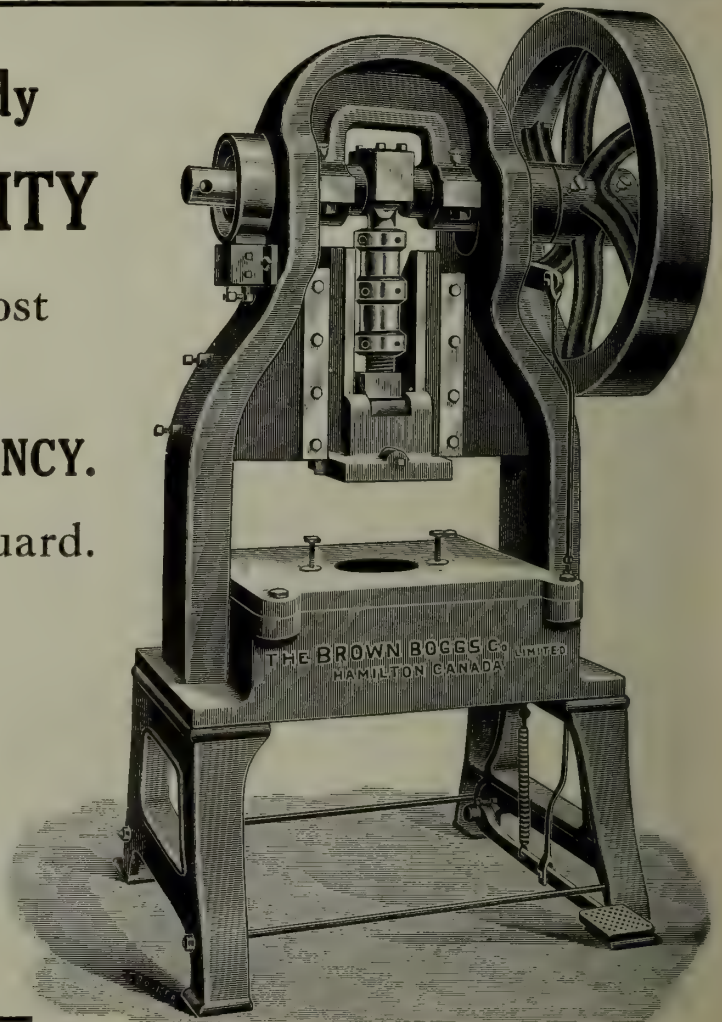
LET US QUOTE ON
YOUR PRESS REQUIREMENTS.

The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

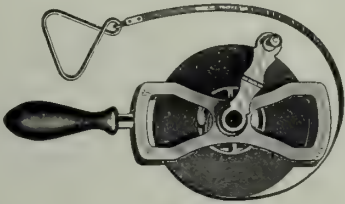
Presses, Dies, Tinsmiths' and Sheet Metal
Workers' Tools, Canning Machinery



The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

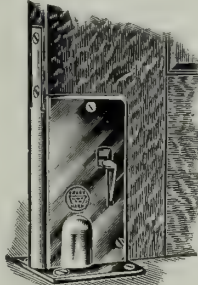
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CHICAGO

SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

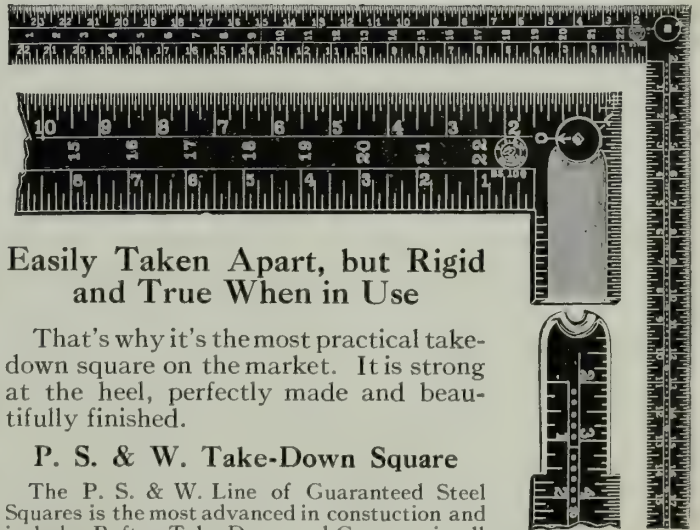
Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



Easily Taken Apart, but Rigid and True When in Use

That's why it's the most practical take-down square on the market. It is strong at the heel, perfectly made and beautifully finished.

P. S. & W. Take-Down Square

The P. S. & W. Line of Guaranteed Steel Squares is the most advanced in construction and includes Rafter, Take-Down and Common in all markings and finishes.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Herbert & Co., Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co.

MAFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.

Established 1819.

Address 29 Murray Street, New York, N.Y., U.S.A.

The P. S. & W. Guaranteed Hand-Tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., are all branded with

"The MARK of the MAKER"





Who Carries the Best Guns in Your Town?

IF the best gun you show is a cheap gun, your arms and ammunition trade will stop where it should begin.

Like few other articles, the sale of a high grade arm identifies your store as a headquarters for other goods on which there is a nice profit. Buyers of guns will also buy ammunition, cutlery, hunting clothing, footwear and other sportsmen's supplies.

Push a complete line of Remington-UMC rifles and shotguns and you will stir up a line of trade that will extend throughout every department of your store.

Remington shotguns and rifles are made by the same leaders in the arms and ammunition field who manufacture the world-beating Arrow and Nitro Club steel lined shot shells and metallic ammunition.

Ask your jobber.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway
New York City, U. S. A.

604 Standard Bank Bldg.
Toronto, Canada

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 7

February 15, 1913



The
QUALITY
That Draws Trade



Everybody Who Knows "MINERVA," Wants It!



"Minerva" Paints have an established reputation for quality and economy.

They embody the best materials that skill, care and long experience can produce.

Sell your customers these high grade paints and you can rely upon their future patronage.

Our co-operation makes sales *exceedingly easy* for you.

Write for particulars.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

Minerva House

Toronto

Winnipeg

London, Eng.

Established 1834



Why Push Counterfeit GILLETTE SAFETY RAZORS?

NO man can build up a successful banking business by handling counterfeit money. Nor can a dealer build up good-will and a circle of trusting customers by pushing imitations of the articles people want.

WHEN a man asks for a GILLETTE Safety Razor it is the worst kind of bad business policy to sell him one of those counterfeits of the GILLETTE, which are made to look as much like it as possible, and to slip across the counter on the strength of the GILLETTE reputation.

THE resemblance ends with the looks, and the sure result is a dissatisfied customer, for seldom did imitations fall so far short of the real thing as do these cheap imported counterfeits of the GILLETTE.

WHEN you display them in your window or push them in your store, you are weakening your own prestige—throwing away opportunities to please your cus-

tomers and to build up a steady trade in GILLETTE blades—and laying up for yourself complaints and dissatisfaction.

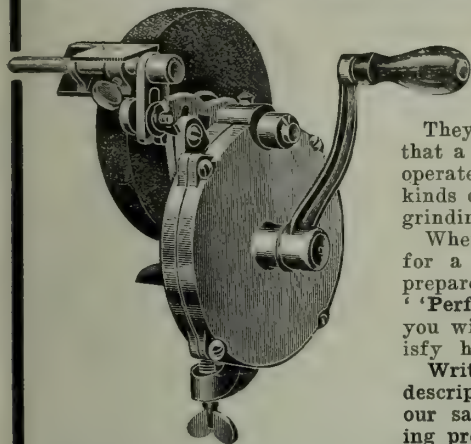
AND what do you get out of such a policy? The closest examination fails to show the advantages to the dealer. It is possible that, on account of the cheapness of some of these imitations, an indolent clerk might find it easier to close the sale, but the real salesman would far rather take the trouble to point out WHY the GILLETTE is more than worth the difference in price.

FOR the sake of your trade ten years hence, beware of these counterfeits. Concentrate on the GILLETTE—it pays.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: The New Gillette Bldg., Montreal

Grinder Buyers Will Appreciate The Improved and Patented Features of **PERFECTION GRINDERS**



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the 'Perfection' — then you will be sure to satisfy him.

Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

El Starr Manufacturing Co.
Milwaukee, Wis., U.S.A.

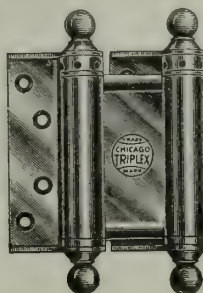
Canadian Representative:
T. Mortimer, Empire Bldg., Toronto, Can.

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

You Should Place Your Order Now For **GEM and LIGHTNING FREEZERS**

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



(3)

KEEP A FEW OF OUR

"Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day.

The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense.

The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end.

The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.

The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—

Frame or Base—Malleable iron.

Rack—Forged steel, machine cut teeth.

Pawls—Drop forged open hearth steel of high carbon.

Fulcrum Pin—High carbon rolled steel, machined.

Bearings—Hardened steel.

Handles—Selected ash or hickory.

Barrett Jacks are imitated in appearance, but not in quality.



TRACK OR TRIP JACKS



AUTOMATIC LOWERING JACKS

Write for particulars at once.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA

The S.M.P. Aluminum Cooking Utensils

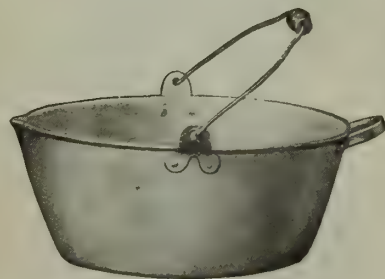
Preserving Kettles

Milk or Rice Boilers

Seamless—Lipped, with bails and back handles.

Seamless—Aluminum covers.

When making up an order for tin and enamelware do not forget to include a sample order for Aluminum ware.



Nos..... 26 28 30 32
Inches..... 10¾ 11¾ 13 12¾

Write for prices.



No. 53
Pints inside Dish 4

Manufactured and sold by

The Sheet Metal Products Company

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

We Say its Right Up to You



If you want to get the cream of the business—which in this case means the trade and profit—you will have to put in such a line as will attract Sportsmen.

With a First-Class, Clean Assortment, kept properly displayed, you will as surely draw the desirable, profitable trade on

FISHING TACKLE



As the magnetic pole draws the compass needle. Once you are established as Sporting Goods Headquarters, you will find your business and your profits improving.

Will you do it?

WE HAVE THE LARGEST ASSORTMENT CARRIED IN CANADA


FISHING

TACKLE

Our Line of Fishing Tackle includes Lines, Reels, Nets, Seines, Hooks, Baits, Minnows, Sinks, Rods, Steel Rods, Minnow Buckets and accessory goods of all kinds.



Our No. 45 Catalogue of Sporting Goods shows Tennis Goods, Hammocks, Croquet, Swings, Camp Furniture, etc.

 We want to impress it upon **YOU**—that we do not carry the ordinary Hardware Jobbers' stock of Fishing Tackle; We Carry a Real Line of Fishing Tackle, embracing everything connected with it and accessory to it. This Line Should be on Display Now in your show windows.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinner's tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

Toronto

Winnipeg

GUARANTEED QUALITY

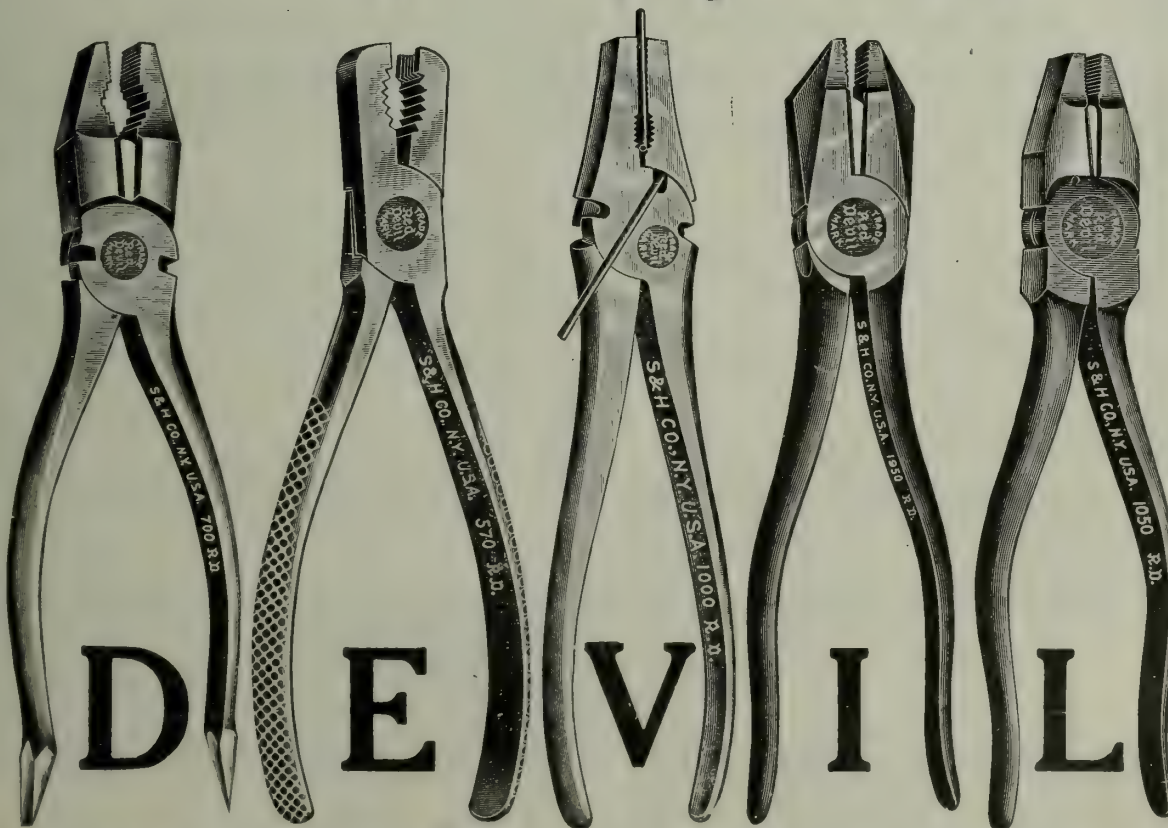
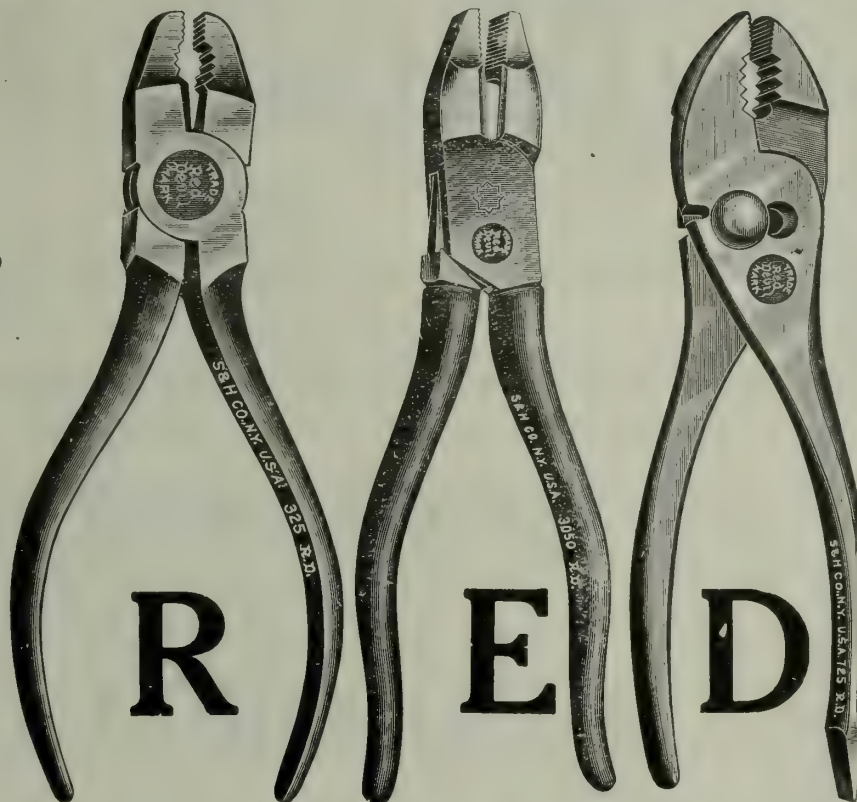
You Want the
BEST—So Do
Your Customers.

“RED DEVIL” GOODS

Carry Our
TRADE MARK



And Also An
UNCONDITIONAL
GUARANTEE.



SMITH HARDWARE CO., LIMITED, MONTREAL

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

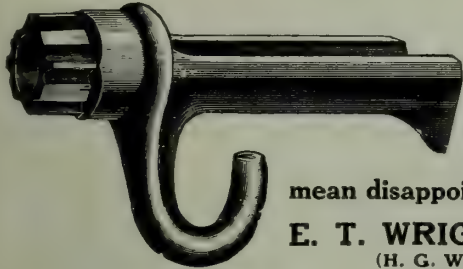


SAP BEGINS TO FLOW

in a few weeks. Orders will flow into your store from farmers and bush owners who want sap pails and sap spiles in a hurry.

Don't Turn Away This Business. Be Able To Deliver The Goods.

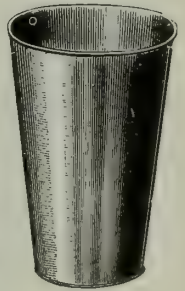
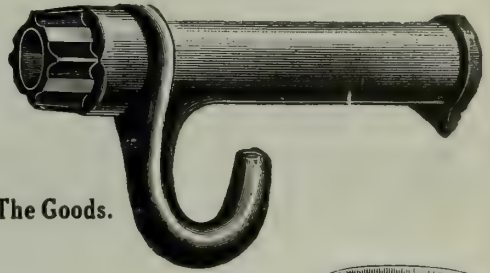
Send in your order now for



6 qt. Flaring Sap Pails.
10 qt. Flaring Sap Pails.
No. 12 Straight Sap Buckets.
Ideal Malleable Tinned Iron Sap Spiles, Closed.
Ideal Malleable Tinned Iron Sap Spiles, Open.

Order now while our stock is large. Delay may mean disappointment to your customers and loss of business to you.

E. T. WRIGHT & CO. :: HAMILTON, CANADA
(H. G. WRIGHT)



CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

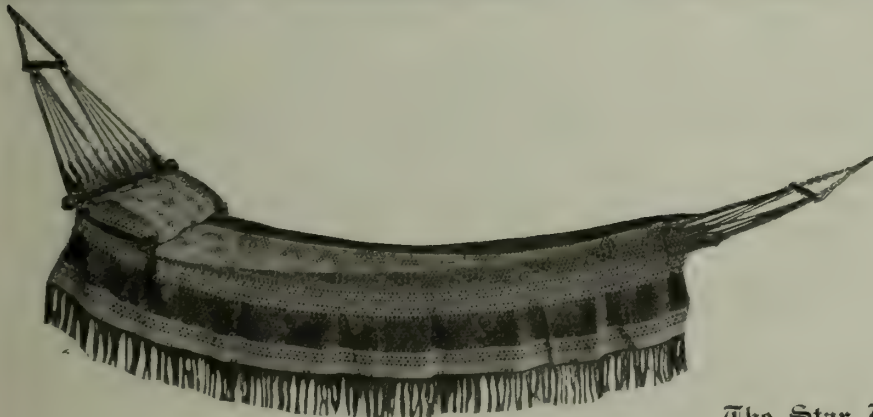
Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



NO. 1143

YOU PAY NO DUTY ON THIS LINE

The Dominion Hammock Manufacturing Co.
DUNNVILLE, ONTARIO

**Canadian-Made
Hammocks
The Line for Profit**

WRITE YOUR
JOBBER FOR
QUOTATIONS

The Star Brand



TRADE MARK

Woven Hammocks

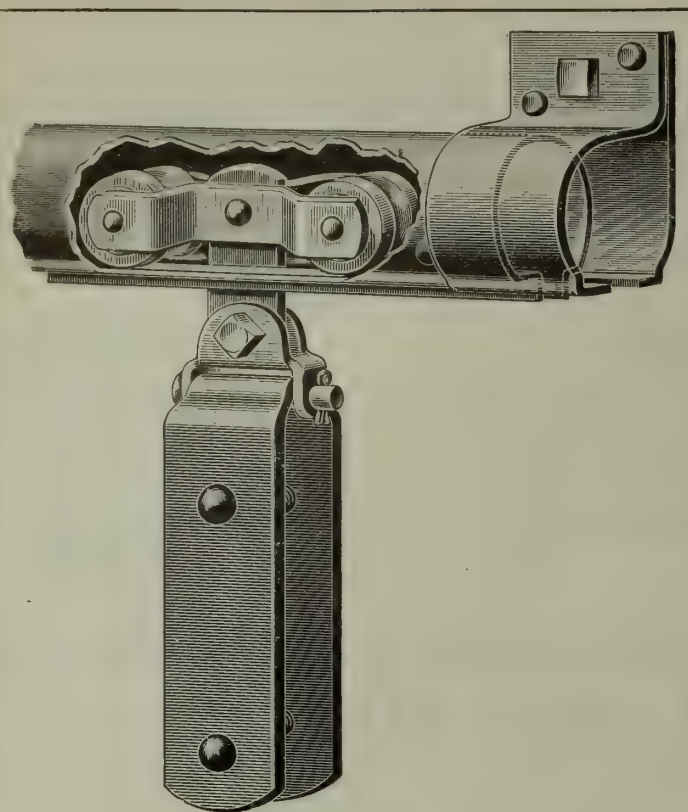
TORPEDO

This new line will cause great excitement in Hangerdom.

The most scientific, sensible, useful Swing Hanger yet invented.

Heavy Tandem Truck, Roller Bearings, Self Cleaning Round Rail in 3-foot lengths.

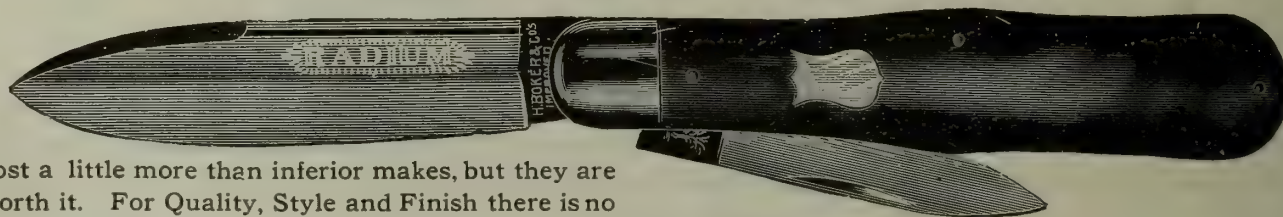
Frictionless, Noiseless, Tandem, Flexible, carry the heaviest doors.



Canada Steel Goods Co., Ltd., Hamilton, Ont.

If It Is Anything In Cutlery, Boker Makes It

Mr. Hardware Merchant, If you want to work up a fine cutlery trade, then stock
Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses

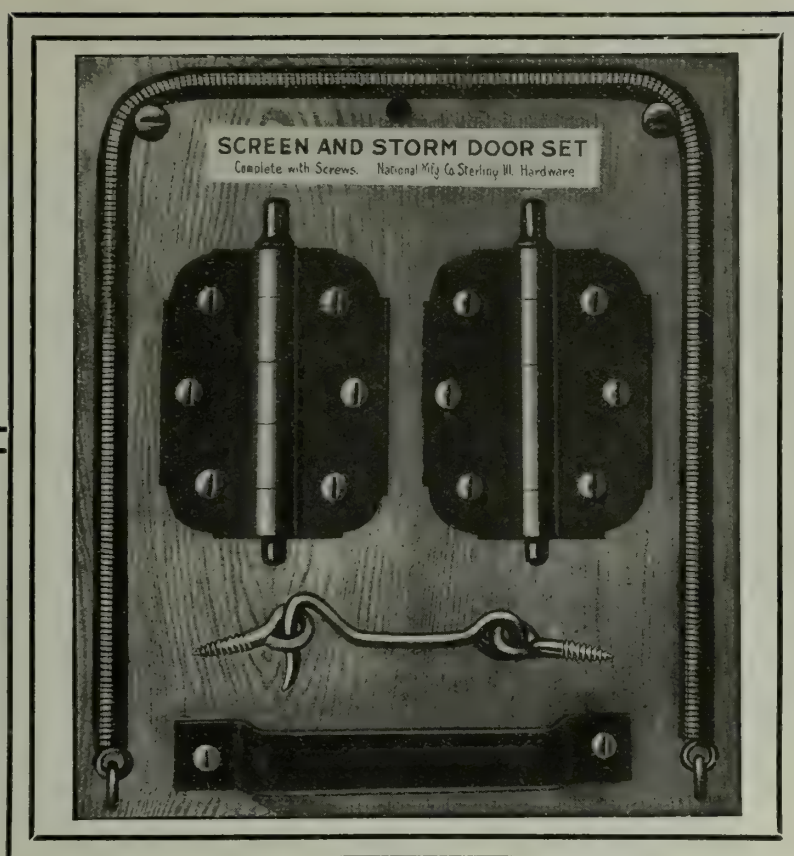
Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



TRADE MARK



TRADE MARK

BUY YOUR SCREEN DOOR SETS NOW

Down here at Sterling we are making a screen and storm door set which is of a sufficiently high quality to warrant you in adding it to your stock. This is an original "National" idea, this combining in a convenient package, all equipment for hanging a screen or storm door.

The set consists of the following:

- 1 pair 3 x 2½" Wrought Steel Loose Pin Surface Hinges.
- 1 No. 3 Perfect Door Spring with loop ends.
- 1 2½" Hook & Eye.
- 1 4½" Wrought Steel Door Pull.

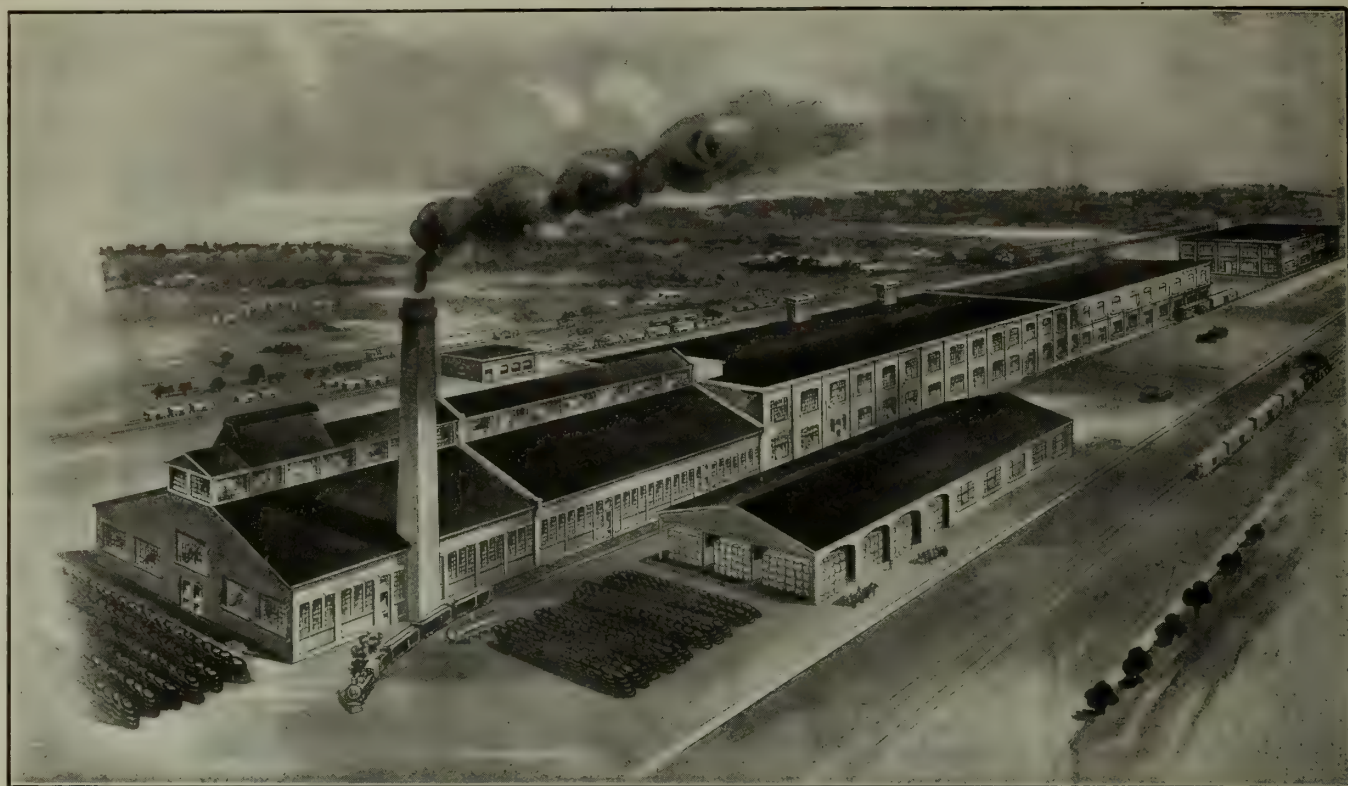
Nickeled screws and hooks and eyes are furnished with the Japanned sets. In the plated sets all parts are plated to match.

With your first order we will mount one set on a handsomely finished board for counter display. It makes a valuable sales help which you will appreciate.

Now is the time to place your order for these sets. Place them in stock, bring them to the attention of your trade. The selling qualities of the sets will do the rest.

If you do not have our 1913 catalog we will gladly mail you a copy.

NATIONAL MANUFACTURING Co., STERLING, ILL.



Our New Plant Is Now In Operation

With The Very Best Manufacturing And Shipping Facilities

North Side, G. T. R. and C. N. R.

South Side, C. P. R., T. H. and B. and M. C. Ry.

We have most improved machinery for producing high grade WIRE NAILS, WIRE STAPLES for ordinary use and for poultry netting, WIRE BALE TIES and SPECIAL STEEL BALING WIRE.

Our nails have perfect heads and points, and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

All orders shipped quickly. Prices right. Ask for particulars.

The Laidlaw Bale-Tie Co., Ltd.

Hamilton, Ont.

Geo. W. Laidlaw. Vancouver, B C.

Harry F. Moulden & Son, Winnipeg, Man.



Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Spear & Jackson LIMITED

"The Name's The Guarantee"

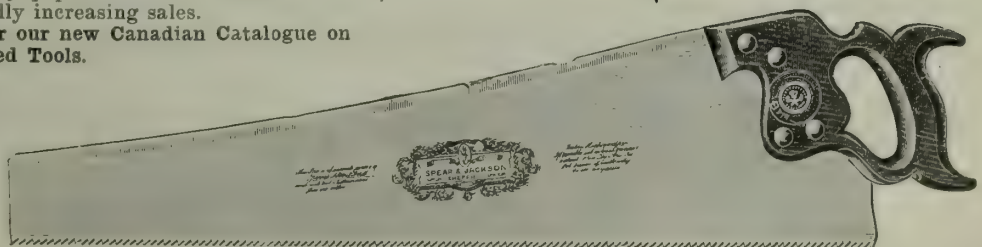
The New Process is very high in temper and requires sharpening less frequently than any other on the market. Our aim has always been quality, and our business shows it. This is the best saw that it is possible to make, regardless of cost. Why not give it a trial and see what a splendid seller it is. It is the kind that brings more trade to the dealer and gives unexcelled service.

If you are not satisfied that it is all that we claim we will make it right with you.

Our goods are very popular on the Canadian market, as is shown by our rapidly increasing sales.

Be sure to ask for our new Canadian Catalogue on Saws, Files and Edged Tools.

New Process Saws



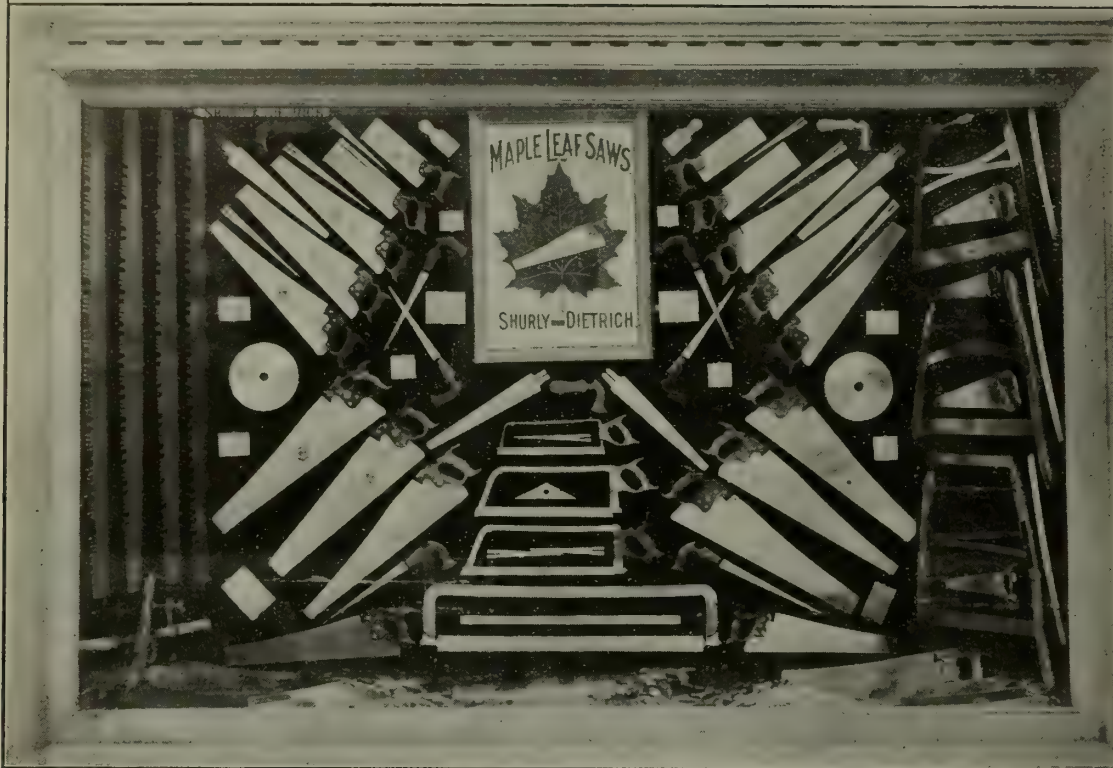
171-A Secret Process VANADIUM Steel



Spear & Jackson, Limited SHEFFIELD, ENGLAND

FRANK H. SCOTT (Canadian Agent) Coristine Building, MONTREAL

OF COURSE YOU'RE COMING TO HAMILTON!



We want the opportunity of shaking hands with you at the greatest exhibition of hardware ever held in Canada. Our line of Maple Leaf saws in Booth No. 36 will be well worth a close examination.

**Shurly-
Dietrich**
CO., LTD.
Galt - Ont.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

The Brantford Roofing Co.'s

Representatives

will be pleased to see you at

HAMILTON CONVENTION

BOOTH 33

February 17th to 21st, 1913



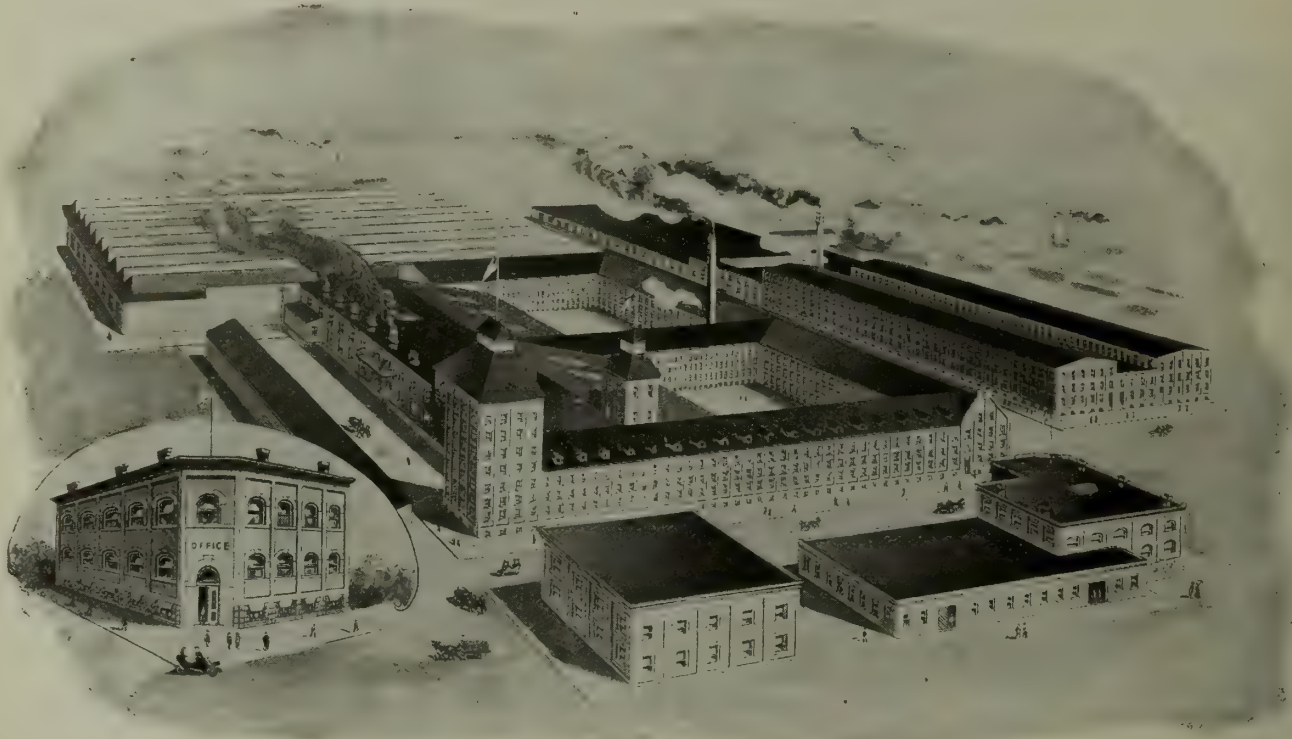
Our Exhibit will comprise a full line of Roofings, Building and Sheathing Papers, Water-proofing and Damp-proofing Materials.

Our new Slate Roofing in Red and Green Patterns will interest you.

BRANTFORD ROOFING CO., LIMITED

BRANTFORD TORONTO MONTREAL WINNIPEG

Where Genuine Bronze Screen Cloth is Made



The better trade is now demanding **Bronze Cloth** on their doors and windows. **Guaranteed absolutely rustless.**

Every retailer should have a few rolls in stock. Tell your jobber to ship some with your Spring Order.

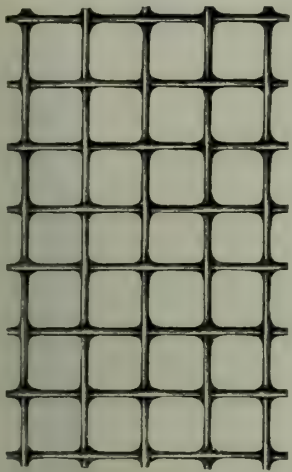
Poultry Netting,	Sand Screen,
Regalvanized Cloth,	Wire Rope,
Perforated Metals.	

We will be glad to see all the trade when in Hamilton.

The B. Greening Wire Company, Limited
HAMILTON, ONT. MONTREAL, QUE.

GREENING GOODS

Are Necessary for the Spring Trade



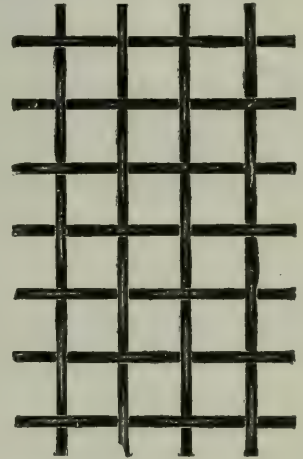
WIRE CLOTH

Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every description of Wire Cloth
and Wire Work



TIE OUT

or TETHERING CHAINS

Lightest, Strongest and
Best Chains on the Market

Halter, Dog, Cattle and Trace
Chains

WIRE ROPE

WIRE ROPE FITTINGS

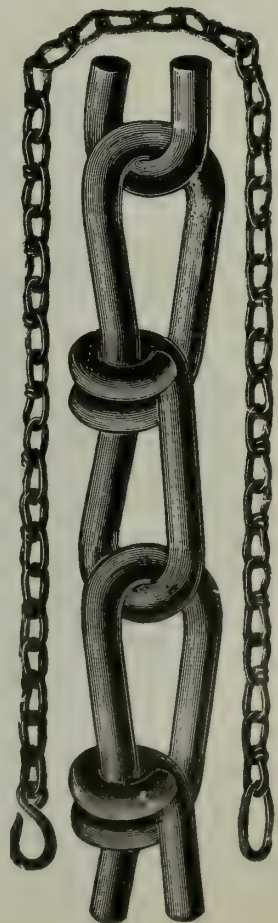
Manufactured by

**The B. Greening Wire Co.,
Limited**

Hamilton, Ont.

-:-

Montreal, Que.



HOISTING ENGINES

Dust and grit and uneven strain and exposure combine to make the wear and tear on the bearings of Hoisting Engines very severe. The following letters indicate that Magnolia Metal is well suited for that service:



Chicago, Ill., 4/21/11.

Gentlemen:—

I have used considerable of your babbitt metal and have found it very valuable. I have followed Hoisting and Portable work exclusively. It is a well known fact that engines of this type receive a great deal more use than stationary engines do, because we move quite often, and in most cases our engines are exposed to all kinds of weather conditions, and all our boxes are exposed to sand, cement, stone dust, and all other kinds of matter, and I have found that Magnolia Metal has always given the best results. I am representing the Street Paving Engineers of Chicago and vicinity, Branch of local 69, International Union of Steam Engineers, and I personally know that most of our members use your Babbitt Metal, because it gives the best results.

Faithfully yours,

MATT KEEFE, 820 W. 57th St.

April 6th, 1911.

Gentlemen:—

I have used your Magnolia Anti-Friction Metal on hoisting engines of the following makes: Ligerwood, Mundy, Lambert, Mead, Morrison, Dela Vergue and National, and think that **it can't be beat**. I have run these engines **three years without re-babbitting the shafts**, and those contracting firms certainly work these engines for all they are worth. Sometimes they start in at six in the morning and work until six at night.

Yours respectfully,

LEONARD J. HILL,

160 Eagle Street, Brooklyn, N.Y.



SPECIAL OFFER

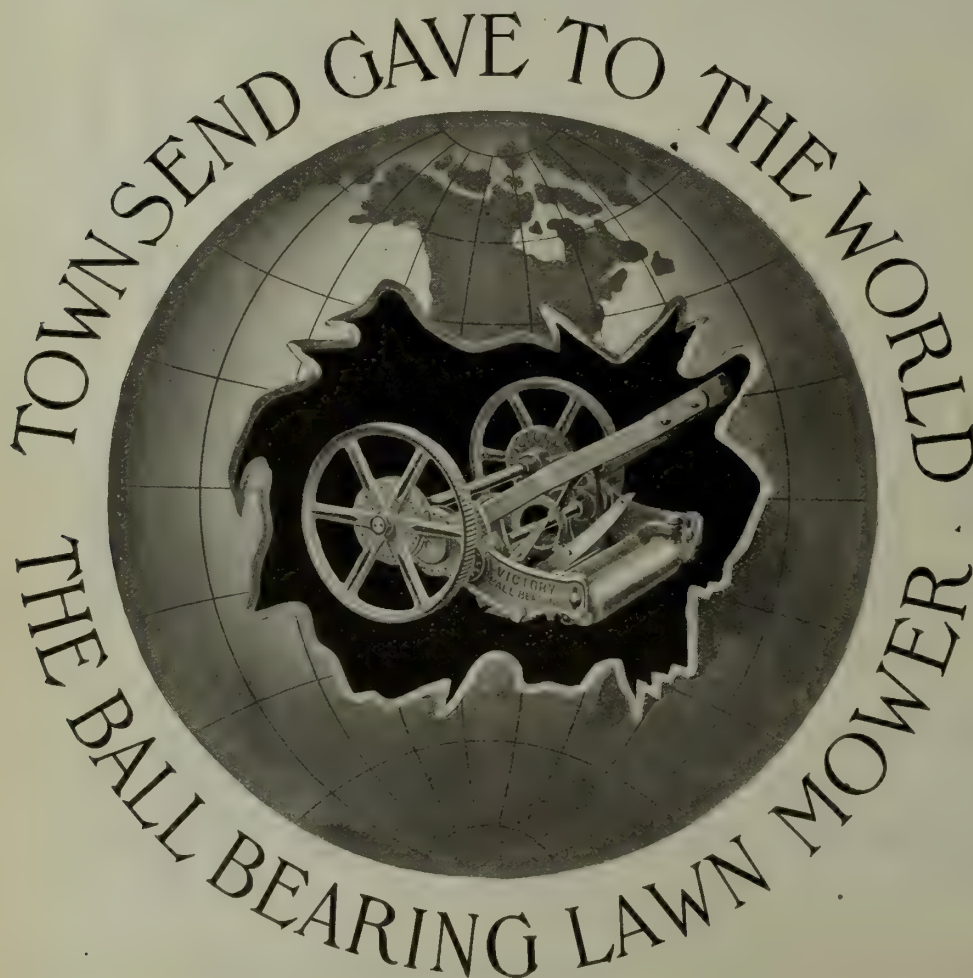
PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects: Price 40c post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

Office and Factory

225 St. Ambroise St. - MONTREAL



No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

S. P. Townsend & Company

ORANGE, - N. J.



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

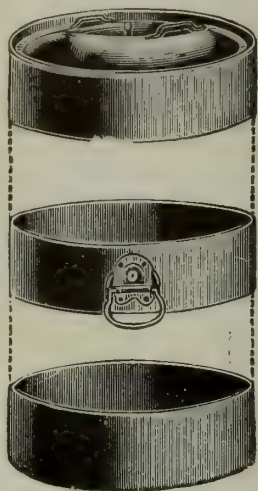
Send for Catalogue and Price List.

Long Distance Phone No. 87.

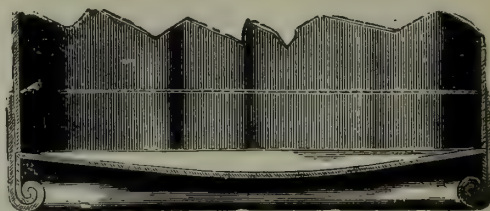
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.



See how the outer and inner rims are rolled in and then riveted to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gal.; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

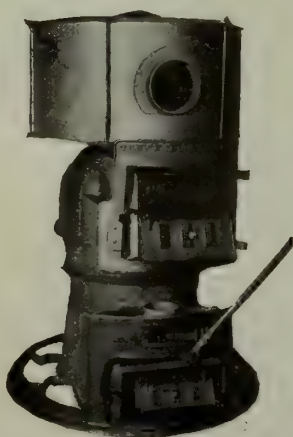
Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto

"Rival" Furnaces For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested. Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.
 Stoves
 Ranges
 Furnaces

Bolte Mfg. Co.
 Gasoline &
 Hand Power
 Concrete Mixers

NOTICE

Short Bowl Lantern Globe

I beg to advise prospective purchasers of Lantern Globes that an INDUSTRIAL DESIGN was granted to me by the Dominion Government on a

SHORT BOWL SHAPED LANTERN GLOBE

Pending the decision of the court, any person or company is LIABLE, who purchases or offers for sale a Globe of this design, other than the authorized Globe which is marked "REGISTERED 1912."

JAMES W. MONCUR,
 Hamilton, Ontario

Washing Machines and Clothes Wringers

The Kind That

RUN EASY LAST LONG WASH CLEAN RING DRY



New Century "B"

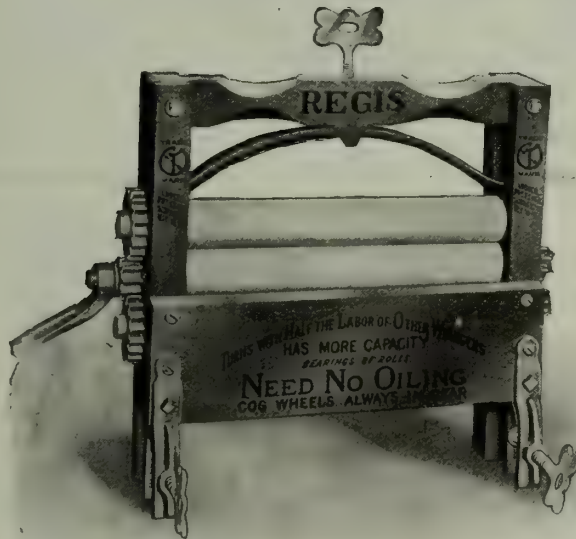


Folding Bench Wringer



New Idea "B"
(Detachable Tub)

No Branch of the Hardware Trade attracts more custom or yields better returns than good wash day labor savers.



See our
Exhibit

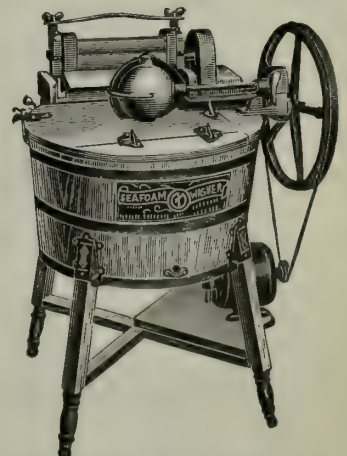
AT HAMILTON
Feb. 17-22



Seafoam "B" (Engine Drive)



Made in Hamilton at the largest Washing Machine and Clothes Wringer Factory in the British Empire by



Seafoam "A" (Electric)

Eastern Agents:—
W. L. Haldimand & Son
Montreal

CUMMER-DOWSWELL, Limited

Western Agents:—
H. F. Moulden & Son
Winnipeg

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Perse, Ltd., Winnipeg;
Tees & Perse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

The Strong Advantages
of

**Pearson's
Patent Poke No. 2**

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial—the results are just
the kind you want.*

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.



**National Steel
Rim Locks**

**ASSURE GREATEST
SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.
CANADA



"Wear-Ever" Aluminum Utensils



Berlin Kettle



Tea Kettle



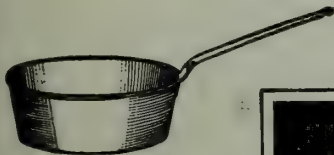
Fancy Teapot.



Lipped Saucepan



Tea Pot

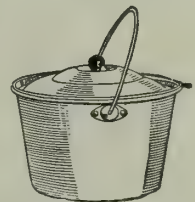


Stew Pan

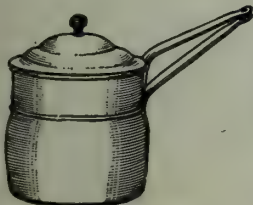
Cost x 10 years = ?

Enameled pan, 1 each yr. @ 30¢ x 10 =	\$3.00
Aluminum pan, first cost, only cost =	.50
Saved by 1 pan ...	\$2.50

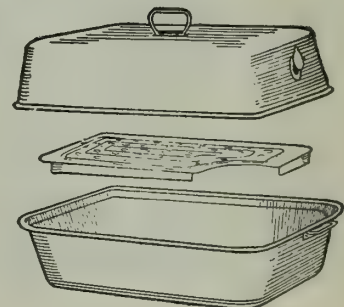
Replace utensils that wear out
with utensils that Wear-Ever.



Windsor Kettle



Double Boiler



Double Roaster

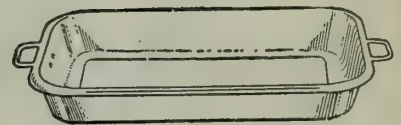
"Wear-Ever"

Does that word describe your kitchen ware?
It is literally true of

Aluminum Cooking Utensils



Griddle



Drip Pan

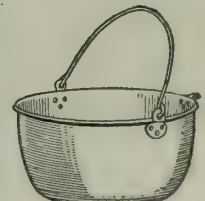
WEAR-EVER



TRADE MARK

which bear the "Wear-Ever" trade mark. No rusting, no chipping, no scaling, no seams or solder, no loss of utensils by burning, no continual buying more "cheap" kitchen ware—the kind that costs the most in the end.

Replace utensils that wear out
with utensils that "Wear-Ever."



Preserving Kettle

Northern Aluminum Co., Limited

Toronto, Ontario

The Happy Boy Is a Sure Trade Booster



The boy with a Hamilton rifle shows it! Talks about it to the other boys. Tells how much it costs. Tells where he bought it. He sends more boys to your store to buy this wonderful little gun. Get a few of these rifles out, and every one is a trade booster for you. And once you make a friend of the boy, he buys a lot more from you than his rifle.

HAMILTON 22 CALIBER RIFLES

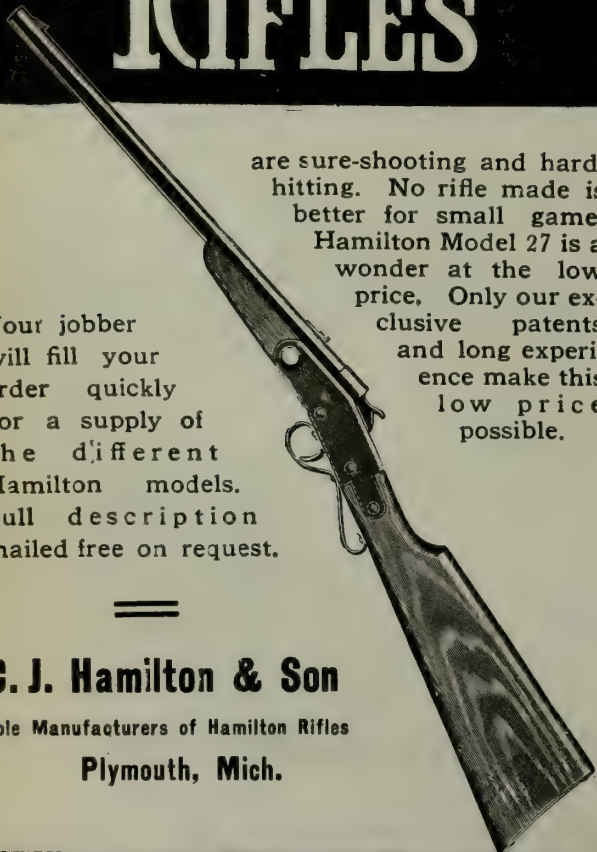
are sure-shooting and hard-hitting. No rifle made is better for small game. Hamilton Model 27 is a wonder at the low price. Only our exclusive patents and long experience make this low price possible.

Your jobber will fill your order quickly for a supply of the different Hamilton models. Full description mailed free on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

**WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS**

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

Don't Fail To Come To The
Hamilton Convention
February 17th to 22nd

**We Extend A
Hearty Welcome To
All Who Visit Our Booth**

It certainly will pay you to see our exhibit of **stoves, ranges, furnaces and registers.**

We take pride in pointing out the **advantages** of our products.

**JUST DROP IN AND
SEE US**

CANADIAN HEATING & VENTILATING CO., Ltd.

MONTREAL

**OWEN SOUND
WINNIPEG**

VANCOUVER

McClary's "SAMSON" MILK CAN TRIMMINGS



"SAMSON" BOTTOMS

Pressed from one piece of steel, it is the strongest, most sanitary, and easiest working bottom made—it is the only seamless bottom in the Dominion.

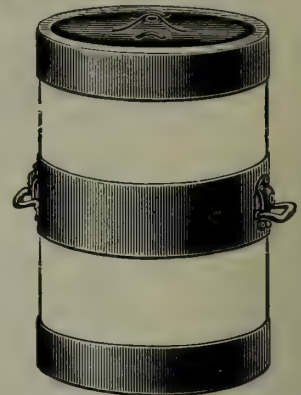
"SAMSON" COVERS

Drawn in one piece—seamless, sanitary, air-tight, and absolutely uniform in size.

"SAMSON" BREAST AND NECK

Spun from one piece of specially annealed steel—exceptionally durable.

Order "Samson" milk can trimmings from our nearest branch.



McClary's



St. John, N.B.

London

Toronto

Montreal

Winnipeg

Edmonton

Vancouver

Calgary

Saskatoon

McCLARY ON GOODS IS A QUALITY NAME.

The Distinct Advantages Over The Ordinary Warm Air Furnace Will Attract Prospective Buyers



The "Kelsey" does not enter into competition with ordinary warm air furnaces. Those desiring a high grade heater can easily see that the Kelsey is much superior to any other furnace.

The Kelsey saves from 30 to 40 per cent. in fuel.

The Zig-Zag Tubes, which are a special feature, form the fire cylinder and combustion chambers. They are in contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases; every unit of heat is utilized.

Each heat tube has eight square feet of heating surface, and there are from eight to sixteen in each heater, according to its size and capacity.

You can make larger profits on the "Kelsey Generators."

WRITE FOR CIRCULARS.

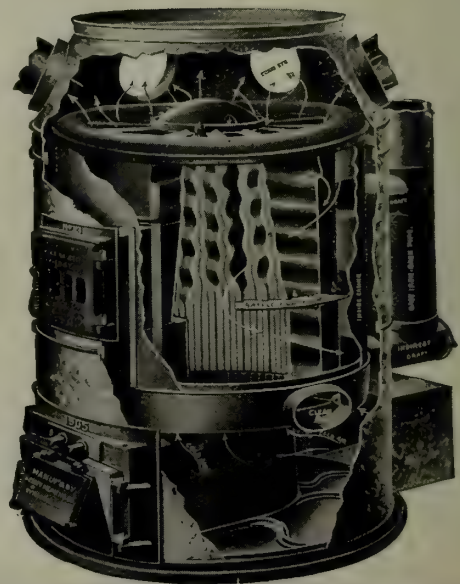
The James Smart Mfg. Co., Ltd.

WINNIPEG, MAN.



BROCKVILLE, ONT.

The "KELSEY" WARM AIR GENERATOR



McClary's

WILL BE AT THE

Canadian Hardware Manufacturers' Exhibition

Hamilton, February 17-21

THE greater part of McClary products are of such a weighty, bulky nature, that ordinarily it is impossible for our travellers to carry samples and demonstrate the articles in use.

The Hamilton exhibition gives the retailer a good opportunity of inspecting our new lines and becoming acquainted with the latest improvements in McClary stoves and ranges for 1913.

McClary's exhibit in booths 3, 4 and 5 will be unusually attractive, showing the latest designs in stoves, ranges, tin and enamelled ware, which should be of interest to every hardwareman present.

Come to convention, attend the meetings, listen to the discussions and profit by the experiences of fellow-hardwaremen.

We extend a cordial invitation for the trade to make our Hamilton Branch, at corner Bay and York Streets, their headquarters while in the city. Our representatives assure you of a hearty welcome and courteous attention.

McClary's

London

Toronto

Montreal
Calgary

Hamilton
Edmonton

St. John, N.B.
Saskatoon

Winnipeg

Vancouver

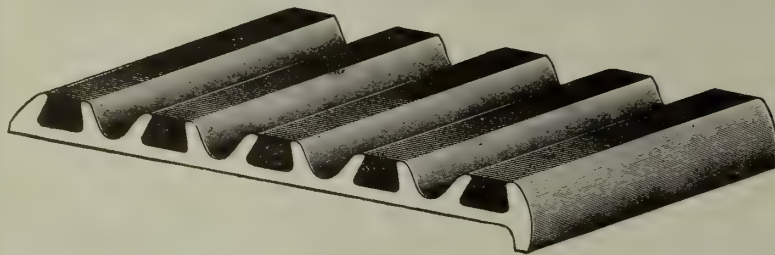
McCLARY ON GOODS IS A QUALITY NAME

SAFETY TREADS and NOSINGS

FOR ALL REQUIREMENTS OF

IRON and CONCRETE STAIRWORK, STREET CARS, ETC.

Designs shown here carried in stock



1345

Safety Nosings

No. 1345-C— $3\frac{1}{2}$ " wide—5 fillers

No. 1345-D— $5\frac{1}{2}$ " wide—8 fillers

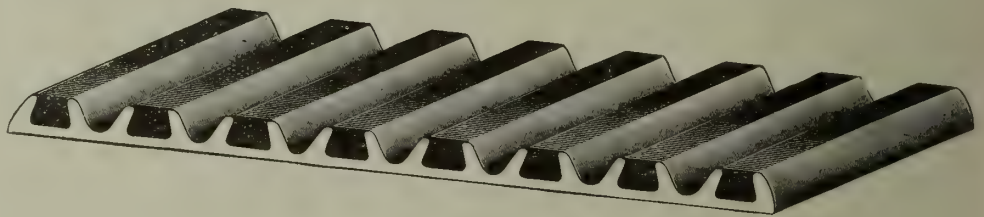
We supply unfilled sections in 18 ft. bars or cut to length, filled, drilled and counter sunk to specifications.

Safety Treads

No. 1346C— $3\frac{1}{2}$ " wide, 5 fillers

No. 1346D— $5\frac{1}{2}$ " wide, 8 fillers

Unfilled bars, 18 ft. long, filled to specification.



1346

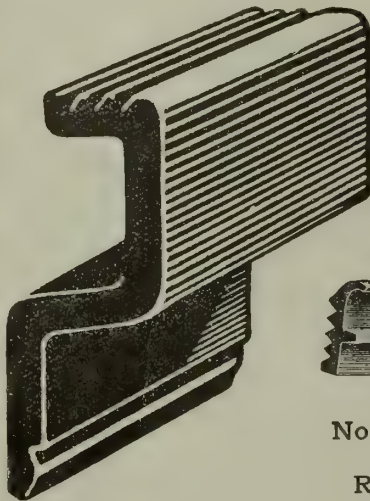
Concrete Nosings

No. 1282A— $2\frac{1}{16}$ " deep in 18 ft. bars.

No. 1282B— 3" deep in 18 ft. bars.

No. 1261— $1\frac{3}{8}$ " wide in 18 ft. bars.

This latter pattern furnished with anchors as shown on cut of back view.

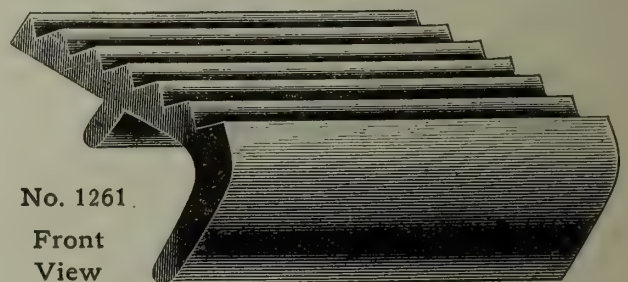


1282



No. 1261

Rear
View
Showing
Anchor



No. 1261

Front
View

We can offer over 100 other patterns for import. Our stock includes 200 tons and over 200 different designs of ornamental steel bars. Inquiries solicited for special structural shapes. Catalogues and prices on application.

STEFFENS & NOLLE, LIMITED

Exclusive Agents for L. MANNSTAEDT & CIE.

77 Beardmore Building,

MONTREAL, QUE.

**Who Am
I?**



Mr. Dealer!

I am on the job for YOU
night and day.

I never sleep
I call on everybody
every day, every night,
every week, every
month. I never had
a holiday or a
vacation, and never
shall.

I never get tired or grow old
I get brighter and better
every day. I am the
livest wire that ever came
down the pike, and I always
will be.

I AM THE KING!

of hustlers, from Hustlersville. I get
the business every minute. I never had
an excuse book and never shall, I get
cash with my orders. My customers

NEVER ASK FOR CREDIT

My boss always wears the smile that won't
come off, because he is the man that sup-
plies the dollars for the banker, to do
business on, as

MY DEPOSITS EXCEED MY DRAFTS

I visit in over two million homes in Canada every week, and I am always welcome.
Every home is open to me and every home

WANTS ME AND NEEDS ME, BECAUSE I MAKE GOOD EVERY TIME

I am over six hundred daily and weekly newspapers and magazines. And I carry the ad. of
the best advertised article in Canada, which is the

I. X. L.

VACUUM WASHER

That out-washes and out-sells all others,
that we are selling by thousands for you.
This is not hot air, as every mail brings us
the real dollars to PROVE IT.

DOMINION UTILITIES MFG. CO., LTD.

482½ Main St. Winnipeg, Man.

I am the Live Wire Dealer of this town and
after the dollars you hold in trust for me and
your one-dealer-in-a-town proposition.

Name.....

Address.....

Province.....

ENCLOSE YOUR CARD

Mr. Dealer are you the Live Wire of
your town, that is after the one-dea-
ler-in-a-town proposition and the
dollars we hold in trust for you?

Is your name on the coupon in the
mail?

CABLE ADDRESS { "Tobingun,"
WOODSTOCK ONT.

Tobin *Simplex Guns*

Office of
Tobin Arms Mfg. Co., Limited
Makers of Fine Firearms

WOODSTOCK, ONT., Canada,

19

OUR INVITATION

Dear Sir:--

We expect to see you at the Hardware Exhibition in Hamilton, February 17th to 21st, and have prepared a new proposition that we believe will interest you. See us at Booth No. 92.

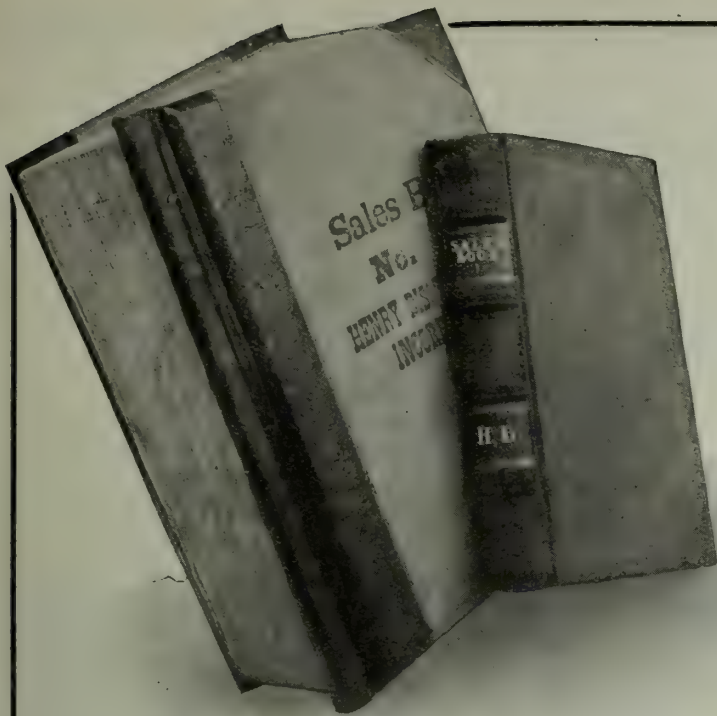
We have put in some hard work to make this the best Exhibition of Hardware and convention of Hardware people that has happened in the country, and think it is one of our duties to have some inducement to offer you as a business proposition when you are there. We have it and want to talk it over with you.

Yours very truly,
TOBIN ARMS MFG. COMPANY, LIMITED

Frank M. Tobin

VICE-PREST.

Woodstock, Ont.



Testifying to the Great Growth of a Business

These two volumes tell a graphic story of the enduring merit of DISSTON BRAND goods. They illustrate how, in each succeeding year, the books which hold our records have grown and grown until we see here the strange contrast presented by this little book,

weighing five pounds, containing the earliest entries of the DISSTON business for several months, and one of the big books, weighing 38 pounds, required to-day to register a **single** month's sales.

But yet more wonderful is the fact that many of the firm names appearing in the first book are still to be found in the present one. Year after year these names have reappeared upon each new set of books.

We can name a long list of hardware jobbers that have been continuously buying from us for more than fifty years. For a lesser number of years they are recorded in ever-increasing numbers, as new firms appear, or others at length stock DISSTON Saws, Tools and Files in response to the demands of their customers.

When we say that the leading concerns in the hardware jobbing trade have been repeating their orders for DISSTON BRAND goods year in and year out for nearly three-quarters of a century, we believe it is the strongest testimonial any firm could have on behalf of its products.

"There must be more than ordinary merit in that brand of goods which creates and satisfies an ever-increasing demand over a long period of time."



ESTABLISHED 1840

HENRY DISSTON & SONS

INCORPORATED

**Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U.S.A.**

All The Attempts To Imitate the Stewart Ball Bearing Clipping Machine

**Prove An Utter Failure When It Comes
To The Point Of Quality**

Our competitors have tried time and time again to imitate this clipping machine. They got the design, but they are away off in quality.

Stewart Horse clipping machines embody experience, the highest quality and most durable materials it is possible to obtain.

We guarantee every Stewart machine to satisfy the user or we will refund the money.

There is an exceptionally large field for this clipping machine—nearly every farmer in Canada needs one.

A horse that is clipped brings the owner more money when being sold. A horse that is clipped works better, is more alert, and is easier to clean.

To help you make sales we give you all individual advertising matter you want, such as booklets, circulars, hangers, etc.

Every jobber in Canada carries Stewart Clipping Machines.



**CHICAGO
FLEXIBLE SHAFT CO.**

250 ONTARIO STREET,

CHICAGO



THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

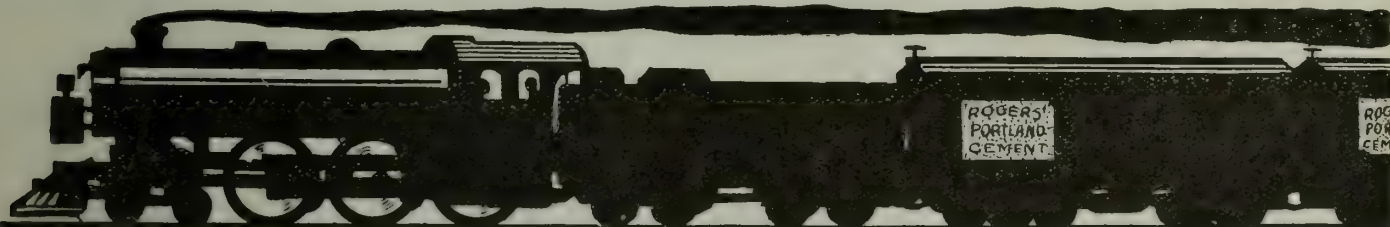
The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal



ROGERS' PORTLAND CEMENT

**Is Easy
To Sell and Very
Profitable**

Being in touch with builders, you have an excellent opportunity to sell them cement. When handling our cement you do not have to tie any money in stock. When you receive an order write us and we will ship immediately. You will never be disappointed—your order will be delivered when wanted.

Get in touch with us now—ask for particulars and prices.

ALFRED ROGERS LIMITED

28 West King Street, **TORONTO**

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

When You Go To
HAMILTON
For The
HARDWARE EXHIBITION
FEBRUARY 17th-22nd

Have Your Grip Packed To Stay The Week.

With 101 live Canadian manufacturers working as a unit to give you an interesting, entertaining and profitable time, you can rest assured that there will be something to see, do and to learn every minute of the time.

The “GOOD CHEER”
STOVE AND FURNACE LINE
(One of the 101)

Will greet you with a warm and hearty welcome and an endeavor to assist in every possible way in making your visit enjoyable and profitable.

The JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

PRESTON



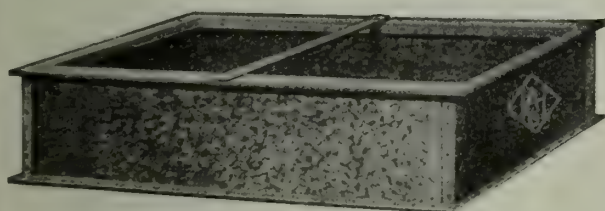
ONTARIO



TOWER TANKS



CISTERN TANKS



STOCK WATERING TANKS

A Big Money-Making Proposition For The Wide-Awake Dealer

Nearly every farmer is a prospective buyer of steel tanks.

"Preston" Galvanized Steel Tanks are much more durable than wooden ones and they cost but **little** more.

You see the farmer nearly every time he comes to town. You have a good opportunity to show him the advantage of using metal tanks. It is not necessary to carry any stock to sell our products. **You sell from our finely illustrated catalog.** We guarantee everything to be exactly as represented or no pay.

Send us names of all people whom you think are good prospects. We will write them strong, business pulling letters every two weeks and at the same time we expect you to do your very best to effect a sale.

We will send an expert salesman **absolutely free** to help you on any case that may prove difficult.

On every sale that we effect **through the co-operation of the dealer we allow a large commission.**

Some dealers made from \$300 to \$1,000 last year in commissions by selling our goods.

Remember, we do most of the work, but **YOU** get all the commissions.

You cannot afford to wait—get in touch with us by next mail.

By the use of improved machinery we can turn out any style or size tanks to order at once at a low cost.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

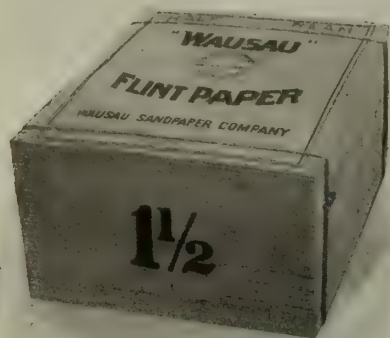
CALGARY
Alberta

Head Office: PRESTON, ONTARIO

PRESTON



ONTARIO

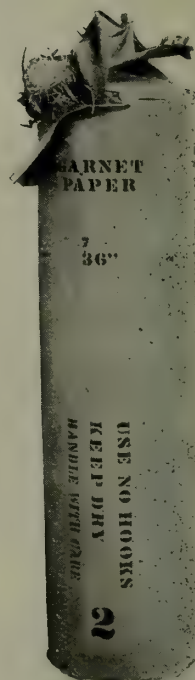
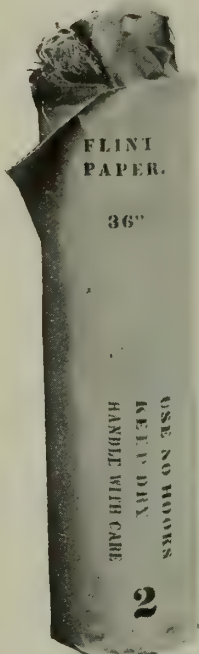


You
Will Get
**BETTER
PROFITS**



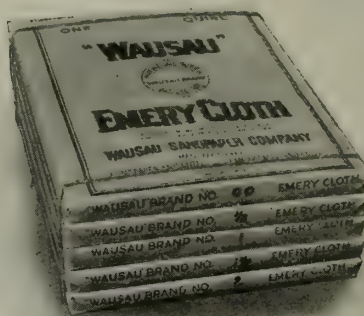
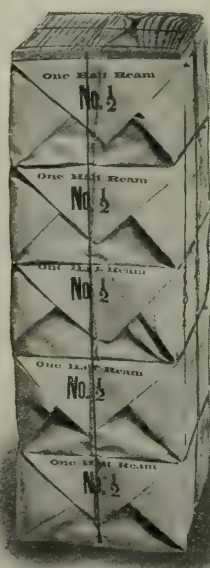
By
Selling

“WAUSAU” Sandpaper



BRANDS:
WAUSAU MARATHON
WAUKRAFT PIONEER

Flint Paper and Cloth
Garnet Paper and Cloth
Emery Paper and Cloth



WAUSAU SANDPAPER CO.
Manufacturers
WAUSAU, WIS., U.S.A.

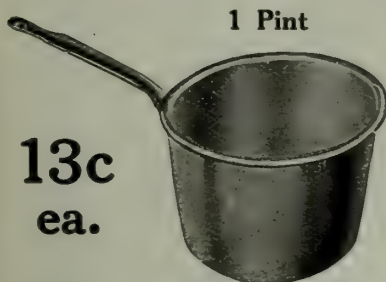
Sole Representatives for Ontario and Quebec

FINEGAN & ELLIS

BOARD OF TRADE BUILDING,

TORONTO

ALUMINIUM SAUCE PANS



13c
ea.

TEA KETTLES—
TEA POTS—
COFFEE POTS—
OUR SPECIALTY.

Ask for Quantity Prices.

**CANADIAN
ALUMINUM PRODUCTS CO.**
75 BAY STREET, TORONTO, CAN.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO. 1 (SOLID)



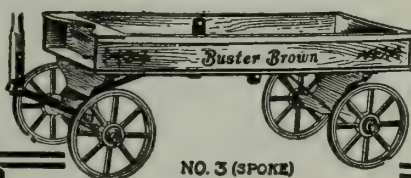
NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

**The Woodstock Wagon &
Mfg. Co., Limited**
WOODSTOCK, - ONTARIO

"DELTA"

FILES
OF
QUALITY

**The Line That
Means More Trade
For The Dealer**

**"The only Line of
Files from 3 to 24
inches that are
made absolutely of
CRUCIBLE
STEEL"**

Give your trade the most value for their money. The "Delta File" works like a magnet by bringing many re-orders and new customers.

The "Delta" wins favor quickly because it cuts clean and fast, and stays sharp a long time.

We have a "Delta" File to meet the requirements of every user.

Our trade mark, which is found on every file, is a guarantee of satisfaction or money refunded.

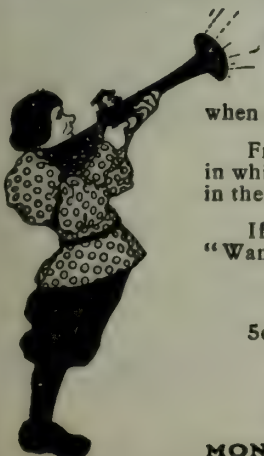
Your Jobber has "Delta" Files in all shapes and sizes—place your order with him now.



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Son & Co., Toronto;
Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax
Merrick-Anderson Co., Winnipeg



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL.

MONTREAL

TORONTO

WINNIPEG



PIERCED HOLDER NOVELTIES

Including Catsup, Cheese, Marmalade, Mustard, Horse Radish, Worcestershire Sauce, White Onion, Tobasco Sauce, Liqueur Bottle and Syphon Holders.

Price \$1.50 to \$8.50 List

Standard Silver Co. of Toronto, Limited

MANUFACTURERS OF "SILVERWARE THAT SELLS"

Spring Goods

Our stock of Spring Goods is now arriving, and we will shortly be in a position to fill all orders.

There are evidences of an unprecedented demand and we would suggest that dealers book early on the following goods to ensure orders being completely filled in time for Spring shipment.

Gem and Blizzard Ice
Cream Freezers
Black Wove Wire Cloth
Poultry Netting
Harvest Tools
Paint Brushes
Kitchen Utensils
Washing Machines and
Wringers
Builders' Hardware
Barb Wire and Galv'd
Wire
White Lead

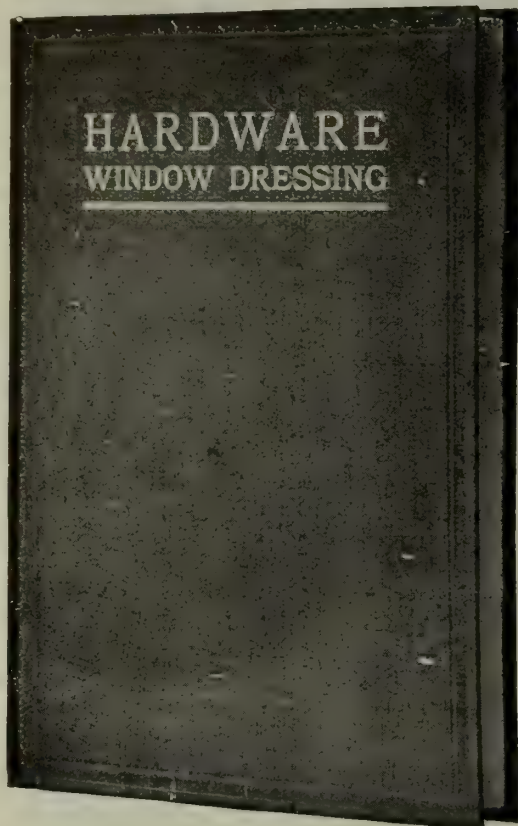
Garden Hose
Hose Nozzles, Clamps
and Couplings
Lawn Sprinklers
Hose Reels
Lawn Rollers
Garden Spades
Lawn Mowers
Pumps
Garden Barrows
Glass and Putty
Building Paper

All orders given every care

Quick shipment facilities

Caverhill, Learmont & Co.
MONTREAL

If you are attending the Hamilton Convention there will be a hearty welcome for you at the Hardware and Metal Booth, No. 90. Where there will be displayed books filled with up-to-date ideas and profit-making suggestions.



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

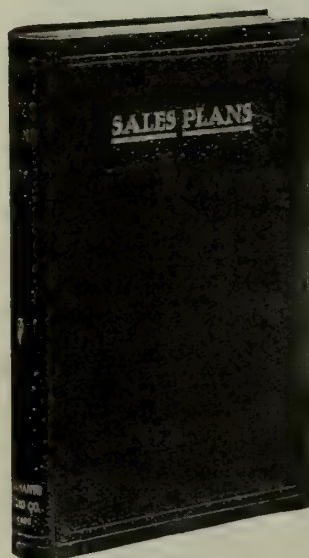
8 x 11 inches

300 Illustrations

PRICE \$2.50

Payable in Advance

Every Ambitious Merchant



SHOULD
READ

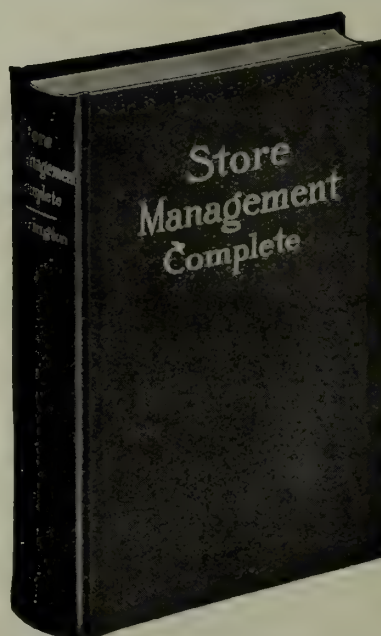
SALES PLANS

A collection of three hundred and thirty-three successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE \$2.50

All Orders Payable in Advance.

Store Management—Complete



ANOTHER NEW BOOK
BY
**FRANK
FARRINGTON**

A Companion Book to
**Retail Advertising
Complete**

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

**CHAPTER V.—THE
STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

JUST PUBLISHED

PLUMBING AND HOUSE DRAINAGE PROBLEMS.

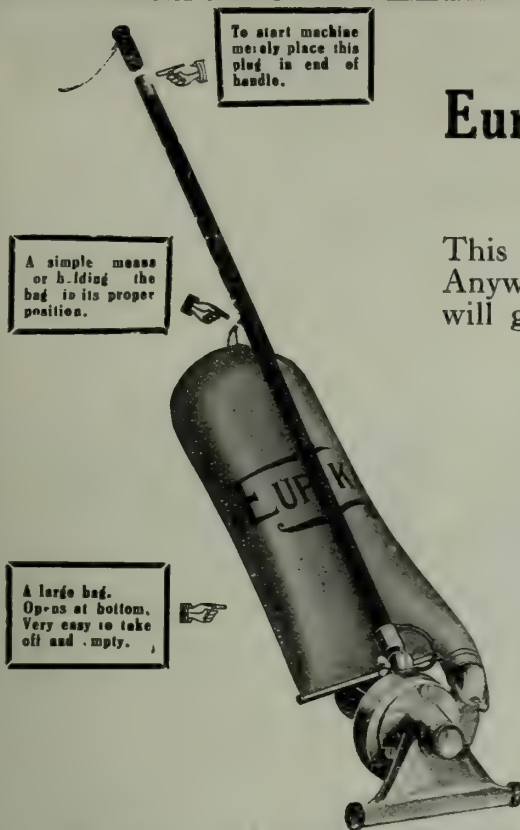
It is a guide to correct methods of plumbing installation, drainage and water supply, containing a wide selection of descriptive articles for practical plumbers. Contents: Dangerous blunders in plumbing, house drainage and cesspools, fresh air inlets, soil, waste and vent pipes and traps, water closets and house fixtures, siphons and siphonic effect, water supply and service pipes, tanks, filters and cisterns, boilers, water backs and hot water service piping, exclusive hot water supply systems. 309 pages, 197 illustrations, size 6x9½ inches. Cloth bound. Price\$2.00

A post card will bring to you our complete catalogue of books on PLUMBING and HEATING, HARDWARE and SHEET METAL WORK. ORDER NOW.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue - Toronto



The wheels on the nozzle, exclusive with the Eureka, make the machine very easy to operate.

We will demonstrate the famous
Eureka Electric Suction Cleaner
 at the **HARDWARE CONVENTION**

This machine is an absolute necessity in every home. Anywhere that a carpet sweeper will go the Eureka will go. It is the best moderate priced Electric Cleaner ever invented. A guarantee under seal is given with every Eureka Cleaner.

Retails For Only \$45.00

Don't fail to call at our Booth and investigate this machine, it will sure pay you.

Descriptive circular and trade discounts on request.

Onward Manufacturing Co.
 BERLIN, ONTARIO

Toronto Retail Store

423 Yonge Street

Western Distributing Agents:

Moncrieff & Endress, Limited, Scott Block, Winnipeg, Man.

When You Want A Clerk

A CONDENSED ADVERTISEMENT in Hardware and Metal will bring you replies, instantly, and you can fill the vacancy satisfactorily in a few days.

The cost of this service is ridiculously small. Condensed advertisements are inserted, under their proper headings, for 2 cents per word, first insertion, and 1 cent per word for each subsequent insertion. An extra charge of 5 cents is made when Box Number is used. This covers cost of forwarding replies.

Advertisements for the condensed advt. page will be accepted up to 4.30 p.m. on Wednesday of each week.

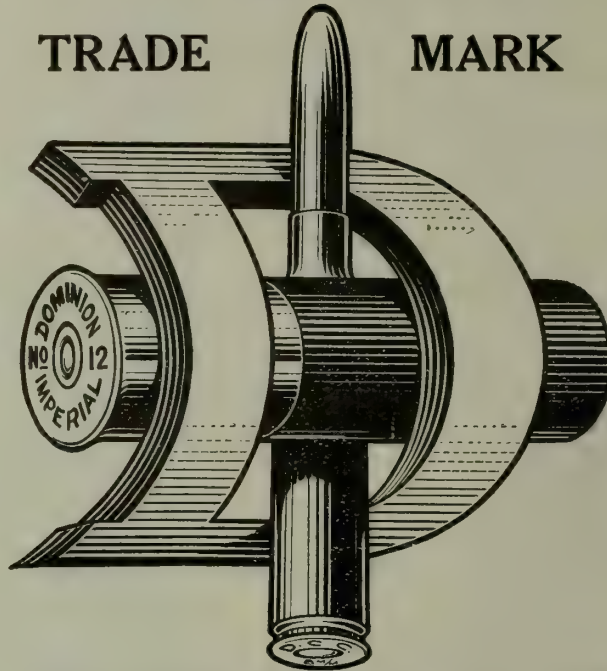
HARDWARE AND METAL

143-149 UNIVERSITY AVENUE - TORONTO, CANADA

DOMINION CARTRIDGE COMPANY LIMITED

TRADE MARK

IMPROVED



PROVED

AMMUNITION WITH THIS TRADE MARK ON THE BOXES IS UNBEATABLE
TRY SOME



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

Arrangements for "Hardware Week"

Initial Ceremonies on Monday Night—Formal Openings of Exhibition and Convention on Tuesday—Splendid Programmes Have Been Arranged—Banquet Will be Largely Attended—Complete Details of Programme for the Week.

With the first exhibition conducted under the auspices of the Canadian Hardware Manufacturers' Exhibitors' Association, Limited, and the eighth annual convention of the Ontario Retail Hardware and Stove Dealers' Association but a few days away, all arrangements for the double event have been completed. All that is now required to score a complete success is a large attendance of retail hardwaremen, and, if efforts count for anything, this should be assured. The exhibitors have lent their assistance to the members of the retail association in the matter of enthusing the retail body, and the anticipation is that there will be both a large and representative attendance.

"Hardware week" will be distinct this year from previous conventions in that the exhibition is being conducted for the first time by the manufacturers themselves. The manufacturers have spent large sums of money, with the result that they anticipate the exhibition will be one of the finest of its kind ever made.

Arrangements have been completed for the Canadian Hardware Manufacturers Exhibition, and the eighth annual convention of the Ontario Retail Hardware and Store Dealers Association to be held in Hamilton, Ont., Feb. 17 to 21.

The exhibition held by The Canadian Hardware Manufacturers Exhibitors' Association will be in the 13 Regt. Armouries. The banquet on Thursday night will be held in the rink, a short distance from the drill hall, and arrangements have been made with seats for over 600. The Exhibitors' Association will be the hosts at the banquet and the completeness of their arrangements will be realized when it is stated that the banquet will cost about \$3 per plate.

The headquarters of the Retailers will be the Waldorf Hotel, while the manufacturers will be at the Royal.

The Ontario Retail Hardware and Stove Dealers Association is in a flourishing condition at the present time. There has been an increase in membership and the auditors report on Jan. 31 showed a balance on hand of \$1,225.11.

Exhibitors and Retailers are looking forward to the most pleasant and successful convention in the history of the Association.

No expense is being spared by the manufacturers in making their exhibits attractive and educative, and hardware merchants and their employees should not fail to attend the exhibition if at all possible for them to do so.

The opening function will be an "At Home" to be held in the Royal Hotel banquet hall on Monday evening, Feb. 17. The "At Home" will be in the form of a reception, smoker and entertainment presided over by Major Allan, of Hamilton, Presidents Bittues and Madole and the officers of the Exhibition and retail associations.

Lectures a New Feature.

A new feature will be the illustrated lectures to be held Monday, Tuesday and



President M. S. Madole.

Wednesday evenings, in which many lines associated with the hardware trade will be illustrated and described with

the aid of a picture machine. This should prove very interesting to all hardwaremen.

A representative of The Canadian Steel and Wire Co., fence manufacturers, Hamilton, will describe the processes of smelting iron, making pig and bar iron. Wire drawing, etc., and illustrated slides showing the various processes will be used. Saw manufacture in its various phases will be illustrated on Tuesday evening in a picture talk given by H. T. Benham, of E. C. Atkins & Co., Indianapolis, Ind. Mr. Benham is an authority on matters of this kind and his address will be sure to prove interesting and instructive. On Wednesday evening L. R. Greene, advertising manager of the Sherwin-Williams Co., Montreal, will give a lecture on modern paint making, mining and smelting of zinc ores, the old Dutch process of corroding lead, dry color making, mining and calcining of oxides, and the varnish industry from the collection of gums to the finished product. This lecture will also be accompanied by illustrated views and, as Mr. Green has a thorough knowledge of this line, it should prove very interesting to all present. This new feature is one that should add to the education of all hardware dealers and their employees, and the lectures should have a good attendance.

Prizes to be Drawn for.

Prizes are being provided by exhibitors to the number of about one hundred, averaging in value about \$5 each. The drawing is to be held on Wednesday evening and will be open to retailers registering before Wednesday noon.

The exhibition will be open to retailers mornings and afternoons and to the public in the evenings.

President Abbott Coming.

L. C. Abbott, president of the National Retail Hardware Association of the United States will be present at the convention Feb. 20 and 21.

THE PROGRAM.

Monday—At Home at 9.30 p.m., Royal Hotel banquet hall.

Tuesday—Opening of convention and exhibition; joint meeting of both associations; Question box session at night.

Wednesday — Retail association sessions; Question box at night.

Thursday — Retail convention, election of officers, etc.; joint conference of retailers, jobbers and manufacturers; banquet in evening.

Friday—Executive meetings; formal adjournment.

He will explain the relations now existing between some of the hardware retailers, jobbers and manufacturers in the States. Following this address a joint conference will be held by the Canadian Wholesale Hardware Association, Canadian Hardware Manufacturers Exhibitors' Association, and the Retail Hardware Association.

Question Box Sessions.

The Question Box discussions will be held Tuesday and Wednesday nights under the leadership of Wm. Magladery.

Retailers who have not sent in their questions are requested to have them prepared in advance, to drop into the question box at Hamilton. The following questions have already been sent in for discussion:

"What percentage should a clerk's wages be in comparison to his sales?"

"What per cent. of sales should advertising amount to?"

"Could not the retailers and jobbers induce the gun manufacturers to keep the catalogue houses and department stores off the jobber's list?"

"Can 'Bargain Day' specials be run successfully in towns where you have price arrangement with your competitors on staple lines?"

"Does it pay to handle electrical supplies including cooking and heating devices?"

"Is Beaver Board a good line for the hardware dealer to handle?"

"Do the members consider the holding of special sales such as stoves, granite-ware, etc., good advertising when done by a well established firm?"

"How is it possible to make tinsmithing attractive enough, so that boys will learn the trade, so as to relieve the situation that exists just now?"

"Does it pay for retailers to canvass local factories for orders of tools, belting, and other supplies?"

"The Express companies charge a greater rate to small towns where only one company is represented than they do to towns where two companies are represented, even at a greater distance. Can anything be done to compel companies to charge same rate to one town as another at same distance?"

Other questions will no doubt be added to the list later.

A large number will no doubt wish to visit the ice-bridge at Niagara and in connection with this the Oneida Community, Ltd., invite all those visiting Niagara to be their guests while there.

Details of Programme.

The convention will open Tuesday morning, retailers and exhibitors meeting together, and then meeting separately.

A joint meeting will also be held on Tuesday afternoon. Retailers should en-



President Bittnes, of the Gillette Safety Razor Co., will be on hand.

deavor to be present for the lecture and reception on Monday evening as that will be the opening of the exhibition. The convention will close on Thursday night with a monster banquet to be held in the rink to which Premier Borden, Sir Wilfrid Laurier and other statesmen have been invited. The exhibition will close on Friday afternoon.

Special Rates on Railway.

Special arrangements have also been made regarding special rates on the railways. Single fare rates are obtainable from all points from Fort William and east to the Atlantic Ocean. Visitors to

the convention should remember that it is necessary to secure a certificate from the railway agent when purchasing a one-way ticket to Hamilton. Certificate can be obtained with tickets coming Feb. 14 to 20 and returning up to Feb. 24. Those attending the convention are requested to go immediately to the Secretary's office at the Armouries where registration will take place and badges will be distributed.

The convention programme is as follows: Monday evening, illustrated lecture in the Armouries, after which an adjournment will be made to the Royal Hotel Banquet Hall where the "At Home" will be held at 9.30. Tuesday at 9 a.m. convention, opening ceremonies, address of welcome, etc. At 10 a.m. the retail Executive goes into session. At 10.30 a.m. Manufacturers' Association meeting.

At 2.00 p.m. a joint meeting of both associations will be held. 3.30 p.m. Exhibition open to retailers. 7.30 p.m. Question box discussion. 8.00 p.m. Question box discussion.

Wednesday's programme—9.00 a.m., committee meetings. 9.30 a.m., and 2.00 p.m. exhibition open to retailers. 7.30 p.m. retail convention and question box discussion. 7.30 p.m. exhibition open to public.

Thursday, 9.00 a.m.—Retail convention, election of officers, etc. 10.00 a.m. exhibition open to public. 2.00 p.m. exhibition open to retailers. 4.00 p.m. joint conference of retailers, jobbers and manufacturers. 7.30 p.m. exhibition open to public. 7.30 p.m. manufacturers banquet to retailers and jobbers.

Friday—9.00 a.m. meeting of retail executive committee. 9.00 a.m. exhibition hall open to retailers. 12.00 noon, adjournment.

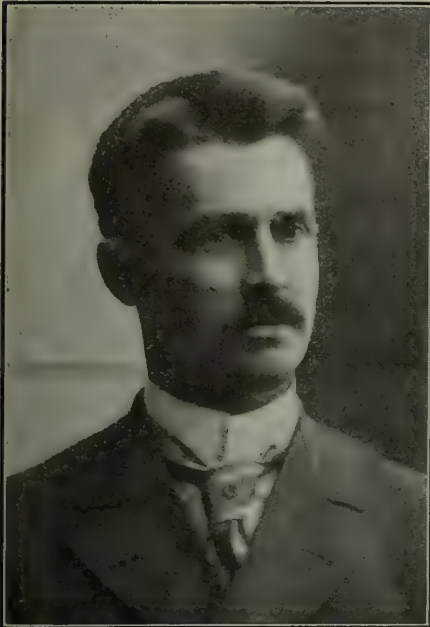


A plan of the section of Hamilton in which hardwaremen will be interested, showing Armouries, railway stations and leading hotels.

The Convention Committees.

The following committees have been named to assist during the convention:

Reception—Ed. Wanless, Chatham (chairman); J. R. Hambly, Barrie; D. Cinnamon, Lindsay; W. J. Bell, Beeton;



Second Vice-President W. F. Macpherson.

G. A. Binns, Newmarket; W. A. Rankin, Ottawa; Nelson Mills, Hamilton.

Membership—J. N. McGregor, Oakville (chairman); J. W. Zavitz, Wallaceburg. Geo. Matheson, Toronto; W. J. Carter, Picton; W. D. Dewar, Pembroke; J. F. Mosely, Huntsville; A. E. Bottum, Bobcaygeon; H. E. Patterson Drayton.

Resolutions—Ed. Brocklebank Arthur (Chairman); A. M. Watt, St. Catharines; Frank Taylor, Carleton Place; Joseph Harding, Toronto; James McGregor, Caledonia; T. M. Nash, Wellington; W. D. Sampson, Blenheim.

Question Box—Wm. Magladery, New Liskeard (chairman); B. G. Fulton, Sault Ste. Marie; Phil. Alexander, Hamilton; F. W. Miskelly, Smith's Falls; M. McKillop, West Lorne; F. E. Hendershott, Mount Forest.

Prize Drawing—H. Oocomore, Guelph (chairman); C. W. Conn, Tillsonburg; W. W. Bennett, Gananoque.

Conference with jobbers and manufacturers—President, Madole, Napanee; Wm. Magladery, New Liskeard; W. J. Carter, Picton, J. N. McGregor, Oakville.

Hotels and Rates.

Hamilton is well supplied with good hotels and there should be plenty of good accommodation for all those attending the convention. The following is a list of the most prominent hotels in Hamilton:

Royal Hotel, American plan, \$3.00 per day up.

Waldorf Hotel, American plan, \$2.50 per day up.

Schmidt Hotel, American plan, \$2.00 per day up.

Terminal Hotel, American plan, \$2.00 per day up.

Commercial Hotel, American plan, \$2.50 per day up.

Strouds Hotel, American plan, \$2.00 per day up.

New American Hotel, American plan, \$2.00 per day up.

Germania Hotel, American plan, \$1.50 per day up.

Vineyard Hotel, American plan, \$1.50 per day up.

King George Hotel, American plan, \$2.50 per day up.

Brant House, Burlington Beach, \$2.50 per day up.

Brant House can be reached by street car up to 11 p.m.

Secretary Tobin specially requests commercial travelers to use the certificate plan in order to insure sufficient number of certificates being presented to secure the round-trip for single fare.

Hamilton is well served by railways and those attending the convention

should have no difficulty in getting trains that will arrive in Hamilton at convenient hours of the day. For those who have to change cars at Toronto, the following time table may be useful: G.T.R. trains leave Toronto for Hamilton at 8 a.m., 9.00 a.m., 12.15 p.m., 2.00 p.m.,



With M. S. Madole in the chair, oratorical flights can be expected.

4.32 p.m., 4.40 p.m., 5.30 p.m., 6.05 p.m., 11.45 p.m.

C.P.R. trains leave Toronto for Hamilton as follows: 7.50 a.m., 9.30 a.m., 11.30 a.m., 1.15 p.m., 3.35 p.m., 5.20 p.m., 7.10 p.m., 11.00 p.m. The average run from Toronto to Hamilton takes about one hour.



A cartoonist's conception of what would happen if Parcels Post came into existence—From Toronto Star.

Exhibition Will be on a Large Scale

Manufacturers Who Have Secured Booths—New Regulations Will be in Force
—Exhibition Hall Will be Open at all Hours—Admission of the Public Will be by Ticket.

The response of the manufacturers to the efforts of the Canadian Hardware Manufacturers Exhibitors' Association, Limited, to make the exhibition a big success has been most satisfactory. A majority of the largest hardware manufacturers in Canada will be represented and the exhibition will include displays of everything handled in the hardware trade to-day.

At time of writing, there are still a few booths left, but the number is so small that the officers are quite confident that all will be occupied when exhibition hall is formally opened.

As a result of the wise provisions made by the officers, the exhibition hall will present an improvement from the standpoints of both appearance and practical utility. All booths will be of uniform size and appearance and the lighting arrangements, as shown in the accompanying cut of the elevation will effect a vast change for the better. The elimination of large streamers and posters will tend to create harmony and to improve the view.

The exhibition will be open at all hours during the week. Bright and early on Tuesday morning, the doors will be formally thrown open and from that

time on, access will be obtainable at all times. In former years, the practice has been to close the exhibition during the hours that the convention sessions were held with the result that the representatives of the various manufacturers were actively engaged in their booths only a certain proportion of time. It is believed that the new arrangement will be a better one. Certainly it will be an improvement from the standpoint of the manufacturers and it should not injure the attendance at the convention sessions.

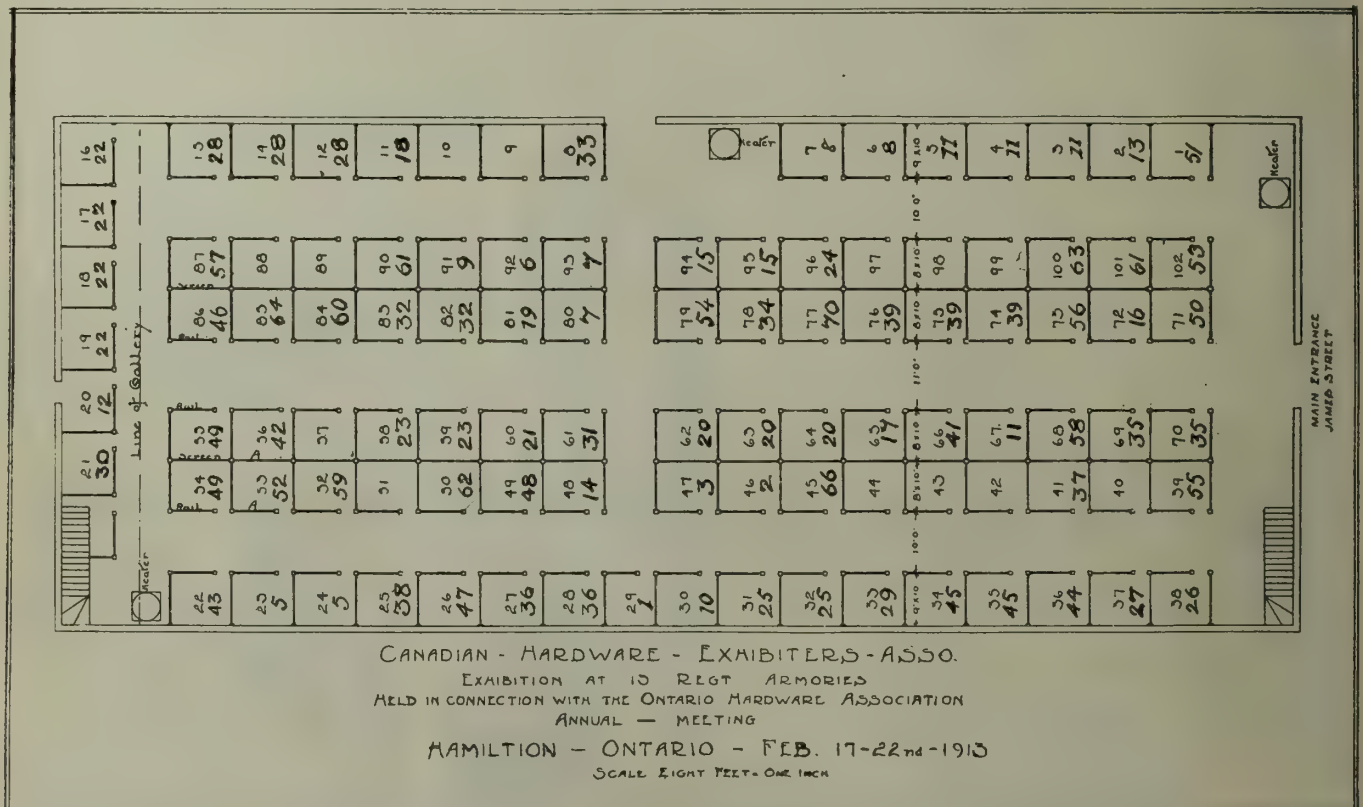
Exhibition Hall will be open to the public on the evenings of Tuesday, Wednesday and Thursday. As the hardwaremen themselves will be actively engaged on these evenings, the admission of the public will not prove an inconvenience. To prevent the crush which has resulted in previous years when the general public was admitted, tickets of admission will be issued. In all 75,000 tickets have been printed and it is expected that that number of people will visit the hall during the week. The opportunity to demonstrate before so large a number is in itself an advantage for the manufacturers represented.

A list of the exhibitors who have se-

cured booths to date are appended. In the accompanying plan two numbers are printed on each booth. The smaller figure is the number of the booth and the larger is the number of the firm occupying it. Corresponding numbers will be found opposite each firm name.

Stratford Mfg. Co.	1
Onward Mfg. Co.	2
H. W. Johns-Manville Co.	3
John Morrow Screw Co.	4
Sherwin Williams Co.	5
Tobin Arms Mfg. Co.	6
Gutta Percha Rubber Mfg. Co.	7
Jas. Stewart Mfg. Co.	8
Lufkin Rule Co.	9
E. C. Atkins & Co.	10
McClary Mfg. Co.	11
Canadian Shovel & Tool Co., Ltd.	12
Canada Paint Co.	13
Ontario Lantern & Lamp Co.	14
Gillette Safety Razor Co.	15
Hall Zryd Foundry Co.	16
The Boeckh Bros. Co., Ltd.	17
Dunlop Tire & Rubber Goods Co.	18
Pease Foundry Ltd.	19
Hamilton Stove & Heater Co.	20
Canadian Heating & Ventilating	21
Taylor Forbes Co. Ltd.	22
Moffat Stove Co., Ltd.	23
Dominion Register Co.	24
S. F. Bowser & Co.	25
International Varnish Co.	26
Pinchin-Johnson Co. Ltd.	27
Cummer-Dowswell Co., Ltd.	28
Brantford Roofing Co., Ltd.	29
Dennis Wire & Iron Works Co.	30
Clare Bros. & Co.	31
Steel Company of Canada	32
Lowe Bros. Ltd.	33
N. B. Misener	34
D. Maxwell & Sons	35
B. Greening Wire Co.	36
Ware Mfg. Co. Ltd.	37
Canadian Tap & Die Co.	38

(Continued on page 53.)



A plan of the Exhibition Hall, giving number of booths and exhibitors.

The Men Behind the Exhibitors' Association

THE Canadian Hardware Manufacturers' Exhibitors' Association, Limited, was formed at Guelph last year, the organization being brought about to put the control of the exhibition of manufactured products in the hands of the manufacturers themselves where, it was felt, it rightly belonged.

With noteworthy enthusiasm, the manufacturers set

The officers of the Association are as follows:—
President.—A. A. Bittues, Gillette Safety Razor Co., Montreal.

First Vice-President and Secretary-Treasurer.—F. M. Tobin, Tobin Arms Manufacturing Co., Woodstock.

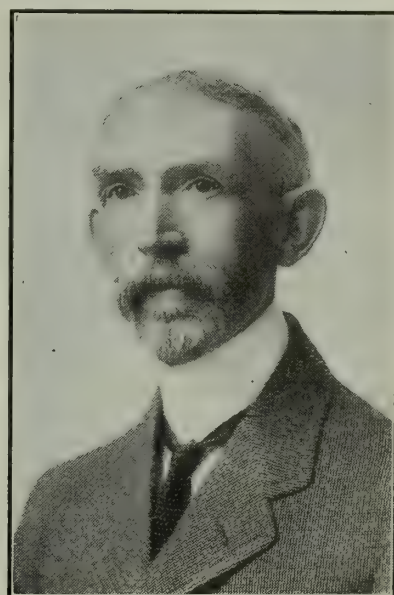
Second Vice-President.—W. J. Nahrwold, Canadian Yale and Towne, St. Catharines.



F. M. Tobin.



A. A. Bittues.



Chas. E. Stewart.

out to make this year's exhibition a record breaker in every sense of the word. Expense was not spared and, as a result of the work which has been done, the exhibition at Hamilton will be the largest of its kind ever seen in Canada—perhaps even in America. With a degree of foresight that took cognizance of the fact that the exhibition could be put on a permanent basis and made an annual affair, the arrangements were made on a permanent scale.

Third Vice-President.—Chas. E. Stewart, Jas. Stewart Manufacturing Co., Woodstock.

Fourth Vice-President.—M. R. Griffiths, Canadian W. H. Johns-Manville Co., Toronto.

Chairman, Exhibition Committee.—R. B. Johnson, Pinchin-Johnson & Co., Toronto.

Chairman, Entertainment Committee.—Adam Taylor, Taylor-Forbes Co., Guelph.



Adam Taylor.



M. R. Griffiths.



R. B. Johnson.

Sub-Associations Formed Last Year

The Organization of Sectional Associations the Most Marked Development of the Past Year—Associations Formed in Eastern Ontario and in the North—A Suggestion that Province be Divided into Four Zones for Purposes of Organization.

The most important development in hardware association matters during the year was the organization of sectional associations, as branches of the main Ontario body. With the inauguration of the Eastern Ontario Retail Hardware Dealers' Association the first step in this direction was taken, closely followed by the organization of the New Ontario Hardware Dealers Club. The formation of these two bodies may be followed up by aggressive measures along the same line in all parts of the province. If this is to be done, the initial steps will be taken at the convention at Hamilton next week.

The object in forming sectional associations will be clearly apparent to all interested in trade organization work. Trade done by the Ontario Association is necessarily of a nature embracing the whole province in its scope. The Ontario Association meets but once a year. On the other hand, it is possible for the hardwaremen of the east to meet frequently and take up problems which interest them alone. If associations were formed in other parts of the province, the same advantage would apply.

It was with this idea in view that the retailers of Eastern Ontario took the initial step. The work has not been carried on as actively in either case as had been hoped for, owing largely to the fact that the members have been too busy with their own stores to give the necessary time, but there is still a favor-

able feeling and it is believed that the idea will be revived this year.

The Eastern Association.

A meeting of prominent retailers in Eastern Ontario was held at Sterling on March 15. The number in attendance was not as large as had been hoped for owing to a severe storm, but it was a representative showing, among those in attendance being:—L. Meiklejohn, and R. W. Meiklejohn, of Sterling; C. McGee, representing McGee & Lagrow, M. W. Connor and W. E. Connor & Son, Madoc; Frank Dafoe, Madoc; Dan Shannon, Marmora; Harry Connor, representing Connor & Grey, Marmora; R. C. Chown, Belleville, representing the W. W. Chown Co.; Wm. McGie, John Lewis & Co., and J. W. Walker, the Stafford Hardware Co. Many others had signified their intention of being on hand and doubtless would have been had not the storm prevented.

The work of organization was proceeded with. R. C. Chown was elected president, and W. E. Connor, of Madoc, was chosen secretary. It was decided that the objects of the association would be served by holding meetings quarterly.

Northern Men Convene.

The hardwaremen of the northern sections met on Good Friday at North Bay and organized the New Ontario Retail Hardwaremen's Club. Officers for the first year were elected as follows:—

President—Wm. MacLadery, of New Liskeard.

Vice-President—E. E. Recard, of Sudbury.

Secretary—J. W. Richardson, of North Bay.

Executive Committee—John Bell, Mattawa; Milton Carr, Cobalt; John Hilliar, Burk's Falls.

The objects of the club were on lines similar to the plans originated by the eastern men.

To Organize Province.

It is now suggested that an effort be made at next week's convention to start a movement going which would result in the division of the province into sections with an association for each section. The suggestion is that there be four sections, as outlined in the accompanying map—north, east, central and west. The north would take in all the Northern Ontario towns, and everything west of that as far as the extreme western boundary of the province. The east would take in practically every section included in what is generally called Eastern Ontario, commencing about at Cobourg. The central section would include Toronto and Hamilton and all northern points, to the border of the northern section. The west would take in all Western Ontario, extending to Windsor.

Officers of the association favor this idea and will endeavor to get the movement under way at the Hamilton convention.



WHITMAN & BARNES' ANNUAL MEETING.

The annual stockholders' meeting of the Whitman & Barnes Manufacturing Company was held at the general offices of the company at Akron, Ohio, January 29. Canadian stockholders were well represented.

The reports of the various officers of the company were most encouraging, and showed a prosperous and increasing business. Particularly was this true with reference to the Canadian business handled through the company's factory and office at St. Catharines, Ontario.



COMPANIES INCORPORATED.

Canadian Griscom Russell Co., have been incorporated with a capital stock of fifty thousand dollars for the purpose of carrying on the business of iron foundry tool makers, brass founders, machinery manufacturers, millwrights, machinists, etc., with the head office in Montreal, Que.



The idea is growing that sectional associations are the solution of the problem of trade organization—A plan suggested for the division of Ontario.

The Great Need for Local Associations

A Message From First Vice-President H. Occomore, of Guelph—He Urges That the Association Should Devote Itself to the Formation of Local Bodies—Price Cutting Could be Eliminated in This Way.

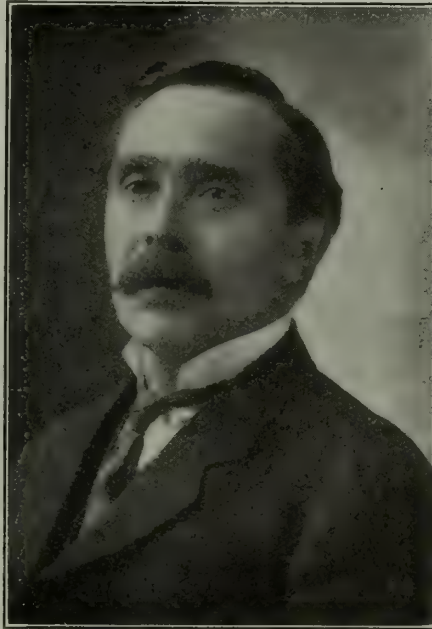
In my opinion a great deal depends on the success of this year's convention. The future policy of the Ontario Retail Hardware and Stove Dealers' Association hinges largely on the outcome at Hamilton. This does not apply solely to the matter of attendance, although a large attendance is certainly one of the first essentials. The interest shown in the discussions, the success achieved in originating useful legislation—these are things which will undoubtedly count.

As you are all aware, the Exhibitors' Association are making a big effort to achieve a success with the 1913 convention and exhibition. A great amount of money is being spent to assemble the finest display of hardware products ever seen certainly in Canada, perhaps the finest in America. Care has been taken to make the entertainment features fully on a par with the educational. It now remains to be seen whether the retail hardware and stove men of the province will measure up to what is expected of them. By coming out in large numbers the retailers will strengthen the hands of their own executive, and at the same time show the manufacturers that the work they are doing is appreciated to the fullest degree.

If after the convention is over it is seen that these results have been accomplished, both manufacturers and retailers will have to acknowledge that it was worth while. Then I feel that the 1913 convention will have been red letter days for the association, and that the retail hardwaremen will begin to realize that it is worth something to be a member of the Ontario Retail Hardware and Stove Dealers' Association.

Need of Local Organization.

I feel strongly the need there is of local organizations, especially in towns and cities where there are more than two or three merchants in the same line. I cannot help feeling that the hardware merchant is giving away large amounts annually where there is absolutely no need. I refer to price cutting. It is particularly to be deplored in view of the manifold prosperity which exists in all parts of the country. When conditions are so splendidly sound and people have the funds at their disposal to pay a fair price, and, further, are quite prepared to pay, the folly of merchants selling goods at figures which absolutely preclude a profit, and sometimes even entail a loss, is only too apparent. Because we have always sold at a certain



First Vice-President H. Occomore.

price, and because others are selling at that price, is no reason why we should continue doing so when conditions make it possible to ask and secure a fair price.

This is a problem for our association to handle. If our association could formulate a plan which could be put into execution, whereby the hardware and stove men in the same town could be brought together, a good work would certainly be done. By meeting together, competing merchants would get to un-

derstand each other better, and would learn that the "other fellows" are all right. When opposition dealers rid themselves of the idea that the others are refined thieves, or something very like, they begin to realize that it is quite possible for merchants in the same line of business to entertain friendship in an entirely different light. Thus if by the establishment of local associations, it were possible to create a good understanding all around, it would be found very simple to accomplish what now seems impossible—an understanding whereby all should sell at a price that would ensure a profit. Staple lines now selling at a loss could be made to carry a fair profit, to the benefit of all concerned.

Understandings of this nature cannot be regarded in any other light but as fair arrangements made to remedy what are undeniably bad conditions. The public would benefit quite as much as the merchants themselves, for by the elimination of disastrous price cutting the merchants would be able to conduct their stores on sounder foundations, to readjust prices and profits more equitably, and to give better service.

This is a question which the association may well take up—the organization of local associations. If energies are devoted to this end during the next year it will indeed become a memorable—a red-letter—year in the annals of association work.

H. Occomore

STEEL INSTITUTE BULLETIN.

The American Iron and Steel Institute has issued its monthly bulletin, which contains a great deal of valuable information. A description accompanied by photographs of the modern yard conditions of the Bethlehem Steel Company's works is a feature of the publication. There is an article by Charles L. Close, manager of the Bureau of Safety, Relief, Sanitation and Welfare of the United States Steel Corporation, in which he says:

"During the year 1911 the subsidiary companies of the United States Steel Corporation expended in safety work

\$750,000, and in sanitation work, \$1,250,000. The figures for 1912 are not fully compiled, but it is known that they greatly exceed those of 1911. The figures here given relate only to safety and sanitation work, and represent only about one-third of the total expenditures for all kinds of welfare work. The figures for the other lines of welfare work were given by Mr. Bolling at the May, 1912 meeting of the American Iron and Steel Institute."



Welland, Ont.—The Canada Forge Co., manufacturers of castings, have suffered a loss by fire.

A Message From the Northwest

The following is a message from last year's president of the Ontario Retail Hardware and Stove Dealers' Association, Russell C. Chown, now of Edmonton, addressed to the members of the Association.

The Chown Hardware Co. are conducting two retail stores in Edmonton, one at 341 Jasper Ave. East (the old stand of Ross Bros.), and 20 Jasper Ave. East. R. C. Chown is managing the first and his brother, L. J., has charge of the second branch.—Editor.

To the members of The Ontario Retail Hardware and Stove Dealer's Association:—

I regret exceedingly that it is not my good fortune to be privileged to be with you at your convention this year in Hamilton, as I have disposed of my interests in Belleville along with other members of my family and moved out here to this western city to follow the same line of business.

I assure you that I will look forward with a great deal of pleasure to the report of this convention as given by the trade papers as I feel sure that many important matters will be decided at this meeting.

In 1908 I was privileged to attend the second annual convention of your association in Toronto and felt at that time that much good could be accomplished for the hardwaremen of Ontario if they banded together and were frank enough to discuss with one another the evils of the trade which ought to be righted from time to time. From my observation at that time, I think that they have done well to have accomplished what they have done. It is to be regretted that a number of the hardwaremen of

Ontario have felt as they have that there was nothing to be gained by an organization of this kind and that they were able to grapple with the problems that confront them from day to day single-handed. It is only by gatherings of this kind that the hardwaremen are put in a position to learn what their fellow hardwaremen are doing and to profit by their mistakes and learn from them improved methods of conducting their own stores.

The ideas and suggestions that I picked up at these meetings and the many friends I made, have been of material assistance to me in improving our business and I would like to take this opportunity of thanking the members for all their kindness to me from time to time.

The importance of these gatherings has been fully recognized by the Canadian Manufacturers as an ideal opportunity for displaying their wares to the hardwareman while he has the time to listen to a detailed explanation of the way these goods are made before being placed on the market for sale. The knowledge to be gained in this regard is of inestimable value to the retailer, as he can pass this information on to the consumer and convince him that he understands the line of goods he is selling him. The result of this dissemination of information is that oftentimes sales are made when the retailer understands the goods he is selling. If he were not in possession of this information, the customer would look elsewhere before he bought and the chances for him to return to the store and make further purchases would not be as bright, as the competitor might be in possession of this information and thus wean the customer away.

In this Western province the retail

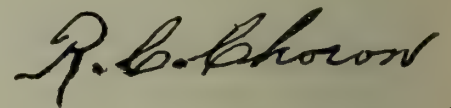
hardwaremen have not as yet organized an association to improve trade conditions. Their time is being taken up from day to day in developing the business and supplying the large army of settlers with their outfits.

The one great drawback with retail business in this province is that we are situated a long way from the source of supply and we find it important to watch our stocks more closely than in the East so that we may keep our stocks sorted up at all times.

I would advise you one and all to attend the convention of your association next week in Hamilton and to take a deep interest in all the meetings and endeavor to learn all you can about the different lines of goods displayed there, so that when you return home you will feel that you are better posted about the goods you are selling and are in a better position to cater to your customers requirements for the information you have picked up at this convention.

The commercial travelers will be there in goodly number, ready to supply you with many valuable suggestions as to buying and selling and you will do well to cultivate their friendship as they are a fine class of fellows and are always glad to pass on to their customer any information that will help him conduct a better and more profitable business.

Going up and down the country as they do, they have many chances of getting pointers on many subjects from different view points which would be invaluable to you if you were in possession of them.



To Make Sessions of Practical Value

This year's convention should be a memorable one in many respects. Since the taking over of the exhibition by the manufacturers, it will be possible for the officers of our association to devote their whole attention to matters pertaining to the association. The result will undoubtedly be that the sessions contain more points of real practical interest for the retail hardwaremen. We expect that the convention at Hamilton will be marked by discussions of many topics of live interest, such as parcels post legislation, weights and measures inspection, etc.

The question of price maintenance should bulk largely in the present convention. It is of importance particularly

in view of the advancing market in all lines. With the cost of goods to the dealer advancing, it becomes of double importance that a fair selling price should be obtained. An interchange of ideas and suggestions as to means of attaining the abolition of ruinous price cutting may result in some practical good. There can be no question that the larger the membership of our association, the nearer the solution of this problem will be reached. For this reason particu-

larly, it is desired that the attendance at the Hamilton convention be large.

A good representative gathering now will strengthen the hands of the officers and make it possible for them to map out an ambitious program for the coming year. In this way it will be possible to make great studies in the future toward the perfecting of the organization and the correction of cuts and abuses in the trade.



HAMILTON

CANADA'S GREAT MANUFACTURING CENTRE

Something About the Convention City, Its Aims and Ambitions—Hamilton is a Great Home of Hardware Industries—Points of Interest for the Visitors During Exhibition and Convention Week.

PROBABLY no place could be chosen more suitable for a hardware convention than Hamilton. The Ambitious City is a great hardware centre. More than that, it is one of the biggest manufacturing cities in Canada; and is rapidly growing in importance in that respect. Hardwaremen will find much to interest them in this beautiful, growing city.

The appellation "Ambitious City," as given to Hamilton fits like a glove. There is no more aspiring municipality in Canada. Hamilton cannot grow too fast to suit her energetic, go-ahead, get-there-in-a-hurry citizens. Everyone from the mayor down is out to help, applying shoulders with right good will to the wheel of progress. Hamilton has an insatiable desire for new factories and every little while we hear the announcement that another has been landed. They are strong on civic improvement, these Hamiltonians. They aim to grow big in population, to build skyscrapers, to boost property values. To put it in the vernacular there is no stopping Hamilton. The civic slogan is—"Hamilton grows—there are reasons."

Some have termed Hamilton "The Birmingham of Canada" because of its industries, writes H. H. Marsh, Commissioner of Industries. It may be called justly "The Pittsburg of Canada" (minus the smoke) too, if desired. However, it needs no such titles, possessing as it does four hundred industries, great and small. Hamilton is just the "Hamilton of Canada."

Success is bound to follow where the efforts put forth are so earnest and persistent. Hamilton is growing fast as a result of the ambitious propaganda laid down. It looks also as though the law of acceleration is manifesting itself for the growth is becoming more rapid and convincing all the time. For this reason alone, a visit to the Ambitious City will prove profitable and interesting.

A Beautiful Location.

Hamilton is situated on the shores of Hamilton Bay, a beautiful landlocked

harbor at the head of Lake Ontario. It extends from east to west for a distance of about six miles, and from north to south from Bay to Mountain, for about three miles. From the summit of the escarpment, or mountain as it is generally called, a magnificent view is to be had. The city lies immediately below, with its wide regularly laid out and well paved streets, its fine residences and public buildings, and its wealth of beautiful shade trees. To the north are the clear waters of Hamilton Bay; to the west is a bird's eye view of Dundas Valley; while to the east, five miles away, is Burlington Beach—Hamilton's favorite summer resort — separating Hamilton from Lake Ontario; and to the southeast "The Fruit Garden of Canada," with its fields of green and gold, greets the eye, in a panoramic view seldom equalled and certainly not surpassed by any other on the American continent — people from all over the world having come to visit this place and view the great garden in all its glory. About one million dollars worth of fruit is shipped annually from this section, the greater portion of it passing through Hamilton.

direction of improved civic government. The popular trend in municipal circles is towards government by commission. Hamilton has been moving this way for some years, but with this difference from most places, that while they have been concentrating power in the hands of a small commission, Hamilton has distributed the power to a number of Commissioners, mostly appointed by the City Council. The School Board, Parks Board, Library Board, Hospital Board, Cemetery Board, Board of Health, Hydro Electric Light & Power Commission, and Harbor Commission, are practically independent boards, in full control of their departments, so far as their management and expenditures are concerned, while the general policy of the city, the amount of money appropriations made to the various boards, the fixing of the rate of taxation, and the collection of taxes, are in the hands of the City Council, a representative body, consisting of Mayor, four Controllers, and sixteen Aldermen, elected annually by the people. The Mayor and Controllers form a Board of Control, and no money appropriation or Council expenditure can be made without their approval, except by a two-third vote of the Council. So that Hamilton practically en-



A view of Burlington Beach, just outside Hamilton.

Good Civic Government.

An interesting feature of Hamilton is the success being achieved there in the

ture can be made without their approval, except by a two-third vote of the Council. So that Hamilton practically en-



Some of Hamilton's fine residences.

joys the advantages of both an independent and representative government.

Points of Interest.

There are many points of interest in Hamilton. Foremost, perhaps, from the standpoint of the hardware visitors, will be the large factories where so many of the articles sold in the hardware stores are turned out. Many of the factories will be found well worth a visit if the hardwaremen can find the necessary time.

Then there is the Mountain. Mention of Hamilton Mountain is generally the signal for raillery; as the outside world has never conceded mountainous proportions to the escarpment that overhangs the Ambitious City. In addition Hamilton boasts Dundurn Park, the Stoney Creek battlegrounds (a few miles out), many public buildings of undoubted interest, clubs, beaches, wharves, schools and churches.

Reverting to the question of hardware manufacturers in the city, a partial list is as follows:—

B. Greening Wire Co., Steel Co. of Canada, Ontario Lantern & Lamp Co., Laidlaw Bale Tie Co., Acme Stamping & Tool Co., Dominion Belting Co., Meakins & Sons, F. W. Bird & Son, American Can Co., Hamilton Stamp & Stencil Co., Allith Mfg. Co., Meriden Britannia Co., Canadian Hart Wheels Ltd., Garlock Packing Co., Hamilton Engine Packing Co., Burrow Stewart & Milne Co., Bowes, Jamieson & Co., Hamilton Stove & Heater Co., D. Moore Co., Canada Steel Goods Co., Consolidated Hardware Co., American Hardware Mfg. Co., Cummer-Dowswell, Ltd., Hamilton Ornamental Iron Works, The Canada Iron Corporation, Schultz Mfg. Co., Canadian Tungsten Lamp Co., Brown, Boggs & Co., Hamilton Mantel & Tile Co., E. C. Atkins & Co., Gurney Scale Co., Canada Screw Co., Canadian Shovel & Tool Co., Canada Wire and Iron Goods Mfg. Co., Tallyman Brass and Metal Co., Banwell Home Wire Fence Co., Hamilton Cotton Co., Hamilton Lock & Hardware Co., Canada Drawn Steel Works, Chadwick Bros., Frost Wire Fence, Hamilton Brass Works, Pittsburg Perfect Fence Co., Canadian Steel & Wire Co.

The Wood-Vallance Co., Hamilton, are among the largest wholesale hardware houses in Canada.

Hamilton Hardware Retailers.

Hamilton boasts of many fine retail hardware stores. A description of one of the largest and most recent additions to the list appeared in last week's issue—the James Street branch of the Mills Hardware Co. The firm likewise have a fine store on Barton Street. Among the other retail stores are: Wood-Vallance Co., Alexander Hardware Co., James H. Callaghan, Kent, Garvin Co., O. G. J. Wright, Thomas Ramsay, B. E. Webster and Stanley Mills & Co.



Views of Hamilton—Some of the picturesque water side spots in the Ambitious City.

HARDWARE AND METAL

A Big Year's Development.

Hamilton enters the new year enjoying the largest measure of industrial prosperity in her history. Each year, for the past few years, has exceeded the previous one in development and expansion, but 1912 is, so far in advance of all previous years that it may be called phenomenal. On every hand are indications of great prosperity. During the past year twelve new factories with an invested capital of over two million dollars have located in the city.

Among the new industries secured during 1912 were:—

National Steel Car Co., Dominion Steel Castings Co., Canadian Porcelain Co., Canadian Knitting Co., Buffalo Brake Beam Co., Frets Canning Co., Harper, Presnail Cigar Co., Hamilton Steel Construction Co., Hamilton Trolley Wheel Co., Hamilton Gas Mantle Co.

The following is a complete list of permits for factory buildings and additions to factories erected during 1912:—

National Steel Car Co., \$261,230; Steel Co. of Canada, \$100,000; Steel Casting Co., \$100,000; Otis Fensom Elevator Co.,

\$50,000; Brown, Boggs Co., \$50,000; Hamilton Bridge Works, \$55,000; Petrie Mfg. Co., \$23,000; International Harvester Co., \$35,000; Sawyer Massey, \$25,000; Oliver Chilled Plow Works, \$60,000; Canadian Westinghouse Co., \$63,500; McLaren's Limited, \$60,000; Tuckett & Co., \$25,000; F. W. Bird & Son, \$26,000; W. P. Presnail, \$24,000; Parsons & Parsons, \$20,000; Hamilton Warehouse & Forwarding Co., \$20,000; Fretz Limited, \$16,000; Alert Limited, \$15,000; Canada Screw Co., \$15,000; Hamilton Brewing Association, \$15,000; Berlin Machine Tool Co., \$14,000; Laidlaw Bale Tie Co., \$14,000; McGivern Estate, \$14,000; Dominion Vinegar Works, \$10,000; Hamilton Steel Construction Co., \$10,000; E. T. Wright & Co., \$10,000; Wray & Nichols, \$10,000; Canada Wire Goods, \$10,000; Canadian Showel, \$10,000; W. Roberts, Wood Market, \$8,000; Egg-o-Baking Powder, \$6,000; A. Ross, King Street, \$6,000; Burrow, Stewart, Milne, \$8,000; Hamilton Cotton Co., \$6,000; Hamilton Dairy Co., \$7,000; Walter Woods Co., \$5,000; Canadian Drawn Steel Co., \$5,000; Oliver Chilled

Plow Works, \$5,000; Hamilton-Toronto Sewer Pipe Co., \$4,000; Grasselli Chemical Co., \$4,000; Wagstaffe Limited, \$3,500; Howell Litho, \$3,500; Standard Underground Cable Co., \$2,000; Tuckett & Co., \$3,000; L. Mills & Co., \$3,000; Armstrong Cartage Co., \$2,000; Wize, Gray & Co., \$1,500; Tuckett & Sons, \$1,500; Grant-Salisbury & Co., \$1,000; Hamilton Bridge Works, \$5,000; Burke Bros., \$2,000; Canada Screw Co., \$5,000; C. Reid, \$5,000.

It is not only in industrial development that Hamilton is progressing. The building permits to November 30 of 1,446 permits value \$5,260,700, show an increase of 143 permits value \$1,097,270 over the same period for 1911.

The fact that a start has been made on improving Hamilton harbor, and that the Dominion Government will likely spend a million dollars in the next few years, deepening the bay along the water front by east end industries, so that navigation will be safe for the largest freighters, will also play a very important part in Hamilton's future industrial prosperity.



A view of the business section of the city of Hamilton.

Retail Dealers Can Meet Competition

Meeting Mail Order Catalogue Prices—Experience Shows that Retail Hardwaremen can do this on a Majority of Lines—Mail Order Houses Quote "Leaders" but their Prices are not Extraordinarily Low on the Bulk of Lines—Some Instructive Instances.

In sports, one reads of a team being beaten before the game has begun. The great reputation of their opponents was such that they felt nothing but defeat staring them in the face, and therefore never did their best.

After all business is only a game, and a similar state of affairs is to be noted in the hardware field. Two or three instances of this, as relating especially to mail order competition have just come under notice.

The mail order houses are gigantic concerns, and for this reason are regarded as perhaps more powerful than they really are. A great many dealers watch the mail order houses carefully, and give them a fight for all business in their districts. Yet there are other merchants who seem to feel that they can do nothing against these concerns.

Only last week a dealer from the West wrote into Winnipeg advising one of the roofing concerns of that city that there was little use in his attempting to sell roofing in his district since the mail order houses were now undertaking to lay this down at a low figure, which he mentioned.

This hardware man had thrown up his hands in horror when he saw that the catalogue house was entering his field. He did not think of fighting. He hardly looked at the price asked for the goods. He merely took it for granted that this was considerably lower than he could possibly quote.

Fortunately, the sales manager of the roofing concern was a little more inquisitive. He knew the dimensions of the building for which the mail order house had quoted a certain sum. He took his pencil and did some figuring, and as a result sent a letter back to this western dealer stating that the catalogue house was asking a very good price; that he, the dealer, could quote a better figure still, and that he could guarantee the better service which comes naturally through buying from a man on the spot. The dealer was very much surprised that he could undersell the mail order concern and still make a fair profit. It was a new idea to him.

Another instance, also noted in Winnipeg within a month, brings out another side of this question. A western dealer wrote in this time to a wholesale hardware house, claiming that there was no use trying to sell horseshoeing outfits since the catalogue houses were selling sets at a certain figure. Sales managers seem to be a class who are anxious to

get definite information. The one who received this letter got hold of the mail order house catalogue. He turned to the horseshoeing outfits, noted what this comprised. Then he turned to his own catalogue, selecting similar articles to those in the complete outfits advertised, jotting down the price of each. The result proved that the horseshoeing outfits could be purchased from the wholesale establishment enough below the price asked by the mail order house to enable the retailer to sell it a little below and still reap a satisfactory profit. This information was forwarded to the western dealer, who wrote back expressing great surprise, and saying that he intended to sell a lot of these outfits in his district, and that he would tell people he was giving them better goods than the mail order house, at a better figure, and giving them the privilege of inspecting them before paying their money.

There can be no doubt that certain articles are quoted at a very low price by the catalogue houses. On the other hand, it seems that these concerns are not what might be called price killers. They send out leaders, but for the rest, ask a fair figure for their goods. After all, on the great majority of things, the hardware man may successfully meet this competition, but he must show his customers that he can, and perhaps the best way would be to take certain lines as featured by the mail order house and show those who mention these that he

can supply them at an even better figure.

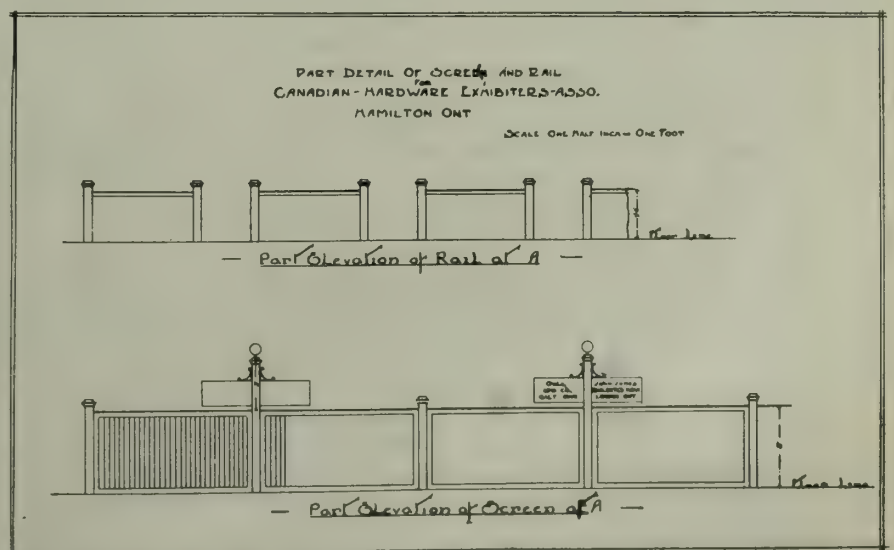
Rolled Steel Sections.

Steffens & Nolle, Ltd., Berlin, Germany, with Canadian office, Beardmore building, Montreal, Que., have just issued their last edition of Mannsteadt No. 2 catalogue, pocket edition illustrating their line of plain and ornamental rolled steel sections for the manufacture of iron stair cases, marquees, folding gates, store fronts, elevator cars and enclosures, and various other uses in fire proof buildings. The catalogue is very complete and copies will be mailed on request to any firms interested in this class of work.

EXHIBITION WILL BE ON A LARGE SCALE.

(Continued from page 44.)

The Gurney Foundry Co.....	39
Northern Aluminum Ltd.	40
J. H. Connor & Son, Ltd.	41
D. Moore & Co.....	42
The Glidden Varnish Co.....	43
Shurley Dietrich	44
Oneida Community Ltd.....	45
F. W. Bird & Son	46
Canadian Yale & Towne Mfg. Co.....	47
The Williams Chemical Co.	48
One Minute Washing Machine Co.....	49
Tallman Metal & Brass	50
Geo. C. Kaitting & Son.....	51
E. T. Wright & Co.	52
Frost Wire Fence Co.	53
Chadwick Brass Co., Ltd.....	54
Auto Strop Safety Razor Co.....	55
Burrow Stewart & Milne Ltd.	56
Canadian Steel & Wire Co.	57
Meakins & Son, Ltd.	58
National Cash Register Co.	59
National Machinery & Supply Co.....	60
Canadian Brass Co.	61
Richards-Wilcox Canadian Co., Ltd.	62
Canadian Buffalo Sled Co.	64
Asbestos Mfg. Co. Ltd.	63
Hardware & Metal	65
Canadian Tungsten Lamp Co.	66



An elevation of the booths in Exhibition Hall, showing plan and dimensions.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, February 15, 1913

EXHIBITION AND CONVENTION COMMENTARY

In this issue Hardware and Metal deals at some length with the exhibition and convention to be held at Hamilton next week. There can be no doubt that this gathering of hardwaremen will be a crucial one in many respects. The manufacturers, through the Exhibitors' Association, have gone to heavy expense, and, as a result, will have an exhibition of unprecedented proportions. If the attendance of retailers is large and representative, the exhibition will prove successful from the standpoint of the manufacturers and the exhibition will be put on a prominent basis, becoming of more importance and influence on trade conditions, year by year.

A large attendance is equally necessary from the standpoint of the retail association. The ability of the association to cope with the problems which arise in the retail hardware trade depends on the membership. If a larger number of hardware merchants can be brought into the fold, the influence of the association will be broadened accordingly and the possibilities of doing work of real practical value to the members and to the trade at large will be heightened. The need for an increased membership is pointed out in the letters published in this issue from officers of the association. First Vice-President Oecomore, of Guelph, points out that if "Hardware week" at Hamilton results in the augmentation of the association membership, it will be possible to grapple with the problem of price cutting and, in time, to eliminate this most pernicious of practices. Price cutting is but one of the problems that loom up on the trade horizon and the officers of the retail association are particularly anxious, therefore, to increase their membership to the point where it will be possible to grapple with price cutting and similar evils.

The Hamilton convention will see the inauguration of a number of innovations which promise to be valuable features. One of these is the extending of the Question Box session over two evenings. Another is the giving of

lectures on the manufacture of certain hardware lines and description of modern processes. This feature will be of distinctly practical value. One of the greatest aids to successful salesmanship is a knowledge of how goods are made and the merchants facilities for obtaining information of this kind are limited; so that the lectures should prove of deepest interest.

Another departure is the holding of a reception on the opening evening, Monday. If this results in getting the members to Hamilton bright and early, as it is designed to do, it will be a distinct boon. The giving of prizes to those who register early is another step in the right direction.

Talking about early starts suggests another important consideration. Cannot the officers devise some means of having the sessions started on time? The practice in past years has been to start anywhere from half an hour to an hour late. Those who arrive on time are subjected to the inconvenience of waiting for the tardy ones. The chief disadvantage, however, is that the time for the sessions is thus shortened and the discussions have to be curtailed accordingly.

Would it not be possible to get the sessions started on time, without waiting for the stragglers?

The interest of the meetings would be very considerably heightened if this were done.

TO CHECK FIRE LOSSES.

The business men of Toronto are organizing to check fire losses and waste. This step is being taken as a direct result of an address delivered by the secretary of the American Association for the Prevention of Fire Losses before a meeting of the Manufacturers' Association at Toronto. A report of this address has already appeared in Hardware and Metal so that it is not necessary to recapitulate any of the facts presented or the points made. Suffice it to say that the address was in the nature of a forcible indictment of the attitude that the public displays toward the question of fire prevention and particularly that of manufacturers and merchants, who as classes are careless and indifferent. The figures that were given were startling but incontrovertible and they left an indelible impression on the minds of all who were present.

This is a problem which affects the retail merchant very closely. Not only should better methods be evolved for fire protection, but the whole question of fire prevention should be gone into and the careless practices now allowed rigidly eliminated. Not until then will merchants be relieved of the danger which constantly confronts them of being wiped out by conflagrations.

The movement now under way should be given the hearty support of the merchants.

SET-BACK FOR CATALOGUE HOUSES.

The mail order houses are not having things all their own way in the United States since the Parcels Post law went into effect. One of the great advantages that the catalogue houses expected from Parcels Post was that it would be possible to ship printed catalogues at parcel post rates. Such in fact was a ruling made by the American Postal authorities at the first of the year. The result would have been the flooding of the mails with printed matter and naturally the ruling caused consternation in retail circles. Efforts were made to show the Postal Department the injustice of the ruling with the result that it was finally reversed.

Under the new ruling, printed catalogues must be entered as third-class matter and cannot be carried under parcels post rates. In cases, however, where it is desired to send with merchandise printed matter referring to it, the parcels post rate will apply. Thus, if a washing machine, say, is being shipped, it will be possible to send along literature dealing with washing machines at the low rate.

This ruling is an important one. It has removed a certain measure at least of the disability under which retailers are laboring.



MEASURING UP TO CAPACITY.

"Divine discontent" is one of the things embodied in the "new thought" philosophy, and may be applied to merchandising. It's a good thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of the inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

Perhaps you as a merchant do not know as much as you should about your own business. Do you? Take an inventory of yourself and your qualifications, as well as of your merchandise, and follow out the idea by extending the investigation to your staff. Perhaps some fault of your own is preventing a healthy flow of inspiration and interest in the business to your assistants. Personal stocktaking may show you that. Perhaps you have a **drone** or two in your employ—it will pay you to find that out. Get the best out of yourself and see that all about you measure up to capacity.



POINTED EDITORIALS.

Meet you at Hamilton.

. . .

Be sure and drop in at the Hardware and Metal booth, No. 65.

. . .

Poverty is no disgrace, but that's about all that can be said in its favor.

. . .

Some real winter at last. Frigid weather and snowstorms generally do make their appearance about convention time.

. . .

Hamilton, the Ambitious City, is indeed well named. Hamilton people aspire to make their city second to none in Canada. And they are going at it in a business-like way.

. . .

Financial conditions are still none too satisfactory in this country. Financiers are confident, however, that the stringency is purely temporary and that trade conditions will not suffer in any respect.

. . .

A contemporary refers to the fact that Abraham Lincoln tried his hand twice at the management of a retail store and failed most completely on both occasions. Lincoln was too fond of law books to concentrate on the details of a retail business. All of which goes to prove that it is not the easiest thing after all to run a store successfully, as some seem to think.

Questions for Discussions

ONE of the chief advantages of a retail association is that it affords the members an opportunity to get together and exchange ideas. No merchant can attend a gathering of men engaged in the same business as himself without acquiring knowledge and ideas from those he comes in contact with; knowledge which he can afterwards apply in the management of his own business with profit to himself.

This is the most practical side of association conventions. Recognition of the value of this phase of the work has resulted in the arrangement of "Question Box" sessions. For the benefit of merchants who have never attended a convention, it may be explained that previous to the opening of a Question Box session, the members write down on slips of paper any questions which they would like discussed. These are put in a box and when the meeting starts, are drawn out one by one. Each question drawn out is discussed by the meeting at large. With so many men of wide practical experience taking part in the debates, it follows that considerable light is thrown on each subject introduced. Questions are threshed out from every standpoint and the opinions given are backed up by the sound business experience of the speakers.

Two evening sessions will be devoted to the Question Box next week. With so much time available, it should be possible to discuss intimately many of the most pressing problems which face the retail hardwareman every day. Following is a list of subjects which might be discussed with profit.

Should stock be taken on the cost or selling price?

What is the best system of cost marking?

Should profits be reckoned on the cost or selling price?

What percentage of turnover is it necessary to allow for cost of doing business?

Should a uniform percentage for cost of doing business be allowed on the stock or should costs be distributed according to departments?

How often should the stock be turned in the course of a year to insure a reasonable profit on the investment?

What is the best system of charging costs against the various departments?

What steps can be taken to keep the tinshop busy the whole year around?

What appropriation should be made for advertising?

What form of advertising is the most effective?

Does it pay to conduct sales at reduced prices?

Does it pay to offer special inducements, premiums, etc.?

What can we do to keep trade at home if a Parcels Post measure is enacted?

How can retailers take advantage of Parcels Post?

The Household Goods Department

Methods of Selling Electrical Specialties

Novel Ways Employed by Various Dealers to Attract Attention to Electrical Lines—Strong Selling Points Were Very Cleverly Brought Out—A Big Demand Can be Created by Such Means.

Generally speaking, users of electrical energy are not fully aware of the great number of electric devices, now on the market, that would add so materially to their comfort and enjoyment if put to work for them. Little is known of the economies effected by these various devices and it is "up to" the dealer to display these lines in such a way that it will show the customer either one or the other of these two points in a convincing way. To illustrate the argument here are three window displays that cover three points.

Electric Toasters.

To have an electric toaster on your table is to enjoy a luxury that cannot be fully appreciated till you have eaten of the toast prepared on one of these toasters. The Montreal Light, Heat and Power Co. have a display of toasters in their window arranged in the shape of a pyramid and having about twenty toasters in the display. On each toaster is a slice of perfectly browned toast which looks very appetizing indeed. This display brings out the appeal of luxury and ease of preparation but the display lacks the important item of the price card and is greatly weakened by this omission. One customer who took home one of these toasters stated that he was attracted by the excellent toast and after using the toaster on his own table would not be without one now for quite a good deal.

Flashlights.

The appeal of usefulness is strongly brought out in the display seen this week in one of the windows of The Jas. Walker Hardware Co., Montreal, in which is shown a line of Flashlights. Flashlights in every shape and for every purpose are displayed and every light carries a price ticket. The novel feature of the display is the flashing of the lights. By a clever device all the lights flash at once which attracts considerable attention and also shows the brilliancy of the light thrown by the different lamps.

Selling Tungsten Lamps.

The appeal of economy vibrates a window display put on by Allison and Co.,

of Hamilton, Ont., in which they use the strongest possible arguments for selling Tungsten lamps. This display brings out the selling points in a new way which is also a very convincing way. Two regulation electric meters were mounted on a frame and to one meter was connected a 16-candle power incandescent lamp and to the other a 60-candle power Tungsten lamp and the whole connected with the service wires. This was placed in the centre of the window and the lights turned on. A card stating the price of each lamp, the average life of the bulb, the amount of the candle power, and the power consumed per hour was placed just below each bulb. Above the meters was a big card reading "Watch the meters register." This display showed the reason why consumers should use Tungsten lamps in preference to incandescent by showing and proving that they were losing money and light by not using these lights. This display attracted wide attention and was very successful indeed.

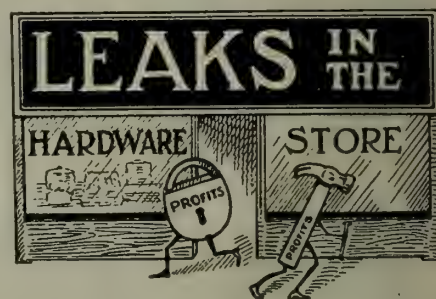
Electric Irons.

The electric iron is an economy in the home and it is a wonder that more of them are not sold. There are great possibilities in this line and any dealer who will devote a little time to this line will be amply repaid for his efforts. Usually these irons are sold under a guarantee which is a big selling point. To strengthen this already strong point a certain company display an iron that is doing the weekly ironing in a small family and which has also withstood the test of continuous current for a week. Thus the durability of the irons is fully proven by this "working iron." Their display comprises nearly every device that can be economically used in the home and is very complete.

Electric Vacuum Cleaners.

Another firm in Hamilton stocking vacuum cleaners used a display of a carpet taken from a home in the city which apparently was perfectly clean, but which gave up quite a quantity of dust when the cleaner was run over one half of it, the other half remaining in

the original state and being so marked. Another piece of carpet was displayed on which flour had been spilt and when the cleaner had been run through the centre of this place it left a clean swath thus demonstrating the usefulness and the thoroughness with which this cleaner performed its duty. This dealer secured some free advertising during the fly-catching contest in that city by using this cleaner to catch flies. This novel stunt received considerable mention in the dailies.



LEAKS IN THE HARDWARE

The approaching spring will have a tendency to turn the attention of the hardware dealers to their paint department. The coming year is expected to be a record breaker as far as sales of ready mixed paint are concerned. At the present time, the majority of paint manufacturers are asking dealers for copies of their mailing lists and for the names of paint prospects. Manufacturers are under heavy expense in conducting this important department in their business which is conducted by capable employees who will follow up prospects in a very efficient manner by offering suggestions for the work in which they are interested.

A number of dealers have been very lax in taking advantage of the assistance that is offered in this manner. Paint travelers state that there are merchants who have been confronted with this business-aid for many years and have never taken advantage of it. This represents a leak in publicity and sales. A loss of sales in this department represents a loss in profits.

Merchants who have taken advantage of this method of local advertising will vouch for the fact that they receive direct returns from co-operating with the manufacturers and supplying them with names of customers and prospective paint users.

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 38 we show in detail some of the different kinds of metal roofing in use at the present time. For flat roofs either the standing seam shown by figs. 1, 2, 3 and 4 or the wood roll "Expansion" joint, shown by figs. 5 and 6 are more commonly used, the end joints being either riveted and soldered or double folded and locked together, the whole being fastened to the roof by means of cleats.

Fig. 1 shows a finished standing seam joint in which the dotted line represents the cleat, the cleat being shown dotted so as to avoid a confusion of lines. A perspective view of the cleat is shown by Fig. 2 and is simply a piece of metal about 3 inches long by 1 inch wide.

Fig. 3 shows the first operation of forming the standing seam. The side "a" is first turned up $1\frac{1}{2}$ inch with a pair of roofing tongs. The cleat is next placed against it and nailed to the roof. Then the side "b" of the next sheet is turned up $1\frac{3}{4}$ inches and laid against the side "a."

Then "b" is folded down over "a," as is also the cleat as shown by Fig. 4, the whole is then given another fold over as shown by Fig. 1, which completes the joint, the operation being performed with a pair of roofing tongs or with a mallet and hardwood board.

The sheets for this class of roofing are usually made in rolls the full length of rafters, the end joints usually lapped, riveted and soldered. This is a very good style of roofing, and when properly laid will give perfect satisfaction, but great care must be used, for if the joints are not formed exactly as shown by Fig. 1 the roof is quite apt to leak. The expansion joint, Fig. 5, is used considerably for flat cottage-shaped roofs and accommodates itself easily to covering spaces requiring that different shaped gores be set in.

The detail shows the joint so clearly that no explanation is necessary, the one side being longer than the other so it can be folded back over the nail heads and the seams soldered at s and t, and the end joints being doubly locked as at Fig. 7.

The expansion joint shown at Fig. 6 is used for copper which can be easily bent and folded. This joint requires no solder, and when carefully formed it gives good satisfaction. It is formed as follows:—

The wood roll is first nailed to roof boards.

A cleat, as shown by the dotted line, is then nailed to strip and left sticking over the sides. It is then turned down and then up under the fold of roofing,

the whole being then covered with a cap "C" running the full length of the roof and folded under the turned up edge of the roofing.

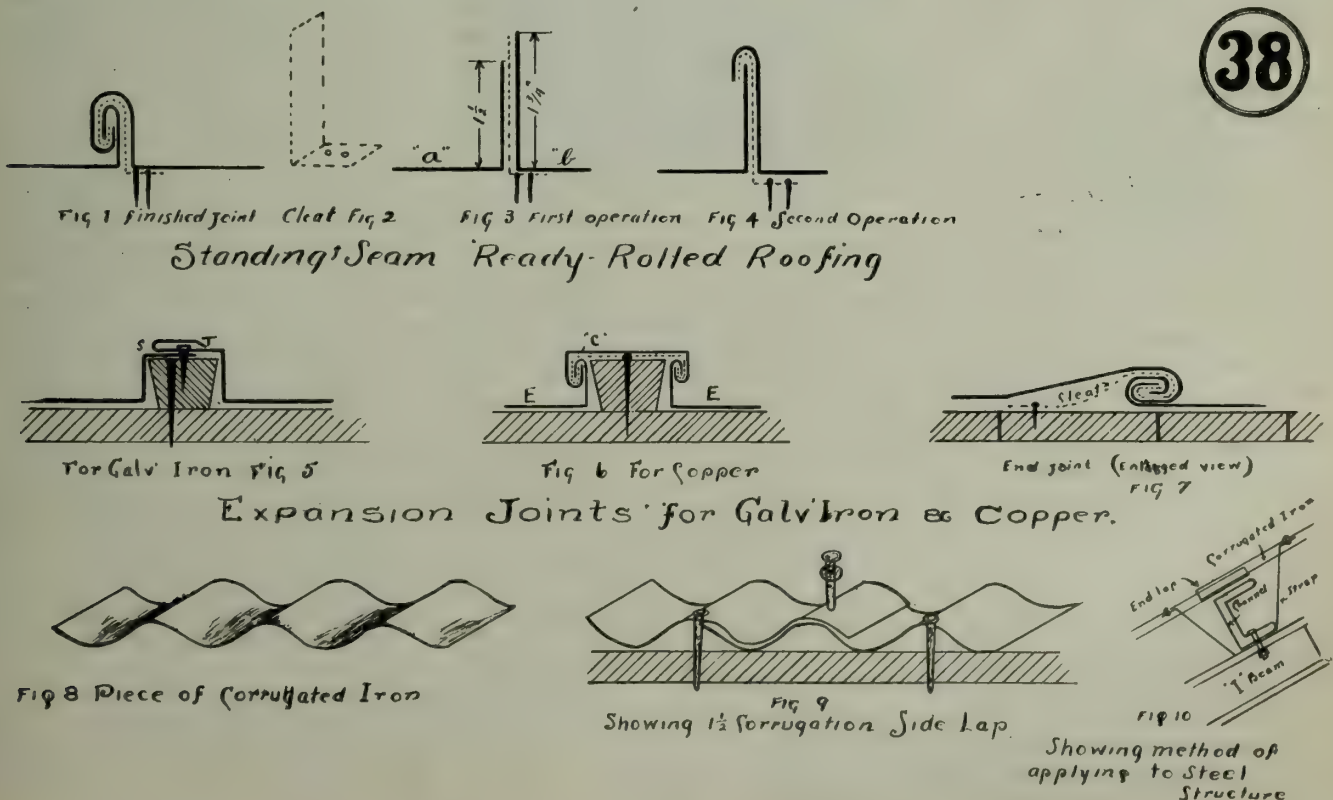
Corrugated iron, shown by Fig. 8, is largely used for barn roofing or for covering skeleton frames, such as warehouses, etc.

It is made from large sheets of galvanized iron (usually 36 by 96) formed in waves or corrugations, as shown by Fig. 8. These corrugations stiffen the sheet and allow it to span openings, consequently it saves the bulk of the wood sheathing.

The corrugations also provide for expansion and contraction and provide raised ribs to nail through, a galvanized nail and lead washer being used.

Corrugated iron is usually made $2\frac{1}{2}$ inches from centre to centre of corrugation and $\frac{5}{8}$ -inch deep and is lapped $1\frac{1}{2}$ corrugations, as shown by Fig. 9, except where the roof is very flat or special protection is needed then it can be 2 or $2\frac{1}{2}$ corrugation side-lap.

Fig. 10 shows the method of fastening sheets to steel structure, channel irons being used instead of wood strips and the sheets fastened to these by means of metal straps rivetted to sheets and carried round the channel which in turn is usually bolted to an I-beam.



38

Page for Hardware Clerks

YE GOOD OLD DAYS.

It is amusing to hear some of the old timers tell about the good old times gone by. But when you get right down to brass tacks, you will hear them admit that in many cases they opened the store at six in the morning and closed at nine at night and that each man had one night off each week. Contrast that with to-day when stores with few exceptions close at six o'clock and open at seven or 8 a.m. This change in conditions affords the hardware salesman of to-day ample time to study the methods of others and equip himself with information that will be invaluable in assisting him in bettering his present condition. When you have sold all the goods on your counter,

And business has been all to the good,
Remember the store opens Monday
And whistle—Then knock wood.

Jr. Clerk.

WORK FOR REPEAT ORDERS.

Salesmanship is the art of selling goods. Service is the art of keeping them sold. In this latter assertion lies the secret of enduring success in any line

We hear a great deal these days regarding the science of salesmanship. Competition was never keener than it is at the present time. Merchandising is being studied from every angle and large firms are spending enormous sums in educating their employees regarding the best methods of selling goods and keeping them sold by having satisfied customers.

It is one thing to sell a man goods and another proposition to get him to come back with his repeat orders. The salesman with a proper conception of service is constantly on the look out for his customers' interests. He realizes that, in order to hold his customers, he has to do more than to merely sell them goods. He has to sell quality along with his merchandise. Courtesy is also a great help in getting customers to return to the store when in need of goods. A customer should not be allowed to depart until the salesman feels that he knows his customer is satisfied with his purchase and that the goods he is taking away will prove satisfactory.

P. T. Barnum once said that, while you could fool part of the people all the time and all the people part of the time, you could not fool all the people all the time. The modern version has it that you "can't sting a man twice in the

same place." In other words, if you succeed in deceiving him once, he will pass by on the other side the next time and you will get a recommendation at his hands that will send his friends to another store. Every knock is not a boost if the knocker has good grounds for knocking.

Success is bound to come to the clerk who sells satisfaction along with his merchandise. If undesirable goods are thrust upon a customer he becomes prejudiced against the clerk and even against the house and seldom returns. Backbone, courtesy, knowledge of the goods, and fair dealing, is a stock-in-trade that will equip any hardware salesman for a successful business career.

A man entered a hardware store in a hurry and asked for a rubber tire to repair his carpet sweeper. Shall I wrap it up sir? asked the clerk. "Oh no," said the man I am going to wheel it home.

A MEMORABLE GAME.

Edmonton, Alta.—A game of hockey that will be long remembered by spectators and those taking part took place between the two stores of the Chown Hardware Limited. P. J. Woods and Art Sprague gave some fine exhibitions of tumbling, Roy Chown proved to be a human carpet beater and few players ventured in his vicinity. Russell Chown and Cecil Holland were the star players. Frank Walsh and Bob Stewart introduced some new styles of stick handling especially the latter who had a system all his own. The final score was uncertain, but was somewhere between 10 and 20 to nil in favor of the east store. It is said that the presence of Adolph Kampfær had some influence on the result. An adjournment was made to Lewis Cafe where justice was done to a splendid repast at the expense of the losing side. The line-up was as follows:

East Store	Goal	West Store
B. C. Chown	Cecil Holland	
H. Talbot	L. J. Chown	
Bob Stewart	Art Sprague	
M. Keating	P. J. Woods	
Frank Walsh	Ira Moore	
M. Bowles	Billy Pritchard	
Ray Ross	Alf. Third	

REMARKS BY THE JUNIOR CLERK.

The quickest way to get business is to go after it.

The short cut doesn't always lead in the right direction.

Do you sell the goods or just pass them over the counter.

The success of the self-made man is due to self-made opportunities.

An optimist is a man who lays by a little sunshine for a rainy day.

Success come to him who goes after what the other fellow is waiting for.

If you didn't get what you want be thankful you didn't get what you didn't want.

An optimist has been defined as a man who doesn't look at the inside of a sandwich.

Don't say, "There's something just as good." That phrase does not sound right to a lot of people.

This is the winter of discontent for the ice-man who can't sleep for calculating the coal-man's profit.

BIG INDUSTRY FOR COAST.

Vancouver, Feb. 14.—Vernon C. Suckow, secretary and treasurer of the Canadian Safety Containers, Limited, is authority for the statement that his firm will establish a factory at Chilliwack, 74 miles from Vancouver, at the terminus of the British Columbia Electric Railroad in the Fraser Valley.

Speaking to the representative of Hardware and Metal, Mr. Suckow said he had secured a site at Chilliwack for the erection of a factory and plant for the manufacture of the Hercules Safety Containers and sheet metal. The site acquired is about three acres, in a locality good for shipping goods by rail and water. The plant will have a capacity of three hundred cans and safety devices per day, with ample space and machinery to turn out the largest sheet metal orders placed in this part of the country.

The Hercules Safety Container, which the company purpose manufacturing, is a receptacle for the storage of gasoline, benzine, kerosene, rigoline, ammonia, alcohol, ether and naphtha. It has a safety device that ensures the can from explosions no matter what the heat or circumstances to which it is exposed.

New Hardware Goods

SANITARY GLASS COVERS.

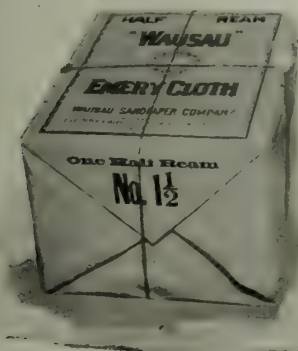
The Sanitary Glass Cover Co., Port Alleghany, Pt., are offering to the trade a line of covers for cooking utensils that are made of sheet glass tempered by a special patented process to withstand heating to the boiling point of water. The smaller sizes are made of glass $\frac{1}{8}$ -



inch thick, the medium sizes of glass 1-7-inch thick, and the larger sizes (over 13 inches in diameter) of glass 1-6-inch thick. Each cover has an aluminum rim to protect the edges, and the knob or button is attached with an aluminum screw. The combination of glass and aluminum insures perfect cleanliness, and in the corked food the best possible sanitary conditions. Quotations and samples may be secured by writing to the above named company.

WAUSAU SAND PAPER CO.

The Wausau Sand Paper Co., Wausau, Wis., manufacturers of flint paper and cloth, emery paper and cloth are offering their lines to the Canadian trade. The goods are put up in a careful



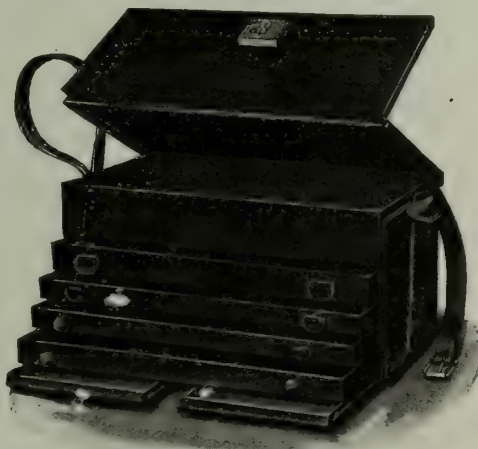
manner and are packed in standard bundles as follows: No. 00, 0, $\frac{1}{2}$, 1, $1\frac{1}{2}$, 2, $2\frac{1}{2}$, 3; Rms. 5, 5, 5, 4, 3, 2, 2. The bundles are wired securely with four wires making a very serviceable pack-

age. They comprise half ream packages each bearing the manufacturer's label and each sheet bearing the trade mark.

By having sand paper done up in packages of this kind it is claimed that it prevents the sheets from rolling, and that they are also kept in a clean condition. The company also put up their products in rolls of various widths. Catalogues and prices will be mailed on request.

ALL METAL MACHINISTS TOOL CASE.

The Peck-Hamre Mfg. Co., Berlin, Wis., are offering the trade through their Canadian distributors, Henderson and Richardson, Montreal, Que., the Gem All-Metal Machinists Tool Case. The outside dimensions of the case are $16\frac{1}{4}$ inches long, $8\frac{1}{2}$ inches high, $9\frac{3}{4}$ inches



deep. It is finished in baked black enamel and is fitted with one stationery till in top, four large and two smaller drawers. The drawers and till are lined with billiard table felt. The cases are fitted with brass combination locks which cannot be pried open and are equipped with a heavy strap suitable for shoulder or hand carrying. It is claimed that the metal cases are stronger, lighter, and much more convenient than the wooden cases, with fully one-third more room. They cannot shrink and will stand rough usage.

SWING COVER TEA KETTLE.

The McClary Manufacturing Co., London, are offering to the trade a new style tea kettle and also a corrugated

seamless enamel funnel, illustrations of which are shown. The new style tea kettle has a swing cover that cannot be lost, and that can be swung out of the way for refilling at the tap. A special stop-ear holds the handle upright or flat,



and prevents it from coming in contact with the heated body of the kettle; the handle is, therefore, always cool. The kettles are made in Canada and Imperial Ware in a variety of sizes, with flat and pit bottom.

The new style funnel has a corrugated seamless enameled steel bowl. The corrugated spout allows air to escape from vessel being filled and allows liquid to flow through the funnel more freely. The spout is double seamed to bowl.



The new funnels are made in Imperial ware in sizes ranging from $\frac{1}{2}$ pint to 8 pints.

These new goods will be displayed at the Canadian Manufacturers' Exhibition at Hamilton, Ont.

WORK STARTED ON FACTORY.

London, Ont.—Work is to be commenced at once on the buildings to be occupied by the Richards Wilcox Company, of Aurora, Ill., who are locating here. It is expected that in the neighborhood of 200 hands will be employed in a short time.

HARDWARE LETTER BOX



Hay Rakes.

Devine & Legree, Renfrew, Ont.—“Please advise us who are the manufacturers of hand hay rakes.”

J. H. Still Manufacturing Co., St. Thomas, Ont.; W. C. Crawford Co., Tilbury, Ont.—Ed.

Reinforcing Steel.

Frank Dafoe, Madoc, Ont.—“Can you favor us with the names of manufacturers of reinforcing steel for concrete bridges?”

Steel Co., of Canada, Ltd., Hamilton, Ont.; Canada Steel Co., Ltd., Hamilton, Ont.; Provincial Steel Co., Cobourg, Ont.; Toronto Structural Steel Co., Toronto.—Ed.

Dish Washers.

In F. Y. W. Braithwaite's inquiry for dish washers last week we omitted to mention the following firms as manufacturers of this article:—McClary Manufacturing Co., London, Ont.; Gurney Foundry Co., Toronto.—Ed.

Brush Manufacturers.

The P. Hymmen Co., Ltd., Berlin, Ont.—“Please give us the Toronto address of Simms Co., brush manufacturers.”

T. S. Simms & Co., F. M. Baker, agent, 27½ Front Street E., Toronto.—Ed.

TO CHECK FIRE LOSSES.

Toronto, Ont.—Fire cost every man, woman and child in Canada \$3.07 last year. The total loss to the country was \$23,000,000.

With the object of checking the waste, the Ontario Fire Prevention Association was organized recently at a meeting held in the offices of the Canadian Manufacturers' Association.

The fire prevention organization is the sequel to an address delivered some months ago by Mr. Franklin H. Wentworth, secretary of the United States Association for the Prevention of Fires, to the Canadian Manufacturers' Association, the Toronto Board of Trade, the Canadian Credit Men's Association, the Insurance Institute of Toronto and other bodies. It will be similar to the United States association, the object of which is to promote the science of fire protection and fire prevention by spreading among the people some knowledge of the tremendous fire waste that takes place every year, amounting

in Canada and the United States to something like \$300,000,000, or \$50 a minute.

Officers have been elected, and a membership campaign will be inaugurated at once. The annual fee, for the purpose of carrying on educational work, has been fixed at \$2, and all interested in the suppression of the fire waste may become members of the association.

The officers are: President, W. H. Shapley; secretary, W. Walker, Toronto; treasurer, J. M. McIntosh.

Executive Committee: Messrs. Percy Robertson, Dean Fernow, Chief Thompson, A. R. Clarke, John Hunter, A. C. Lewis, John F. Ellis, J. C. Scott, E. P. Heaton, J. B. Laidlaw, Paul von Szeliska and others to be named.



SYSTEM OF COST MARKING.

Fernie, B.C., February 8.

Editor Hardware and Metal:

Dear Sir,—The writer was interested in the article on cost marking systems in your issue February 1st, 1913, page 40, especially as one idea in it was carried out more fully by him some years ago.

Moore's 5 x 3 loose leaf books were used, being more compact than cards, and departments were denoted by letters. The leaves were numbered (with gaps to allow for additions). Details of invoices, with all particulars as to weight, freight, duty, selling price, etc., were entered, each item of stock having a separate leaf, and, therefore, its own letter and number; it was sufficient to put this on the goods and the record could be turned up in a few seconds. Subsequent purchases of the same goods were posted to the leaf already in use.

It will be seen that under this system the whole record of any line bought since the commencement could be seen at a glance, and this made it a time saver in checking up invoices.

The record was of special value in making up orders for new goods, as by comparing it with stock on hand it showed which lines or sizes were selling freely or which were hanging fire, and thus was of assistance in keeping stock within proper limits.

The time occupied in working the system was no more than is needed to keep the ordinary type of price book up to date, while its usefulness was vastly greater.

With congratulations on the excellence of your paper, which has been of great assistance to me,

I am, yours truly,

ARTHUR J. MOFFATT.

ATKINS' PIONEERS BANQUET.

The fourth annual banquet of the “Atkins Pioneers” was held on February 1 at Indianapolis, Ind. The membership and interest in this honorable organization is growing constantly. There were in the neighborhood of 100 pioneers at the banquet, and it proved a decided success in every way. An excellent menu and program had been provided for the occasion. The “Atkins Pioneers” are employees of E. C. Atkins & Co., saw manufacturers of Indianapolis, Ind., and Hamilton, Canada, who have been associated with the company for twenty years or over. The “Atkins Pioneers” were organized February 1, 1906, with a membership of sixty-two. New members are added at the first of each year as their time matures. They are nominated and elected by ballot to prevent the acceptance of any employee whose conduct might have made them objectionable in a social organization of this kind. The object of the organization is to foster a closer fraternal feeling and to add a mite of social intercourse to their business associations. There are at the present time 129 members, five of whom have been with the company over forty-one years. Each candidate pays \$1.00 for death benefit fund and 10 cents for initiation fee; membership button, 35 cents; funeral and banquet badge, 5c—total, \$1.50. In case of each succeeding death an assessment is made of \$1.10 to be paid to the widow and to furnish a floral offering.

Membership continues as long as assessments are paid, regardless of whether still employed with E. C. Atkins & Co. Assessments are also collectable through the office pay rolls at the end of thirty days, or by mail if located away from the factory. The membership includes employees at branch houses and travelers. Officers are elected and new members are received at annual banquet. Jno. H. Wilde, whose picture was used as a souvenir of the occasion, is honorary president, and the oldest pioneer, having been associated with the company for forty-eight years.



SALESMEN I HAVE MET.

Recently I went into a retail hardware store and asked to see a brand of ready roofing that had been advertised extensively, and was claimed to be an excellent covering for a garage. “What is the price?” I enquired. “Well,” said the salesman, “it is pretty expensive stuff”; then added as an apparent afterthought, “But, of course, it will wear a long time.” I submit that this was an excellent way to discourage a prospect.—The Junior Clerk.

Current News of Hardware Trade

May Locate in Trenton.

Belleville, Ont.—It is reported that the Canadian Creosoting Company recently incorporated, will locate their plant in East Trenton.

To Erect Store.

Toronto, Ont.—The Emery Hardware Co. has secured a permit from the city architect's department to erect a three-storey brick store on Bloor street near Delaware Ave.

By-law Carried.

Penetanguishene, Ont.—A by-law giving the town the right to loan \$25,000 to the Dominion Stove and Foundry Co., to enable them to extend their plant, was carried by a large majority.

May Be a Senator.

Vancouver, Feb. 12. — In political circles here it is stated that Mr. J. D. McBride, the well known hardwareman of Cranbrook, will be supported for one of the three senatorships, which, it is reported at Ottawa, will be given to British Columbia.

New Industries at Chatham.

Chatham, Ont.—The by-law to provide a site and certain other concessions for the Chatham Auto Wheel Company, which will locate here, was carried on Feb. 6 by a large majority. A factory will be erected, the output being auto wheels and other accessories.

A New Cement Company.

Montreal, Que.—It is rumored that a new cement company is to be formed here. The plans of the new company were discussed about a year ago, but were abandoned at that time. If the new company is formed it is said that they propose to use a new process in the manufacture of cement.

Hardware Man Married.

London, Ont.—A pretty event took place on Wednesday afternoon, Feb. 5, at the home of the bride's parents, when Miss Olive, daughter of Mr. and Mrs. Edwin Whittaker, became the bride of Ewart Saunders Field. Mr. Field is a well known hardwareman and has many friends who will extend congratulations.

Dinner to G. C. Seybold.

Montreal, Que.—The dinner tendered Gordon Seybold by the Starke-Seybold Co. last Wednesday evening in appreciation of his services rendered this company, was a huge success. About thirty-three friends assembled around the festive board and did honor to the guest of the evening. Wm. Starke occupied the

chair, and was ably assisted by Robt. Starke.

The dinner came as a surprise to Mr. Seybold, who greatly appreciated the honor thus tendered him, and feelingly replied to the many toasts. Mr. Seybold left the next day to take up his new duties with the Cochrane Hardware Co., of Cochrane, Ont.

Death of Wm. Risdon.

St. Thomas, Ont.—Wm. Risdon, a prominent citizen died at his home here after a long illness. Mr. Risdon was well known to the hardware trade. He had resided in the vicinity of St. Thomas since 1852. In the early days he was engaged in the hardware business in Fingal, Ont., and later in St. Thomas. After quitting the hardware business in St. Thomas he established the Erie Iron Works here. For the past couple of years he had been occupied as a traveler.

Drew for Contract.

Kingston, Feb. 11.—The civic fire and light committee called for tenders, for the supply of zinc required during the year, and strange to say, three or four hardware firms tendered at the same price for the lucky tender—that is, they had one of the newspaper reporters present at the meeting, make the drawing. The scribe undertook the task, and pulled out a slip which called for the tender to be given to Dalton & Sons, and thus this firm received the contract to supply the zinc. John Corbett received the tender for the supply of blue stone, at 8½ cents. Work on the new wholesale house for Dalton & Sons is about completed, and it is a fine structure. As a result of the open winter, the men were able to make great progress in its construction.

Hardware Merchant Elected Warden.

Lindsay, Ont.—Albert E. Bottum, hardware merchant and Reeve of the Village of Bobcaygeon, was elected to represent the County of Victoria as Warden for the ensuing year. The contest for the responsible position was a spirited one, there being no less than seven aspirants in the field. Mr. Bottum has been in the hardware business in Bobcaygeon for a number of years, having purchased the business formerly owned by J. G. Edwards. Mr. Bottum has always manifested an active interest in municipal affairs, and, in addition to serving the county, he has also served on the various municipal boards in the village.

Company Reorganized.

Kemptville, Ont.—The Johnston Foundry Co. have been reorganized, and the capital increased. It is the intention of the new company to increase the size of the staff and plant. The officers of the new company are:—President, Wm. S. Johnston; secretary-treasurer, Wm. Dillane. The provisional directors are—Messrs. Johnston and Dillane, G. H. Ferguson, G. A. Connor, G. H. McKenny.

Personal Notes.

Durham, Ont.—A new partner has been taken into the Durham Hardware and Furniture Co. in the person of Geo. McKeechnie.

Didsbury, Alta.—Mr. Reiber, who has been associated with R. J. Cutten, hardware dealer, has accepted a position with the firm of Hughes Bros.

Fire Losses.

Dauphin, Man.—The Dauphin Hardware Co., have suffered loss by fire.

Craigmont.—The plant of the Corundum Manufacturers Co. has been destroyed by fire.

Walkerville, Ont.—The plant of the Anthony Fence Co. was completely destroyed by fire.

Toronto, Can.—The plants of the Bowman Range Co. and the Railway Equipment Co. have been destroyed by fire.

Business Changes.

Weldheim, Sask.—Abram D. Welk has disposed of his hardware business to Simon Peters.

St. Thomas, Ont.—The well-known hardware business conducted by G. W. Brown & Son, has been sold to Kilpatrick Bros., hardware merchants of London, Ont. Mr. Brown is contemplating locating in Victoria, B.C.

Ponoka, Alta.—G. W. Allan, who has been manager in his uncle's hardware store for the past couple of years has severed his connection and taken a position with The Thos. Davidson Mfg. Co., Montreal, as their Central Alberta representative.

Griswold, Man.—J. G. Humphrey, hardware, implements, etc., has been succeeded by McMillan and McIntosh.

Okotoks, Alta.—G. W. McCandless has commenced a hardware business.

Okotoks, Alta.—Ritchie and Allan have sold their hardware business.

Winnipeg, Man.—J. R. Booth has disposed of the business to the Winnipeg Paint and Glass Co.

Winnipeg.—J. Genser, hardware and furniture dealer, has sustained loss by fire.

Weekly Market Report --- Metals

METAL NOTES.

The feature of the market is the strength shown in lead. While prices have not been advanced, there has been a marked firmness.

Deliveries are still slow in iron and steel products. In this respect conditions have shown little or no improvement during the past week.

A splendid demand is noted for all metals.

MONTREAL.

Montreal, Feb. 12.—There is still a weakness in Spelter which has dropped below the quotations for last week. This decline was not anticipated and is due to the supply exceeding the demand. Buyers are pretty well stocked up and consequently there is little heavy buying. The market is weak.

Tin.—The tin market is slightly easier than last week and at present prices is considered good buying. There seems to be a stronger undertone to the market than last week.

Pig Lead.—There is a good demand for lead and prices are a little higher than last week. Lead sheets declined quite sharply this week as a result of the weakness in the lead markets for the past few weeks. The firmer tone in the lead market did not materialize in time to affect the price of lead sheets. Four to six pound lead sheets declined to \$6.50 per foot, 2½ lb. to \$7.50, 3 lb. to \$6.75, 3½ lb. to \$6.62½. Lead pipe is now quoted at 15 per cent. off.

Copper.—Copper which has continued firm up till yesterday sagged off and the market is very weak. The demand continues fair.

A remarkable illustration of the many uses to which copper is being put is the advice that the American Telegraph and Telephone Co. are going to erect a new line from New York to San Francisco at a cost of \$2,000,000. This line will be 3,360 miles long and will be completed by the end of the year. It will cost \$18.00 per minute to converse over this line for the full distance.

Pig Iron.—There is nothing new in pig iron and prices remain the same with a light demand.

Aluminum.—There is a fair demand for this metal and prices remain the same. The production of aluminum in 1912 was 60,000,000 lbs., while in 1900 it was only 7,150,000 lbs. and the production for the year when this metal was first discovered in 1883 was 83 lbs.

Antimony.—There is no change in the

antimony market which remains the same as last week.

TORONTO.

Toronto, Feb. 13.—The metal market is in much the same condition as during the previous week. No price changes are reported. There is still the same pressure in obtaining deliveries in iron and steel products. Mills are working to their full capacity, and are booked ahead for many months. Manufacturers of many lines of goods where iron and steel are used are having difficulty in obtaining supplies. It is said that the majority of the mills have enough orders ahead to keep them busy until July.

Copper.—The price of copper in Toronto is unchanged. There has been no heavy buying, although there is a good demand for small lots. Much uncertainty exists regarding the future in the copper market, and it is hard to predict future quotations at the present time.

Spelter.—Prices are unchanged, and business in this line is quiet at present.

Tin.—There is a good demand for tin at the present time, the decline of 1c per lb. last week no doubt having helped to increase sales. The drop was the result of manipulation, and tin is now in the same position as that of three weeks ago.

Lead.—No further changes have occurred in the price of lead. The market is quiet at present.

Ingot Metals.—The position regarding ingot metals is similar to that of a week ago. The Balkan disturbance is said to be affecting the ingot metal market.

Pig Iron.—The demand is steady, with no changes in price.

Sheet Metals.—The outlook for this season is very bright for the sheet metal industry. Sheet metal workers are very optimistic regarding the outlook, and a large volume of business is anticipated.

Iron and Steel.—The scarcity still exists in many lines, and mills are booked ahead for five months or more. Manufacturers have been affected in some lines. No price changes have been reported.

Babbit Metal.—There is the usual demand for babbit metal, and prices remain unchanged.

WINNIPEG.

Winnipeg, Feb. 12.—Sheet metal goods manufacturers report business in their lines as opening up for the new year in a very satisfactory manner,

and prospects for 1913 business are most satisfactory.

The remarkable industrial activity now developing in the West has greatly stimulated the sheet metal products manufacturers, and with a large number of new factories either in course of construction or planned to be in operation during the course of the year a great expansion is certain to come about.

Excavations are now being started for several large buildings, either of steel or reinforced concrete construction, and the ironworks here expect to be on overtime as soon as the building season fairly commences.

Metallic roofings and ceilings are increasing in popularity throughout the West, and the constantly advancing prices of lumber lead to the expectation of these lines being much more largely in use in the future.

Prices are firm and supplies have to be ordered a long time ahead. Any changes will undoubtedly be upward.



AMERICAN METAL CONDITIONS.

New York, Feb. 11.—The Iron Age will say this week: Continued weakness in pig iron and further declines in coke and old material are still accompanied by very firm conditions in finished steel. The recession in the rate at which new orders are coming in for rolled material has been so gradual and the total on the books of the mills is so enormous that there are still some leaders in the industry who expect to see the present rate of output extend well into the second half. There are others who give greater significance to the factors that have caused hesitancy among buyers of pig iron.

The decline of 104,000 tons in unfilled orders of the Steel Corporation in January was in line with the lessening of the accumulation shown in the two months preceding. From the record increase of 1,042,000 tons in October there was a drop to 252,000 tons increase in November and to 79,000 tons in December, indicating that October was the culmination of the movement, and that buyers are now concerning themselves more in getting what they have contracted for than in providing for far-off and uncertain wants.

At the same time the mills are recognizing that their great problem is to reduce arrears in deliveries and in some cases where business is offered for the second half are not disposed to make a more definite promise than "at the convenience of the mill."

Weekly Market Report --- Hardware

BUSINESS IS GOOD.

Trade is so brisk for this time of year that some fears are expressed that shortages may develop as the season advances. For this reason, it would be advisable for merchants to stock up in spring lines early.

New lists on builders' hardware have not yet been issued. Advances in some lines are anticipated.

A few price changes are noted.

MONTREAL.

Montreal, Feb. 12.—There is a brisk tone to the local hardware markets, and all the jobbing houses report a big turnover. The orders for immediate delivery are coming in quite freely and are of good size, while those booked for future delivery are much larger. The number of orders booked for future is greater than for the same period last year, and the amount in dollars and cents of same greatly exceeds the figures for the corresponding period of the past year.

Prices are moving upward on nearly all lines of shelf hardware, and, generally speaking, the prices on all metal goods are very firm.

Deliveries are coming along quite satisfactorily, but next month will surely see some shortages, as the volume of business transacted is greater than the supplies now in sight, and the dealer who orders late in the season will be liable to be disappointed.

Shot declined to 47½ per cent. off list, due to the recent weakness in the primary lead market. Manufacturers are quoting skates for future delivery at 35 per cent., but for immediate delivery the price remains the same, 37½.

Plumbers' oakum has advanced to \$3.5 per 100 lbs., and is quite firm at the new level.

There is likely to be an advance in iron pipe in the very near future, but just how much this advance will be cannot be ascertained at this writing.

Household Goods.—All lines of cleaning utensils, such as washing machines, wringers, brushes, vacuum cleaners, etc., are moving very freely this week. Even garden hose is starting to move; one shipment came under notice consigned to British Columbia. All kinds of shelf goods are in demand for sorting up orders, and the shipments going out are very well assorted.

Builders' Hardware.—Prices in all lines of builders' hardware are very firm, and there is likely to be a revision of prices at the coming meeting of the

Wholesale Hardware Dealers in Toronto on the 19th of this month. There is a good demand for nearly all lines of builders' hardware, and locks are in especially good favor. Quite a number of tools are going out, also picks and axes.

Sporting Goods.—The cold snap has kept up the demand for these goods, and numerous orders are being received at this late date for hockey sticks and other seasonable lines.

Electrical Goods.—A new electric iron is being placed on the market, and looks very good. It is claimed by the makers to use less power and give more heat. The construction is slightly different from the irons now on the market.

Cement.—The price of cement remains the same as last week, with trading fairly quiet. There is a rumor on the street of the flotation of a new cement company, and there seems to be considerable truth in it, but whether it will materialize remains to be seen.

Cutlery.—Trading in this line is quiet as can be expected at this season of the year, and after the advance in price advised last week. However, the outlook for future orders is very bright.

Considerable tinware is moving, especially coal oil cans and pails.

TORONTO.

Toronto, Feb. 13.—Jobbers have started to ship spring orders in large numbers. They are very optimistic regarding prospects during the coming season, travelers are getting good sorting orders and are well pleased with the volume of business they are doing at present.

Business is very brisk, and collections are good. Retailers are beginning to realize the advisability of early buying and booking and this makes it much easier for jobbers and manufacturers to anticipate their requirements in advance. No price changes are noted with the exception of shot which has declined in price, the discount now being 47½ per cent.

In all probability there will be a scarcity on many lines of hardware during the coming season and spring supplies should be gotten in early.

An advance is expected in silver plated ware.

Builders Hardware.—There is a good demand for this season of the year, but a large number of retailers are withholding orders until they become acquainted with the new prices which are expected to go into effect shortly. Prices were withdrawn by the manufacturers

some time ago and news lists and discounts have not been issued as yet.

Mechanic's Tools.—There is a good demand for all kinds of mechanic's tools. The advent of the automobile has opened a field for the sale of many lines of special tools and a great many jobbers and retailers are entering the new field with enthusiasm.

Rope.—Pure Manila is still quoted at 17c and British at 13c base, but dealers state that on the present basis for Manila fibre the price for the finished product should be higher. Sisal remains the same, but the price is very firm.

Household Goods.—There is a good demand for household goods and dealers handling this line state that they are doing a nice business.

Electrical Appliances.—Dealers are already starting out on the spring campaign selling electric vacuum cleaners. The sale for this line promises to be very large. Electric irons, and other appliances are also in good demand.

Cutlery.—There is a good demand for cutlery, an advance is expected in the price of silver plated ware.

WINNIPEG.

Winnipeg, Feb. 12.—The past week was featured by some heavy shipments of general hardware for spring trade, and orders are now coming in considerable volume.

The annual bonspiel has brought a large influx of Western business men into the city, and their return home will no doubt lead to a large increase of spring orders.

Confidence is generally expressed that the season's trade in builders' supplies will be exceptionally heavy. In Winnipeg the daily issues of building permits are already running into big figures, but active operations have not yet commenced.

It is generally conceded that 1913 will be a year of great industrial development in Western Canada. This should greatly stimulate the hardware trade.

Collections are not coming in up to expectations. The low price of grain is causing a good deal of it to be held on the chance of improvement in May. An advance of two or three cents per bushel just now on current prices would greatly stimulate all lines of business.

Prices on all lines are steady, but any changes that may be announced will be upward, as all metal prices are strong and advancing.

Stoves, Furnaces and Accessories

Making Profits Out of Side Lines

Stove Dealers Carry a Large Number of Accessories in Which There is a Big Profit—Close Attention Should be Paid to Repairs—Aggressive Methods Adopted by Stove Dealers.

There are a number of hardware and stove dealers who do not pay very strict attention to the matter of securing business on stove repairs and other goods that are usually associated with the stove business. A great many dealers are very lax in their method of attending to orders for stove repairs, and it often occurs that a customer is kept waiting for repairs much longer than is necessary on account of the dealer not ordering the goods promptly. When ordering stove parts or repairs, a customer usually wishes to secure them with the least possible delay.

A short time ago a lady who had been kept waiting several weeks for a stove part was heard to remark that when she was ready to purchase a new stove, which she would have to do shortly in order to replace the stove for which she was then buying repairs, she would make the purchase at some other store where she felt that she would get prompt service. This lady had called a great many times, and no reasonable excuse for the delay had been made by the dealer. This is very annoying to a customer, and, if they are led to believe that it is carelessness or neglect on the part of the dealer, the chances are that he will lose their patronage.

The assurance of prompt service in getting repairs is a very important point in selling a stove. Customers are much more favorably impressed if they are assured that there will be no trouble or delay in getting parts or repairs, should they be required later on. If a dealer disappoints a customer and keeps him waiting an unreasonable length of time for a repair he is liable to get the impression that the same state of affairs might exist providing he purchased his new stove from the dealer and had to go to him for repairs at a later date.

There are, of course, unavoidable delays at times in getting goods from the manufacturer, but by showing some of the correspondence relating to the goods the dealer can usually show the customer that there has been no delay or neglect on his part or that of his salesman.

Hardware and stove dealers will find that there is a good sale for stove and furnace cement or clay. This may be

purchased in bulk or in packages of various sizes. There are a great many makes that are being sold—some in dry cement form and others in paste form. In buying stove clay in this manner a customer is often able to make minor repairs to stoves and furnaces. The margin of profit on this line is very liberal. Prices are usually 15 or 25 cents per package, and, although the sales individually are not large, they make a nice sum collectively when it is considered that almost every home is in need of this article at some season of the year.

Sells Two Gross.

There is a hardware dealer in Ontario City who, by advertising stove clay and cement during the winter months along with other goods in his regular ads, disposes of almost two gross packages of this material every season.

A little attention paid to the display of stove polishes, brushes, daubers, enamels, etc., in the stove department will also bring a nice little profit to the regular business. There is a good profit attached to all of these lines, and as the good housewife takes a delight in a clean stove, she is always interested in a display of articles that may be used for cleaning purposes.

Hardwaremen are receiving many enquiries for flat black enamels or paints for gas stoves, ovens, etc. This is a line that may be easily secured, and can be demonstrated by using an old stove which can be partly painted by one of the clerks. This will result in many sales.

It is a good plan to secure an old stove and a few rusty pipes for advertising and pushing sales in finishes for stoves. By enameling or painting with aluminum a section of the rusty pipe, and also finishing a section of the stove with a good stove polish, it will be found that customers will become greatly interested, and, as the material used is not expensive, a large number of ready purchasers will be found.

Display will sell flue stoppers, pipe collars, dampers, stove shovels, pokers, mica, furnace scoop, enamelware and many other lines connected with the stove business that might be overlooked

or unthought of by customers who are making purchases in or near the stove department.

Aggressive Methods.

In connection with the repair department, the firm of H. H. Otton & Sons, Barrie, Ont., make it a point to keep a record of all the stoves they sell. They have an indexed book, in which is entered the name and address of the purchaser, with the name and number of the stove they have purchased. This record proves very useful when customers ask for stove repairs, as the record can be looked up in a few minutes, and there is no confusion regarding the number or style of stove for which repairs are required.

In order to take care of the requirements of those needing repairs the firm of Westwood Bros., Queen Street, Toronto, have devoted a section of their remodeled store to the stocking of stove repairs. Mr. Westwood claims that there is a good demand for stove parts, and that he considers that they will be well repaid for the efforts they are putting forth to handle this class of trade in a prompt and efficient manner.



BIG DEVELOPMENT DURING YEAR.

The Steel Trough & Machine Co., Ltd., of Tweed, have just closed the best year of their existence, having increased their business 100 per cent. during the past year. They found it necessary during 1912 to largely increase their plant and equipment to meet the constantly increasing business.

The annual meeting of the shareholders was held on Tuesday afternoon, Feb. 6, at the head office, Tweed. In the evening the management entertained the shareholders and employees at a banquet in the Queen's hotel.

Wilber S. Gordon, the president and managing director, who was formerly in the hardware business in Tweed, has developed the business from small beginnings until now it extends from ocean to ocean.

C. S. Bootes, sales manager, has been made a director.



Benedict-Proctor Mfg. Co., have been incorporated with a capital stock of \$25,000 for the purpose of manufacturing and dealing in all kinds of silverware and metal goods with head office in Toronto, Can.

Weekly Market Reports---Stoves

A QUIET TONE.

The stove trade is rather quiet at the present time, as might be expected. Still a certain amount of booking is being done, and travelers report that the prospects for the future are of the brightest.

The present demand centres very largely in gas ranges.

MONTREAL.

Montreal, Feb. 12.—Stove men report that business is quiet at present, but that the outlook for future business is very good, as the orders booked for future delivery are numerous and of good size. The cold snap will have the effect of stimulating trade in the retail stores, and there will undoubtedly be a brighter tone to the market next week.

Radiators.—The cold snap has checked the building operations, and has given the manufacturers a chance to catch up with their orders. The factories are still working at full capacity, but are still many weeks behind the orders already booked. With the increased building activity, the demand for radiators will be very large during the coming season, and it is generally conceded that the coming season will be a record breaker. Prices remain the same as last week, but boilers are higher than at the beginning of the year.

Gas Ranges.—There is a good demand for all lines of gas ranges, especially the cheaper grades. There is considerable booking for future delivery, and a big year's business is anticipated.

Enamelware.—There is a good demand for enamelware, and nearly all lines are moving freely. Orders for future delivery are being received in goodly numbers, and the orders are of fair size. Tinware is also moving quite freely, although the demand is not up to expectations.

Aluminum Ware.—There is an increasing demand for this line, but the prices are very high owing to the limited production of aluminum sheets.

Stoves and Ranges.—Trade in these lines is quiet, as can be expected at this time of the year, but the orders booked for future delivery are of good size and numbers. There are a few going out even at this late date, and several firms are negotiating for large hotel orders.

There have been no changes in prices announced during the past week, but prices on nearly all metal lines are very firm owing to the increased cost of raw materials.

Collections are improving and are much better than two weeks ago.

There is a good demand for oil stoves and the orders booked for future delivery are heavier than usual. There seems to be a growing demand for this class of stove in the country districts where gas is not obtainable. The better grades are the favorites.

TORONTO.

Toronto, Feb. 13.—Trade is quiet in the stove line. This is expected at this season of the year.

The stoves that are selling at the present time are chiefly gas ranges and coal cooking ranges, prospects for spring are very bright. Collections are good and this points to the prosperity of the country. A large number of stove manufacturers are taking exhibits at the Canadian Hardware Manufacturers' Exhibition in Hamilton next week. It is said that several new lines of gas ranges and plates will be shown and also many other improvements that have been added to regular lines. Gas and coal oil ranges are already being booked for spring delivery and a large amount of business is expected in these lines.

Ranges.—Few orders are being received for ranges at present, but this state of affairs is expected by manufacturers at this season of the year. A few orders for gas ranges have been received during the past week but the number has been small.

Enamelware.—Business in enamelware is very good. This line is becoming a good seller at all seasons of the year. New lines are continually being produced by the manufacturers and are taking well with the public. A large number of hardware dealers are holding special sales in which they feature enamelware and household goods and this causes a good demand. There is a tendency on the part of the general public to purchase good quality enamelware and the old idea of purchasing cheap goods is rapidly dying out. The public are realizing the advisability of buying high grade goods in this line.

Tinware.—A large number of tin-smiths' supplies, sap buckets, household utensils, etc., are being shipped at the present time. No price changes have been noted.

Radiators.—There is still a scarcity on some lines, but manufacturers are trying hard to keep up with orders and fill them as rapidly as possible.

Aluminum Ware.—There is a good demand for aluminum ware.

WINNIPEG.

Winnipeg, Feb. 12.—Country dealers are pretty well stocked up now for the spring trade with ranges and cookers generally, but stove houses here have been sending out heavy shipments in all lines of stove furnishings, oil stoves, etc.

Extensive preparations have been made for handling a run on gas ranges with the coming of spring. A very satisfactory development in the use of these lines has come into being with the development of natural resources in the foothills country, and, as these resources are further exploited, and they are as yet only touched upon, there should be a great future for the gas range and gas heating in the country tributary to the wells.

Stove prices are higher than last year, with no prospects of reductions. Collections are slow.



FIRST STOVE BOLT TURNED OUT.

The Northern Bolt and Screw Co., Owen Sound, recently installed a plant for the manufacture of stove bolts and this week the first bolt was turned out. The plant has a large capacity for the manufacture of the new line. It is understood that the company purpose several other departures in manufacturing during the coming year.



Catalogues

and

Booklets

Fire Extinguishers.

The Mogul Fire Extinguisher Co., Manufacturers, Cincinnati, Ohio, have issued a catalogue showing their line of Mogul Chemical fire extinguishers. A great many facts regarding the efficiency of mogul extinguishers are also given. Illustrations of tests made with a 50-gallon extinguisher are also shown.

Hotel Appliances.

The McClary Mfg. Co., London, Canada, have a very complete catalogue of hotel and kitchen appliances in which they illustrate hotel ranges, steam, cookers, carving and serving tables, urns, broilers, dish washers, refrigerators and many other lines of kitchen utensils.

Methods of Retailing Paints and Varnishes

Selecting the Spring Paint Stock

Dealers Should Endeavor to Push the Sale of Specialties — It is Important That These Lines Should be Handled Aggressively—People Have Come to Recognize the Value of Prepared Paints.

The attention of a great many hardwaremen at the present time is devoted to the selection of their paint stock for the coming season. The importance of the paint department has grown by leaps and bounds during the past few years and it is now recognized as one of the most important departments in the modern hardware store.

In the early days of the hardware business in Canada, it was customary for the dealer to carry a stock of dry or paste colors which were usually sold to paint users along with the necessary liquids for mixing.

The mixing at that time was usually done by hand and was confined mostly to painters, as amateurs or householders knew very little regarding the proper proportions or ingredients that were necessary to make paint. Considerable difficulty was often experienced in getting paint exactly the same color when mixed at different times. Conditions have changed wonderfully and the modern form of paint is made by machinery, all the ingredients being incorporated so as to produce paint of the proper working consistency with dryers, etc., included. This paint is made in various ways for various purposes and is sold in sealed cans. The air-tight cans protect the material from the action of the air until opened for use, and in the absence of air the paint improves with age.

With this modern method of manufacturing and selling paint, it is possible for a householder to purchase a can of paint for retouching or redecorating any article in the home. Large corporations, such as railway and steamship companies, lumber companies, etc., are now purchasing prepared paints in large quantities instead of the raw materials such as were used in the early days.

There are many painters who will not admit that the ready mixed paint is superior to the hand mixed paint. On the other hand there are painters who purchase ready mixed paints in large quantities. There is no doubt but what the trained experts employed by the paint manufacturers know more than the average painter regarding the fundamental principles governing the economy and service of paint. This is no

discredit to the painter. He is a craftsman, not a technician.

It is said that good paint costs nothing, because the values saved by it are out of all proportion to the price paid for it.

A large percentage of the public is very indifferent regarding the importance and necessity of good paint. When a man builds a house, he is a rare exception if he does not paint it, but after a few years, when the house is in need of repainting, it is very often overlooked and through indifference is allowed to stand without paint; and yet paint is an absolute necessity in preventing decay and satisfaction to everything paintable and also adds value to the painted property.

Selecting the Stock.

In selecting the spring stock the dealer should make it a point to secure a line of goods in which he has the utmost confidence. It may be that the firm from whom he purchases his paint has several lines of specialties that he does not carry in stock and in which they are trying to get the dealer interested. Whether or not the dealer should stock these lines is for him to decide, but in any event he should not take the agency for a line of specialties unless he intends to push the goods and create enthusiasm among his salesmen regarding the new line. It is unfair to a paint manufacturer for a dealer to place a line of goods on his shelves and leave them there without co-operating with the manufacturer and making enthusiastic attempts to dispose of them. The demand to-day is for paints of the very best grade. It is only a few years ago that good quality paint was sold for 40c per quart. The ruling price to-day is 65c and 70c per quart, and dealers are selling much larger quantities than ever before. In making a decision regarding the selection of paint the merchant should put quality first. With quality as a foundation, co-operation with the manufacturer, and up-to-date methods of advertising the dealer is bound to get big returns in his paint department.

Satisfaction is a matter of months and years and the far-reaching effect of dis-

satisfaction is beyond calculation in its damaging effect on business. Of course, it should be remembered that satisfaction is not altogether a matter of price. Adaptability to requirement is an essential element in merchandising paint and a high grade paint has often been condemned when the fault rested entirely with the user who was ignorant regarding the proper methods of applying the goods.

This point should be taken up in a thorough manner by the dealer when arranging his spring order and every salesman should be thoroughly informed regarding all the goods that are being purchased. The services of the paint traveler should be solicited and he will always prove to be a good instructor and will be glad to have the opportunity of posting salesmen on the uses and quality of the goods he is selling because it means increased sales for the dealer and himself and is a means of preventing future complaints from customers who might be disappointed with the results of their painting if they had not been properly informed regarding the manner in which they should apply the paint.

The very effective co-operation which the manufacturers are offering is helping to increase the number of yearly paint users to a great extent. The dealer should not expect the manufacturer to do all the advertising, but should make an appropriation for advertising his paint department which could if desired, be run independently of the advertising that is being done by the manufacturer. There are many buildings on every hand that are surely in need of paint. If a merchant would allow each of his salesmen a half-day to go out and get the names of owners, whose buildings need painting, he would be surprised to find how many people in his locality were badly in need of paint, these names if supplied to the manufacturer with information regarding the character of work that should be done would have the effect of adding many new customers to the paint department the coming paint season.



Toronto, Ont.—P. W. Sawyer, general manager of the Wausau Sandpaper Company, Wausau, Wis., has been a business visitor in Toronto this week in connection with the introduction of the company's goods to the Canadian hardware trade. Finegan and Ellis, Board of Trade building, have been appointed Ontario & Quebec representatives.

Shall We Send It To You ?

LAST YEAR :

Last year we were surprised at the remarkable results of the campaign planned to help our dealers sell Roofing with the "Certain-teed" label. It was certainly a winner—about the biggest thing of the kind we ever saw in the Roofing business.

¶ Some of our dealers did not get the book outlining our plans, and failed to get in on the big "Certain-teed" movement for better roofing profits. It's too good a thing to overlook, and we don't want you to miss it through any fault of ours. At least we want you to know what's "doing."

THIS YEAR :

This year the plans will be bigger and better than ever—we will offer you the most complete and effective local co-operation in the sale of Ready Roofing you ever heard of. The plans are now complete.

¶ They are fully outlined in the big, new 16-page Book of "Certain-teed" Plans for 1913. We want you to have a copy, and to make sure that you get it, write us to-day for this valuable book.

Remember, our

"SANKOTE" and "CASCO" RUBBER ROOFING

Smooth and Sanded Surfaced. Bears the "Certain-teed" Label of Quality.

Write for samples and prices.

Canadian Supply Co., 220 King St., Toronto

A Trade Magnet

PEOPLE like to buy in the stores that like to sell the best quality goods. Because the merchant handling the best line shows his enthusiasm by cheerfulness and his confidence by helping customers to a pleasant, easy and quick decision. Nothing in all the fine lines you handle warrants more of your enthusiasm and confidence than do Lowe Brothers' High Standard Paints.

The proof of this broad claim lies in the most interesting sales demonstration you ever witnessed. So wait for the High Standard man—or, better still, write for an appointment to go into an unusual proposition that will put a trade magnet in your store.

Lowe Brothers
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Weekly Market Report --- Paints

A FIRM TENDENCY.

The general tendency of the paint and oil market is toward firmness, but an advance in putty is the only price change reported. Linseed oil remains at the advance established last week, and the impression is general that further advances may be made, although it is not at all certain that this will take place soon. Advices with respect to glass are again disturbing, as labor troubles are reported in Belgium.

MONTREAL.

Montreal, Feb. 11.—There is a brisk tone to the paint market this week and all the factories are rushed trying to fill orders. The spring trade is on in full swing and is larger than anticipated. There is a much firmer tone to the oil and paint market this week than last week and several advances are anticipated. The orders booked for spring are quite large and numerous.

Oils.—The advance of oil last week still prevails and the price at the new level is very firm with a strong upward tendency. English oil costs about 70c per gallon to lay down here and in view of this price Canadian oils will surely advance to within 3 or 4c of the cost of English oil. When this advance will go into effect, cannot be ascertained but the general opinion is that it will be by degrees. An advance may be looked for at any moment as prices are very firm. Very little is being sold for future delivery in view of the firm tone of the market.

Turpentine.—The market for turpentine is very firm but the local quotations vary considerable, ranging from 59c to 64c per gallon. Prices for this staple are firming up and it will not be long before the dealers will be quoting a more uniform price which will no doubt be much higher than present quotations. The demand for turps is quite large.

Shellac gums have advanced about 3c per pound and the market for these gums is very firm at this advanced price for there is a very large demand for them.

White Lead.—Prices remain the same as last week, but are very firm and, as the price of pig lead is higher, an advance is looked for in the white lead market. The demand continues very heavy. The European War situation has not affected the market to any extent. With further advances, in pig lead prices, the white lead will likely advance but with an easier pig lead market prices will likely

remain at the present level.

Glass.—There is no change in the glass market and trading is quiet, but in view of the immense building operations planned all over the country the demand when these commence will be enormous. However, there is very little doing at present and prices remain the same and are quite firm.

Prepared Paints.—There is no change in the price of prepared paints, but the prices are very firm. The demand for these lines is very heavy and in some instances is more than the capacity of the factory.

Putty.—The putty market remains the same with very little demand owing to very little glass being used at this season of the year. Trade in this line will pick up with the trade in glass.

TORONTO.

Toronto, Feb. 13.—Business in the paint market is very brisk for this season of the year. The last week has shown more activity than has been apparent for some time.

No change has taken place in the price of oil since the advance of last week was noted. Turpentine is stationary, although fluctuations have occurred in the South, but not to such an extent as to affect the price here. Putty has advanced 10c per 100 lbs., and the demand is good for this season of the year. There has been no change in the price of glass, but reports from Belgium state that a general strike is to be called in April. If this report proves correct, there will, no doubt, be an immediate advance in the price of glass, and high prices will prevail during the fall.

Linseed Oil.—Raw linseed oil is quoted at 58c and boiled at 61c in single barrels, with the usual reductions for quantities. This is the price that was in effect last week. No immediate change is anticipated, although the market is firm, and the regulating of the prices appears to be solely in the hands of the crushers. The prices in Canada are much lower than the price at which foreign oil could be imported.

Turpentine.—The ruling price on turpentine is still 54c per gallon in single barrels. The market is firm. Price fluctuations have occurred in the South, but not enough to affect the price here. The demand is not heavy at this season of the year.

White Lead.—No change is reported in the price of lead, and the market is quiet at the present time.

Ready Mixed Paints.—Spring orders are being received in large numbers. The outlook for this year is very bright, indeed, and travelers are very optimistic. A large number of dealers were holding back their spring orders in anticipation of a decline in price, but this feeling is now over, and dealers are ordering spring supplies freely.

Putty.—There has been an advance of 10c per 100 lbs. on putty. The demand is good for this season of the year.

Glass.—There is the usual demand for glass, and prices are unchanged. There is much speculation regarding a report that a general strike of workers will be called in Belgium in April. If the report is true and a strike is called it will no doubt mean an advance in glass quotation, and also a scarcity during the fall.

WINNIPEG.

Winnipeg, Feb. 12.—Heavy spring shipments are the order of the day from local houses, and travelers report that retailers are busy stocking up for what they expect will be a record season's trade.

There is no line showing special activity. House cleaning specialties, renovators and outside work all commence to retail in large volume at the same time. Spring in the West is, however, a good time to feature kalsomines and floor paints, and any efforts in that line will bring results.

Oils and turpentine are steady, but an advance of some 15 cents in flax would indicate a higher price for oil at no distant date, as the advance is likely to hold.

TO MAKE NAILS IN WEST.

St. John, N.B.—It is reported that the Dominion Steel Corporation have made arrangements for an active business for nails in the North-west. The company have purchased large water front properties in Fort William with the idea of erecting a nail mill and have assigned two steamers to carry nails and other products to the head of the lakes making bi-monthly trips.

The Maritime Nail Works, of St. John, recently sent members of their company to Fort William to look into the matter of establishing a nail plant there.

Teeswater, Ont.—Wilbur Duffy has left Dick & Sons to accept a position in a Listowel hardware store.

THIS question of how much paint profit you are to make this spring is now almost as *urgent* as it is *important*.

A suggestion:

Write *all* the good Paint Manufacturers, asking for the plain facts of the proposition they have to offer you. If our advantage, as the *only* paint firm in Canada who corrodes and grinds its own White Lead, means nothing to you, your comparison will allow you to *know*.

Also you will be able to judge, by careful weighing of the evidence before you, whether or not our far-reaching sales-plans are likely to help you make a few extra dollars.

This coupon is for your quick use. Spring approaches rapidly, you know.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

I want the plain facts of your Exclusive Agency paint proposition. My intention is to examine and compare—that is all. I commit myself to absolutely nothing more.

Name

Address

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 1; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo Hoo, 22c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2.40
Heads, per 100 lbs. 2.85 2.95
Tank plates, 3-16 inch 2.70 2.80
Tank plates, 3-16 inch 2.60 2.80
" " 2 " 8.65 8.70
" " 2 1/2 " 11.00 11.00
" " 3 " 12.60 12.70
" " 3 1/2 " 15.75 15.80
" " 4 " 20.20 20.30

BRASS.

Spring sheets, up to 20 gauge. 0.27
Rods, base 1/4 to 1 inch, round. 0.23
Tubing, seamless pipe, per lb. 0.26
Tubing, iron pipe size, 1 inch base 0.26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pipe-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.

Casting ingot 18.25
Cut lengths, round bars, 1/4 to 2 in. 27.00
Plain sheets, 14 oz. 14 x 48 inches, 14 x 60 inches 29.00
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
Brazilier, insheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 22.50
Canadian foundry, No. 2. 19.00
Middleboro, No. 3 pig iron 21.00
Summerlee, No. 2 pig iron 24.00
Carron, soft 25.00
Cleveland, No. 1 22.00
Clarence, No. 3 24.00
Jarow 25.50
Glenagrock 26.00
Radnor, charcoal iron 33.75
Ayresome, No. 3 34.50
Ferro Nickel pig iron (Soo) 25.00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27.50
Angles \$.....base 2.50
Common bar, per 100 lbs. 2.10
Forged iron, per 100 lbs. 2.25
Refined iron, per 100 lbs. 2.35
Horseshoe iron, per 100 lbs. 2.35
Mild steel 2.20
Sleigh shoe steel 2.20
Iron finish machinery steel (domestic) 2.25
Iron finish steel (foreign) 2.20
Reeled machinery steel 2.60
Tire steel 2.30
Sheet cast steel 0.15
Toe calk steel 3.10
Mining cast steel 0.07
High speed 0.65
Capital tool steel 0.50
Cammell Laird 0.15
Black Diamond tool steel 0.08
Corona tool steel 0.06
Silver tool steel 0.12
Cold Rolled Shafting. 0-16 to 11-16 inch 0.06
1 to 1 7-16 inch 0.05
1 7-16 to 3 inch 0.05
Montreal, 1/2 and 1/7 Toronto, 30.

BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2.70	2.70
12 gauge	2.75	2.75
14 gauge	2.80	2.85
17 gauge	2.60	2.65
18 gauge	2.60	2.65
20 gauge	2.60	2.65
22 gauge	2.65	2.75
24 gauge	2.65	2.75
26 gauge	2.75	2.85
28 gauge	2.85	3.00

CANADA PLATES.

Ordinary 52 sheets	3.10	3.00
All bright, 52 sheets	3.70	4.15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4.45	4.45
60	4.70	4.70
20x28x80	8.90	9.50
20x28x80	9.40	10.00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6.75
24 gauge, per square	5.50
26 gauge, per square	4.25
28 gauge, per square	4.00
Less 10 p.c.	

GALVANIZED SHEETS.

B.W. Queen's Fleur-guage Head de Lis	Gorbals	Best Best
16-20	3.70	3.70
22-24	3.75	3.75
26	4.20	4.20
28	4.45	4.45
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots	10 cents per hd.	

IRON PIPE.

	Black.	Galv.
1/4	2.04	2.86
1/2	2.72	3.57
3/4	3.16	4.31
1	4.54	6.19
1 1/4	6.19	8.44
1 1/2	7.48	10.13
2	9.90	13.50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 8 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE ROILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.

KITCHEN SINKS.

Cast iron, 16x24 \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

	Montreal.	Toronto
Heavy copper and wire, lb.	0.11	0.11 1/4
Light copper bottoms.	0.09	0.09 1/4
Heavy red brans	0.10	0.10 1/4
Heavy yellow brass	0.08	0.08 1/4
Light brass	0.06	0.06 1/4
Tea lead	0.02 1/2	0.02 1/2
Heavy lead	0.02 1/2	0.02 1/2
Scrap zinc	0.03	0.04
No. 1 wrought iron	2.00	10.00
Machinery cast scrap, No. 1	16.00	14.50
Stove plate	12.50	13.00
Malleable	9.00	9.00
Miscellaneous steel	5.00	6.00
Old rubbers	0.09	0.09 1/4

LEAD.

Domestic (Trail), pig, 110 lbs. 4.95 5.00
Imported pig, per 100 lbs. 4.95 5.00
Bar pig, per 100 lbs. 5.50 5.50
Sheets, 2 1/2 lb. sq. ft., roll. 7.50 7.50
Sheets, 3 to 6 lb. ft. 8.00
Cut sheets 1/2 c per lb. extra.
Cut sheets to size, 1/2 c per lb. extra.

LEAD PIPE.

Lead pipe, 7/8 c, 15 per cent. off.
Lead waste pipe, 9c 15 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Bar, half-and-half, guarant'd 30% 0.30
Wiping 0.28 1/2 0.28

SHEET ZINC.

5-cwt. casks 8.25 8.00
Part casks 8.50 8.50

SPELTER.

Foreign, per 100 lb. 7.50 7.00

TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs. \$54.00 \$54.00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

	Per box
1 C, 14x20 base	\$7.00
1 X, 14x20 base	8.25
1 X X, 14x20 base	9.50
Raven and Murex Grades—	
1 C, 14x20 base	5.00
1 X, 14x20 base	6.00
1 X X, 14x20 base	7.00
1 X X X, 14x20 base	8.00
"Dominion Crown Best"—Double.	
Coated, Tissued.	
1 C, 14x20 base	7.00
1 X, 14x20 base	8.25
1 X X, 14x20 base	9.50
"Allaway's Best" Standard Quality.	
1 C, 14x20 base	4.65
1 X, 14x20 base	5.65
1 X X, 14x20 base	6.65

Bright Cokes.

Bessemer Steel—	
1 C, 14x20 base	4.50
20x28, double box	9.00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
1 C, 20x28, 112 sheets.	8.25
1 X, Terne Tin	9.75

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7.50
XX, 14x65, 50 sheet bxs.)	
Tinned Sheets.	
72x30 up to 24 gauge, case	8.00
lots	8.00
72x30 up to 26 gauge, case	8.50
lots	8.50

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.35 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots. No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.55; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.
Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c, extra; No. 11 gauge, 12c, extra; No. 12 gauge, 20c, extra; No. 13 gauge, 30c, extra; No. 14 gauge, 40c, extra; No. 15 gauge, 55c, extra; No. 16 gauge, 70c, extra. Add 60c for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2.42 1/2
Galvanized, plain twist 2.95
Car lots and less.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1 inch, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2.85
Plain 2.65

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0.80 0.80

In barrels, 5-gal. tins 0.80 0.80

Beeswax.

Per lb. 0.40

Chemicals.

In casks per lb. 0.07

Sulphate of copper (bluestone) 0.07

Litharge, ground 0.07 1/4

" flaked 0.07 1/4

Green copperas (green vitrol) 0.01

Sugar of Lead 0.09

Colors in Oil.

Venetian red, 1-lb. tins pure 0.12

Chrome yellow, pure 0.18

Golden ochre, pure 0.13

French ocre, pure 0.12

Chrome green, pure 0.10

French permanent green, pure 0.15

Signwriters' black, pure 0.19

Marine black, 2-lb. irons 0.06 1/4

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) 1.80

Cee Pee Co. enamel 4.50

Sterling Enamels 3.20

Anchor Floorlustr 1.80

Glue.

French medal 0.10

German common sheet 0.15

German prima 0.15

White pigfoot 0.15

Brantford medal 0.10

" golden medal 0.11

" brown sheet 0.10

" Golden sheet 0.13

" Gelatine 0.22

" white gelatine 0.20

" white glue 0.12

" 100 flake 0.11

Perfection amber ground, No. 1230 0.13

Ground glues at same prices.

Brantford all-round glue, 1/2-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0.13

XL 0.11 1/4

CL 0.12

C 0.11

Paris Green.

Drums, 50 and 100 lbs.

Packets, 1-lb., 100 in case.

Packets, 1/2-lb., 100 in case.

Tins, 1-lb., 100 in case.

Paris White.

In bbls. 0.90

Pigments.

Orange Mineral, casks 0.08 1/4

" 100-lb. kegs 0.08 1/4

Prepared Paints, Pergallon in qt. tins

Sherwin-Williams paints, base 2.

GENUINE TRADE INSURANCE

Figure out what it means to your business to get permanent patronage—the only true business insurance.

Take for instance—



The One Perfect Floor Finish

It is the only truly elastic finish on the market, and wears like nickel steel. Guaranteed not to mar, scratch or turn white when wetted. A sure winner for the progressive dealer. The quality is identified by the name in all "INTERNATIONAL" products. Full Imperial Measure in every can. Be sure and see our full range at the Hardware Convention.



TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.
New York, Chicago, London, Berlin, Brussels, Melbourne.
Largest in the world, and first to establish definite standards of quality.



R87

HOW YOU AND YOUR CUSTOMERS LOSE No

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums — and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

S. F. BOWSER & CO., INC.,
TORONTO, ONTARIO, CANADA

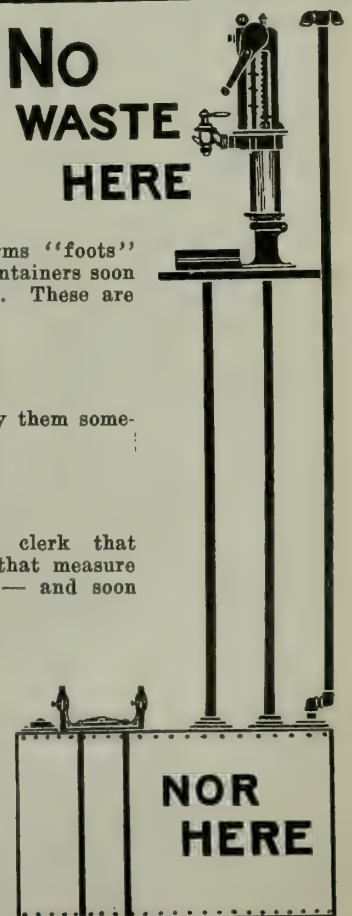
70-711
FRAZER AVENUE

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES:

32 Victoria St., S.W. LONDON. 5 Rue Denis Poisson, PARIS.
JOHANNESBURG, BUENOS AYRES, PORTO RICO, MEXICO CITY
Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.



HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastiline varnish	2 25
Copaline varnish	2 25
Granitine floor finish	1 25
Jameson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependence Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United		Double	
Inches.		Star	Diamond
Under 25		\$ 4 25	\$ 6 25
25 to 40		4 65	6 75
41 to 50		5 10	7 50
51 to 60		5 35	8 50
61 to 70		5 75	9 75
71 to 80		6 25	11 00
81 to 85		7 00	12 50
86 to 90			15 00
91 to 95			17 50
96 to 100			20 50

Size United		Double	
Inches.		Star	Diamond
Under 25		3 40	5 00
25 to 40		3 80	5 45
41 to 50		4 00	6 25
51 to 60		4 25	6 75
61 to 70		4 50	7 25
71 to 80			7 75
81 to 85			8 50
86 to 90			10 00
91 to 95			11 00

White Lead Ground in Oil		Montreal Toronto	
Per 100 lbs.			
"Anchor," pure	8 25	8 40	
Brandram's B.B. Genuine	9 25	9 40	
C.P.C. decorators, pure	8 25	8 25	
Crown and Anchor, pure	8 25	9 40	
Elephant, Genuine	8 55	8 65	
Essex, Genuine (Windsor)		8 00	
Island City Decorators'			
pure	8 25	8 40	
Lily Pure	8 25	8 40	
Moore's Pure White Lead		8 00	
Monarch (Windsor)	8 50	8 50	
Munro's Select Flake White	8 50	8 65	
Purity C.O. Co.'s, Ltd.		8 10	
Ramsay's Pure Lead	8 25	8 40	
Ramsay's Exterior	8 05	8 15	
Sterling Pure		8 40	
Tiger Pure	8 25	8 40	

Terms—2 p.c. 30 days or net 3 months		from date of shipment. Packages 25	
lbs. and over, 500-lb. kegs, 150 per 100		lbs. lower, Deliver—F.O.B. Toronto	
or Hamilton; London, 5c per 100 lbs.		extra.	
White Zinc (Dry)		0 07 1/2	
Extra Red Seal, V.M.		0 07 1/2	
White Zinc in Oil.			
Pure, in 25-lb. irons		0 10	
No. 1		0 07	
No. 2		0 05 1/2	

Whiting.		0 70	
Plain, in bbls.		0 70	
Güders bolted in barrels		1 00	

ADZES		HARDWARE.	
Carpenters', per doz.		12 50	14 00
Plain ship		18 00	22 00
Axles and Hatchets.			
Single bit, per doz.		6 75	9 50
Double bit		10 50	12 00
Bench Axes		6 75	10 00
Broad Axes		22 25	25 00
Hunters' Axes		8 00	9 00
"Boys" Axes		6 75	6 00
Lathing hatchets		4 70	10 00
Shingle hatchets		1 45	6 75
Claw hatchets		1 70	1 00
Barrell hatchets		3 50	6 85
Anvils.			
Buckworth, per lb.		0 10 1/2	
Ammunition			
"Dominion" Rim Fire Cartridges and			
C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps,			
50, 10 and 2 1/2 p.c.; Centre Fire Pistol			
Cartridges, 25 and 2 1/2 p.c.; Centre Fire			
Sporting and Military Cartridges, 10			
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;			
Brass Shot Shells, 45 and 12 1/2 p.c.;			
Shot Cartridges, discount same as ball			
cartridges, f.o.b. any jobbing point east			
of Manitoba. Net 90 days.			
"Crown" Black Powder, 30 and 10			
p.c.; "Sovereign" Bulk Smokeless			
Powder, 30 and 10 p.c.; "Regal" Dense			
Smokeless Powder, 30 and 10 p.c.;			
"Imperial" Shells, both Bulk and Dense			
Smokeless Powder, 30 and 10 p.c. Empty			
Shells, 30 and 10 p.c. 90 days net.			
Shot discount, 4 1/2 per cent.; cash			
discount, 2 per cent. 30 days;			
net extras as follows, subject to			
cash discount only; Chilled, 40c; buck			
and seal, 80c; no. 28 ball, \$1.20 per 100			
lbs.; bags less than 25 lbs., 1/2c per lb.;			
F.O.B. Montreal, Toronto, Hamilton,			
London, St. John and Halifax, freight			
equalized Augers and Bits.			
"Ezra's" auger bits		30	and 10
Irwin's auger		47 1/2	
Gilmore's auger		70	
Rockford auger		50	and 10
Gilmore's car		47 1/2	
Clark's expansive		40	

Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	Special
Zenith	9 00
Atlas, steel covered	5 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Mills flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and	
Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10	
p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	
Extra, 60 per cent. Belting.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 85c; cut laces,	
95c. Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	Per cent.
Carriage Bolts, common, new,	
\$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	65 & 5
Blank Bolts	57 1/2
Blank ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 60.	

Tarred Building Paper, etc.	0 85
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 70
O.K. Paper, No. 2, per roll.	0 50
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 60
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 5c	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barri & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55
White Bros. English	2 00
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00
English	17 00
"American, low	23 00
"high	27 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65
lead pencils, p. gr.	2 40

Cold chisels, 5 in., doz.	2 20
Berel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in.	\$6.00;
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in.,	
\$3.65; 3/4 in., \$3.60; 1 in., \$3.45; 1 1/8 in.,	
\$3.40.	

Stall fixtures, 35; trace chain 45; jack-	
chies, iron, 50; jackchies, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Tor-	
onto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per Cent.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 25
Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 60 and 10 p.c.	
Escutecheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 58
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	Per cent.
Files and Rasps.	Per cent.
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66 1/2
Delta Files	60
Nicholson	66 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Duffurin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 25
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 85
Ladies claw, handled, doz.	0 30
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/4 lb., doz.	4 50
Machine, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Web	5 20
Sisal Halters (Snap and Ring).	
1/4 in., \$9.00; 7-16 in., \$10.20; 1/2 in.,	
\$11.40; 9-16 in., \$13.20; 5/8 in., \$15.00.	
Hides.	
Trimmed hides, green	0 12
Trimmed, green and partly	0 13 1/2
cured	0 12 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail,	
up to	3 75</

EVERY DEALER
SHOULD SELL

Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

If You Want to Give Your Customers Complete Satisfaction

Sell Them **"HEINISCH" SHEARS**



We also manufacture a full line of Trimmers, Tailors' Shears, Tinners' Snips, etc., which are strictly in a class by themselves.

Get them from your jobber.

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

ROBERTSON SOCKET HEAD

WOOD SCREWS

Sell Quickly and Pay a Good Profit

These screws have a square hole into which a specially designed screw driver fits snugly. The screw cannot slip, injure material or injure screw. The only wood screw of this type made and it is patented.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc. Write for catalog and prices.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street

F. J. SCHUCH, Agent

Tees & Perse of Alberta, Ltd., Calgary. Agents for Alberta.



HARDWARE AND METAL

Lumbermen's Supplies.
Ant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80
Cross cut saws, per foot 0 25
Axe wedges, dozen 0 25
Ball and heel calks 4 00

Mallets.
Tinmiths' 2 1/2 in. in. per doz. 1 25
Carpenters', round hickory, 6 in.,
per doz. 1 40
Lignum Vitae, round, 5 inch, per
doz. 2 90
Caulking, No. 8, oak, per doz. 15 00

Mats.
Wire door mats, standard, 16x24,
doz. 9 00

Metal Polish.
Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkgs
doz. 6 50

Miners Supplies.
Mattacks, 6 lb., 18 inch, \$8 dozen.
Picks, 6 to 7 lbs., \$4.65 dozen.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16 1/2 lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

Mops and Ironing Boards.
Mops, per doz. 1 20
Folding ironing boards 16 25

Nails.
Standard steel wire nails, 2 1/2 base.
Cut nails—Montreal, \$2.55; Toronto,
\$2.80.

Miscellaneous wire nails, 75 per cent.
Coopers' nails, 3 1-3 per cent.
Pressed spikes, 3/4 diameter, per 100
lbs. 2 85

Plumbers'.
Oakum, 100 lbs. 4 50

Oilers.
Kemp's Tornado and McClary's
Model galvanized oil can, with
pump, 6 gallon, per dozen 10 00

Davidson oils, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oils, 50 per cent. off.
Crass oils, 50 per cent.
Malleable, 25 per cent.

Plated Goods.
Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10
and 50.

Hutton's "Cross Arrow" flatware, 42 1/2
per cent. "Singalee" and "Alask."
Nevada silver flatware, 42 per cent.

Pieced Tin Ware.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers,
35 per cent.

Coal hods, 35 per cent.
Boiler and tea kettle pitted, 30 and 5 p.c.

Planes.
Wood bench, Canadian, 15 p.c.
Wood, fancy, 30c to 35 per cent.
Stanley plane, \$2.80 to \$3.60, net list
prices. Pliers and Nippers.
Butt's genuine, 37 1/2 to 40 per cent.

Plough Lines.
Russia snap per gross 30 00
Indian snap 25 00

Pumps.
Berg's wing pump, 75 per cent.
Razors, per doz. 7 50
Boker's King Cutter 13 20
Henckel's 7 50
Gillette Safety, each 3 75
Star Safety Razor, 3 1-3 p.c.
Edelweiss 16 00

Rope and Twine.
Sisal rope 0 12
Pure Manila Rope 0 17
"British" Manila 0 13
Cotton, 3-16 inch and larger 0 27
Russia Deep Sea line, 7-16 and
larger, 18c.

Lath and upwards, 10 1/2c.
Lath yarn, single 0 11 1/2
Lath yarn, double 0 11 1/2
Sisal bed cord, 48 feet, per doz. 0 72
Sisal bed cord, 60 feet, per doz. 0 90
Sisal bed cord, 72 feet, per doz. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 25
4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging 0 35

Refrigerators.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

Rivets and Burrs.
Iron Rivets, black and tinned, 60, 10
and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs,
30 and 2 1/2 per cent.

Extras on Coppered Rivets, 1/4 lb. pack-
ages 1c per lb.; 1/4 lb. pkgs., 2c lb.
Tinned rivets, net extra, 1/4c per lb.
Coppered Rivets, net extra, 2 1/2c per lb.

Rivet Sets.
Canadian, 35 to 37 1/2 per cent.
Rules.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.
Mrs. Potts, No. 55, polished, per
set 0 90
Mrs. Potts, No. 50, nickel-plated,
per set 0 95
Mrs. Potts handles, japanned, per
gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.
Sand and emery paper, 40 per cent.

Sash Weights.
Sectional, 1 lb. each, per 100 lbs. 2 25
Sectional, 1/2 lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.
No. 2, per lb. 0 33

Saws.
Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.
Canadian Discrunt, 40 per cent.
Screen Doors and Windows. Doz.

Common doors, 2 or 3 panel, wal-
nut stained, 4-in. style 7 80
Common doors, 2 or 3 panel, grain-
ed only, 4-in. style 8 10

Beaver window screens, 14x18, open
2 1/2 inches 1 00
Perfection window screens, 14x15,
open 2 1/2 inches 1 90
Model window screens, 14x22, open
3 1/2 inches 2 25

Scales.
Gurney Standard, 35; Champion, 50
per cent.
Burrow Stewart & Milne - Imperial
Standard, 35; Champion, Scales, 50 p.c.
Fairbanks Standard, 30; Dominion,
60; Richelleu, 50.

Scythe Snaths.
Canadian, 40 per cent.

Screws.
Wood F.H., bright and steel 85 10 7 1/2
" R.H., bright 80 10 7 1/2
" F.H., brass 75 10 7 1/2
" R.H., brass 70 10 7 1/2
" F.H., bronze 65 10 12 1/2
" R.H., bronze 60 10 12 1/2

Drive screws 85 10 12 1/2
Set, case hardened 60
Square cap 50 and 95
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

Screws (Machine).
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.
Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.
Clauss, nickel scissors and shears, 60;
Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and
Japanned, 40 per cent.

Shovel Brackets.
No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.
Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 66th
64th grade 67th
65th grade 68th
66th grade 69th
67th grade 70th
68th grade 71st
69th grade 72nd
70th grade 73rd
71st grade 74th
72nd grade 75th
73rd grade 76th
74th grade 77th
75th grade 78th
76th grade 79th
77th grade 80th
78th grade 81st
79th grade 82nd
80th grade 83rd
81st grade 84th
82nd grade 85th
83rd grade 86th
84th grade 87th
85th grade 88th
86th grade 89th
87th grade 90th
88th grade 91st
89th grade 92nd
90th grade 93rd
91st grade 94th
92nd grade 95th
93rd grade 96th
94th grade 97th
95th grade 98th
96th grade 99th
97th grade 100th

Starr skates, 37 1/2 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Mimac and Rex sticks, \$4.25, \$6.25.
Pucks, net, \$1.50.

Shovels and Spades.
1st grade 4th
2nd grade 5th
3rd grade 6th
4th grade 7th
5th grade 8th
6th grade 9th
7th grade 10th
8th grade 11th
9th grade 12th
10th grade 13th
11th grade 14th
12th grade 15th
13th grade 16th
14th grade 17th
15th grade 18th
16th grade 19th
17th grade 20th
18th grade 21st
19th grade 22nd
20th grade 23rd
21st grade 24th
22nd grade 25th
23rd grade 26th
24th grade 27th
25th grade 28th
26th grade 29th
27th grade 30th
28th grade 31st
29th grade 32nd
30th grade 33rd
31st grade 34th
32nd grade 35th
33rd grade 36th
34th grade 37th
35th grade 38th
36th grade 39th
37th grade 40th
38th grade 41st
39th grade 42nd
40th grade 43rd
41st grade 44th
42nd grade 45th
43rd grade 46th
44th grade 47th
45th grade 48th
46th grade 49th
47th grade 50th
48th grade 51st
49th grade 52nd
50th grade 53rd
51st grade 54th
52nd grade 55th
53rd grade 56th
54th grade 57th
55th grade 58th
56th grade 59th
57th grade 60th
58th grade 61st
59th grade 62nd
60th grade 63rd
61st grade 64th
62nd grade 65th
63rd grade 6

Moore's Paints and Varnishes

"The Proven Best By Comparative Tests."

If you want to get re-orders this is the line that you should handle.

Our products are the result of long experience and the embodiment of the highest quality materials

They allow the dealer good clean profits and are the assurance of quick turnover. Write for color cards and prices.

BENJAMIN MOORE & CO., Limited, West Toronto

NEW YORK
CHICAGO
CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :

When writing advertisers, kindly
mention having seen the ad. in this
paper.

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



AN AUGER BIT YOU CAN DEPEND ON

for fast, smooth work in every kind of wood and under all conditions—**THE FORD.**

The **FORD** twist saves the Wrist and saves dollars in time and labor. **WORKMEN WHO KNOW** prefer the **FORD** every time. Honestly made and sold with a solid guarantee. Write for free catalogue "G."

FORD AUGER BIT COMPANY, HOLYOKE, MASS.

**The Satisfaction That Customers Get
BY USING**

Stephens

OIL STAINS

**Will Result in More
Business For You**

It will pay you to stock and boost these high grade oil stains now. They pay good profits and the "best protection" for the dealer against dissatisfied customers.

We have won a reputation in the West for the high quality and purity of these products which we will maintain.

Put up in bright, attractive packages; ready sellers both to painters and consumers.

Better write for testimonials and let dealers convince you as to their superiority.

Write for our agency proposition; also colour cards.



G. F. STEPHENS & CO.

LIMITED

WINNIPEG

Paint and Varnish Makers

CANADA

BRANCH AT CALGARY, ALTA.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

FOR SALE—GREATER VANCOUVER, B.C.—hardware business five years old. Annual turnover \$45,000. Stock at invoice price; store fittings, lease and goodwill amount to about \$10,000. Cash \$6,000, balance arranged. Growing city. Fullest particulars on application. Address Box 739, Hardware & Metal, Toronto. (7)

FOR SALE—ONE OF THE LARGEST CASH hardware and paint businesses in Toronto. Doing more than \$30,000 business per year. Sell for \$12,850.00, as follows: Stock, all in first-class condition, \$9,550. Fixtures, including 7 Bowser tanks, 5 silent salesmen, 900 display boxes, cash register, etc., \$2,700. Delivery, 2 outfits, \$600. Good reasons for selling. Store for sale or rent. Apply Box 749, Hardware & Metal, Toronto. (9)

FOR SALE—HARDWARE AND TINSMITHING business in good locality. Stock from two to three thousand. First-class chance for a tinsmith who wants a paying business from the start. Box 750, Hardware & Metal. (7)

GOOD GOING HARDWARE BUSINESS FOR sale in Southern Alberta. Stock approximately \$5,000. Box 754, Hardware and Metal, Toronto. (10)

HARDWARE STORE—FOR SALE OR RENT—(dwelling above)—in the famous grain district of Saskatchewan. (9) Apply Box 137, Lumsden, Sask.

HARDWARE, TINSMITHING AND STORE with dwelling attached for sale, doing a good business. Must sell quick. Chas. Sargent, Claremont, Ont. (9)

FOR SALE—A GOOD HARDWARE STOCK in a rapidly growing town of Southern Alberta. Stock about \$5,000. Coal Mines, Natural Gas and a Fine Farming Country; very large territory. In fact a splendid location for any one going into this kind of business. Fullest particulars on application. Address Box 753, Hardware and Metal, Toronto. (8)

FOR SALE

FOR SALE—7 DOZ. INDIAN HAND-MADE axe handles, to clear at a bargain. E. J. Balsden, 40 Britannia St., Stratford, Ont. (7)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (1)

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN, 13 years' experience in shelf and heavy hardware, guns, rifles and ammunition, being at present head clerk, wishes to make a change and go West. Able to manage store. Can speak both languages. Best of references. Box 733, Hardware & Metal, Toronto. (7)

BUILDERS' HARDWARE CLERK (22 years of age), wishing to have broader experience, would be open for position about spring. Also experienced in glass, paint and house furnishings. References if required. Box 751, Hardware and Metal, Toronto. (7)

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto. (tf)

SALESMAN—CALLING ON THE HARDWARE, furniture or specialty retail trade, to represent us on commission basis. Give full information, age, territory covered and trade sold. Werlich Bros. & Co., Preston, Ont. (7)

WANTED AT ONCE TINSMITH—MUST BE experienced and temperate. Apply Box 745, Hardware & Metal, Toronto. (5tf)

HARDWARE CLERK—EXPERIENCED MAN for good Western town. Must be temperate and be well recommended. Address Acheson & Hoskins, Alsask, Sask. (9)

WANTED—EXPERIENCED AND AMBITIOUS traveller to sell complete line of English goods for hardware trade. Tinware, tools, hollowware, aluminum, cycles and accessories, tiles and grates, and fenders, in Eastern Canada. Advertiser has many good accounts in the East, but is now travelling Western Canada. Box 752, Hardware and Metal, Toronto. (7)

SALES MANAGER WANTED.

SALES MANAGER WANTED—WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbier. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

The
CONDENSED AD.

PAGE

WILL INTEREST YOU

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

JAMIESON'S

Pure Prepared Paints

will meet **every** requirement of your paint trade,—and give complete satisfaction.

*Write us about the agency in YOUR territory,
we can make you an interesting proposition.*

R. C. JAMIESON & CO.

Established 1858 LIMITED
MONTREAL

Owning and operating P. D. DODS & CO., Limited.



10

PUMPS

All Kinds

Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

Standard Paint and Varnish Co., Ltd.

Windsor, Ontario

New Era Paint
is absolutely
guaranteed.



TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a WANT AD. in this paper



A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42.

WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

meets the demand for co-operative development of trade by the manufacturer with the dealer.

This department daily scours the country from coast to coast for consumer trade, which when developed is turned over to the nearest dealer.

It supplies the customer with free color schemes for paint use, telling them how to use paints and varnishes, and which are the best to use. All of which means real assistance to M. L. Agents.

STRAIGHT PAINT TALK AMBITION

One of our ambitions with the MAPLE LEAF PAINT and VARNISH PROPOSITION is to surprise our customers by giving them more than they expect.

To make every dealer and consumer feel that for the dollar he spends for M.-L. lines he is getting every possible cent's worth of paint and varnish—and then some.

Our guarantee insures perfect service and satisfaction; the only results on which successful, profitable paint trade can be built.

When we take a stand of this sort, we know that it can be done because we have a pretty well defined idea of the value and worth of the MAPLE LEAF lines.

Poor quality goods tend to the promotion of exaggeration, misstatements, misleading propositions for the purpose of selling them.

Embodying only the truth and straight forward statements in our Maple Leaf Proposition is the only way—and MAPLE LEAF Paints and Varnishes on account of their quality are able to back up our statements by the service which they give.

Write us to-day. We want the privilege of proving to you what we say. Investigate.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

It Is Time To Send In Your Spring Paint Order

IN anticipation of the best year's business in the history of the Canada Paint Company, we have planned accordingly. We hope to serve our customers more efficiently in 1913 than ever, and help them develop the success of their paint and varnish business.

This year promises to be a good one for the ambitious Paint Dealer, especially if he handles a full line under one label. This is where one advantage of selling Canada Paint Company's products comes in. We manufacture a complete line of paints, colors, varnishes, etc., which are of satisfactory and established quality.

Send for our 1913 Price List, it is interesting and will help you to decide the best way to increase your profits for 1913 and build up a successful trade. We will be glad to tell you our Selling Proposition.

THE CANADA PAINT CO LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC





Good Friends In All Weather

GLIDDEN Green Label Varnishes—the Quality Varnishes—are good friends to the dealer in all sorts of weather, because it's the Quality in them that makes them sell and the Quality in them that makes them stay sold.

The best way to make friends of your customers is to make friends with the Glidden line—the famous Glidden Green Label Varnishes, White Enamels, Endurance Wood Stains, JAP-A-LAC, Waterproof Flat Wall Finishes and Cement Coatings.

Whenever you are in Cleveland, call at our headquarters and we will be glad to show you the largest and best equipped varnish plant in the world.

If your supply of JAP-A-LAC color cards is low, let us know. We will gladly furnish you with all you need.

Write for our 1913 proposition on Green Label Varnishes and JAP-A-LAC.

The *Glidden* Varnish Co.

TORONTO, ONTARIO

Factories:	Toronto, Canada	--	--	Cleveland, Ohio
Branches:	New York	--	Chicago	-- London

SELLING POINTS

TO HELP
THE
DEALER
WIN
TRADE

THE SANITARY VALUE OF PAINT

Paint plays an important part in the health of the Nation. Paint seals the pores of the wood-work, closing up millions of breeding places for germs. Paint promotes health because paint influences cleanly habits.

MARTIN-SENOUR PAINT

100% PURE

aids the housewife in her efforts to keep the house sweet and clean. Do your part Mr. Dealer—seek to sell the paint that lightens the labors of the housewife—talk paint as a sanitary safeguard and you will deserve patronage. Better write and secure the agency for MARTIN-SENOUR PAINT and VARNISH.

The Martin-Senour Co. Limited

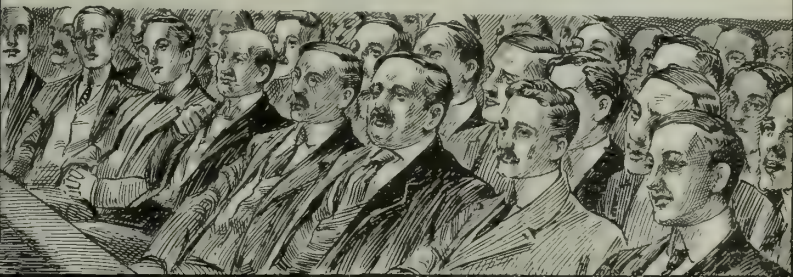
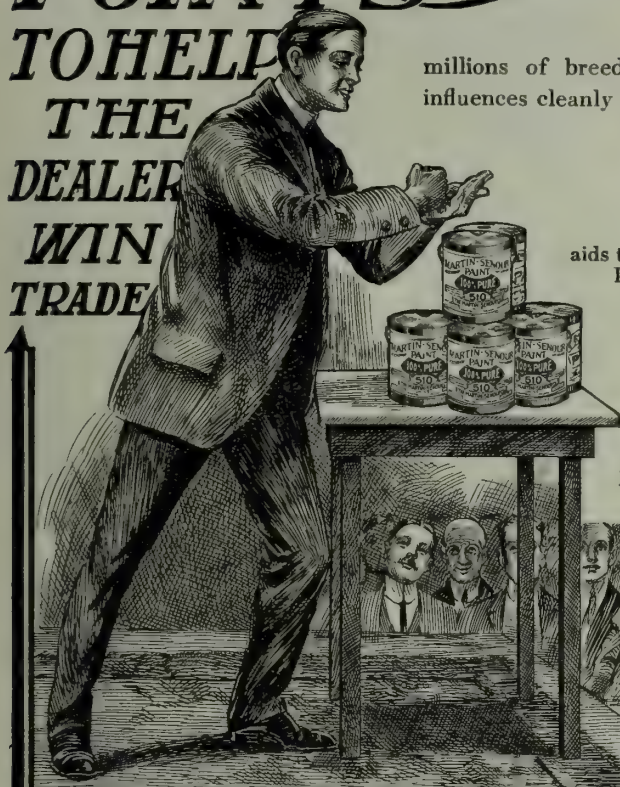
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln

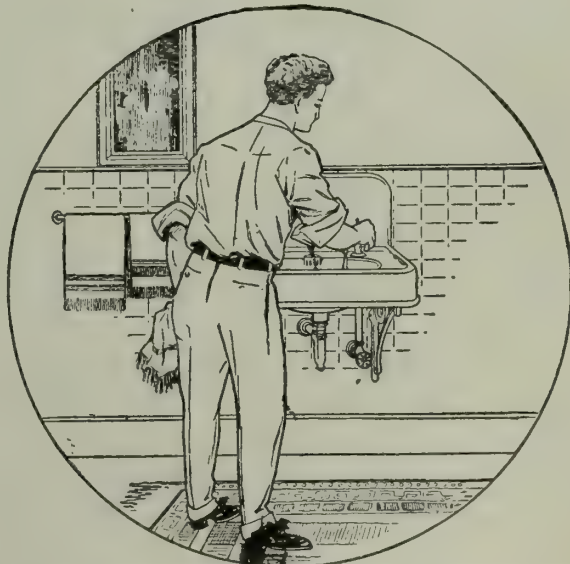
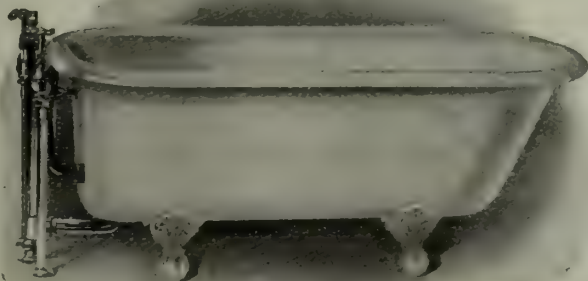


We Carry a Complete Line of High Grade

**ENAMELED BATHS,
ENAMELED LAVATORIES,
SINKS and LAUNDRY TUBS, etc.**

Hardwaremen who do plumbing work can make an excellent profit by selling our goods.

Everything absolutely guaranteed to give the right kind of service.



We have everything you require in plumbers' and engineers' supplies.

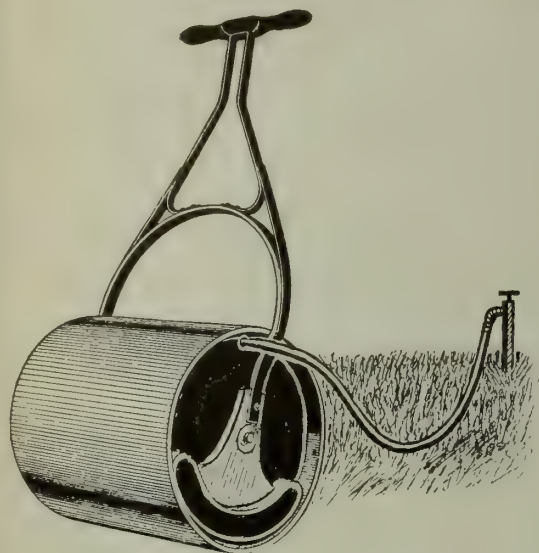
Write for prices and discounts.

**The James Morrison
Brass Mfg. Co., Ltd.**

93-97 Adelaide Street West - TORONTO

"Any Weight" Water Ballast Lawn, Garden and Tennis Court Roller

"MADE IN CANADA"



THE MANIFOLD PURPOSE MACHINE

The best lawn roller manufactured. Just what your customers need. A good quality article at a reasonable price. The owner of the smallest lawn will buy it.

This Roller weighs from 100 lbs. up, thus enabling the purchaser to weight it to suit the condition of his lawn.

9 styles supplied from 18 in. dia. x 24 in. long to 24 in. dia. x 36 in. long, with and without weighted handles. Double and single drum. Our proposition is full of interest to live dealers. Write now.

ERIE IRON WORKS, Limited

ST. THOMAS

--

ONTARIO

--

CANADA

Twisted While Hot



This is one of the reasons for the unsurpassed efficiency of "Hercules" High Speed Drills.

They come to you with all the strength of High Percentage Vanadium High Speed Steel preserved. They are made by the twisted-while-hot process, which retains the grain of the steel and prolongs the life of the drill beyond that of drills made from the average High Speed Steel.

Give them a Commercial Test in Comparison with other High Speed Drills. The results will show that "Hercules" High Speed Drills will reduce factory costs.

Catalog No. 82G. on request.

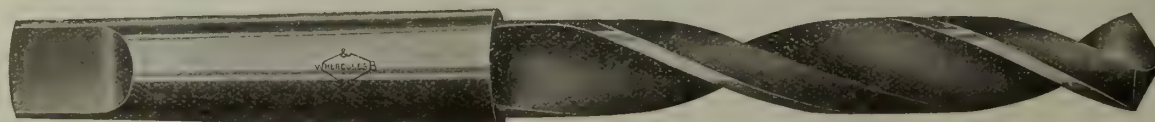
Jobbers in all large cities will furnish or write us.

Trade  Tools of Quality Bear these Marks  Marks

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Office and Factory at St. Catharines, Ont. Stocks carried at Winnipeg and Montreal





LEVER HANDLES

in many designs. Circular K shows them all. Sent on request.

P. & F. CORBIN

Division

The American Hardware Corporation

NEW BRITAIN, CONN.

P. & F. Corbin of Chicago P. & F. Corbin of New York P. & F. Corbin Division of Philadelphia

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

The Chatham Malleable and Steel Manufacturing Co.

CHATHAM

ONTARIO



Business
is exceptionally good with us—and so it can be with you.

OUR new selling-plan means bigger profits and more business for every varnish dealer who takes hold. It can lift your varnish department out of a rut. It has done it for many a dealer who had never before realized the true possibilities of right varnish-buying and right varnish-selling.

Let us tell you about this new plan of ours.

It will cost you nothing to find out about it—but if you take hold with us it will put added profits in your cash drawer.

Eventually there will be one good Berry Brothers' dealer in every business centre, who will enjoy the advantages we have to offer.

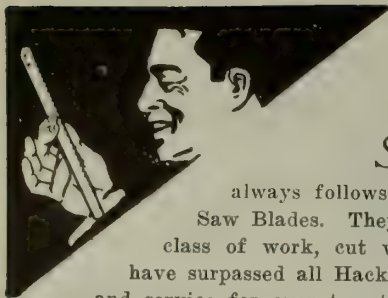
Why shouldn't you be one of them?

**Get
YOUR
Share
of
Berry
Brothers'
Prosperity**

Berry Brothers

The World's Largest Varnish Makers

WALKERVILLE, ONT.



*The
Smile of
Satisfaction*

always follows the use of Star Hack Saw Blades. They will stand up to any class of work, cut with every stroke, and have surpassed all Hack Saw Blades in quality and service for over twenty-five years.

STAR HACK SAW BLADES

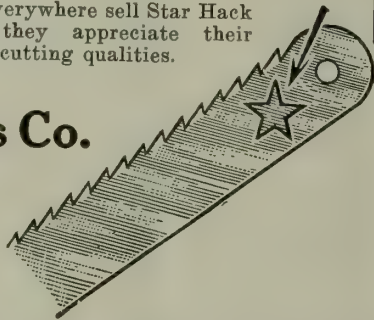
with fourteen teeth to the inch are suitable for all classes of work except tubing with walls less than 1-16 inch thick—for tubing of this thickness, Star Blades with twenty-four teeth to the inch are recommended.

**25 Years
of Good
Work to
Their Credit**

Enterprising dealers everywhere sell Star Hack Saw Blades because they appreciate their strength, durability and cutting qualities.

Millers Falls Co.

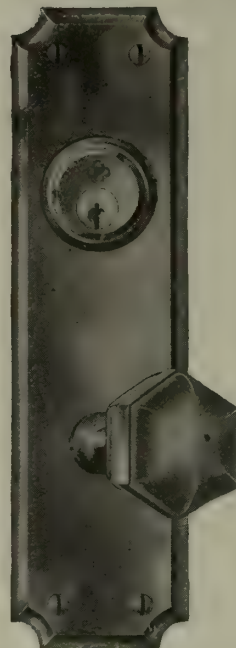
28 Warren Street,
New York City



**Ensure Absolute Satisfaction
By Selling**

**Peterboro
Hardware**

**An
Artistic
Design
for
1913**

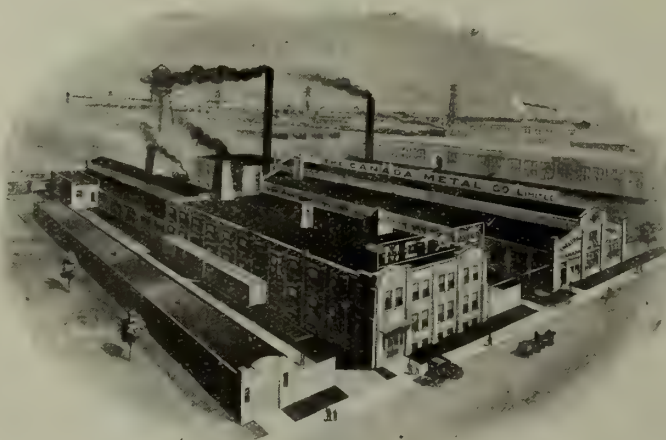


No. 18 and 19 Design

**Made in Wrought Brass
and Steel and Cast Brass.**

**Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.**

Write for Prices We can Save You Money



We manufacture

**BABBITT METALS
BAR SOLDER
WIRE SOLDER
LEAD PIPE
TRAPS AND BENDS
FUSE WIRE
BATTERY ZINCS**

AND CARRY IN STOCK ALL INGOT METALS.

Our reputation for quality is well deserved and well maintained.

THE CANADA METAL CO., LIMITED

**HEAD
OFFICE TORONTO**

**BRANCH
FACTORIES MONTREAL and WINNIPEG**



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



**WHITE MOP
WRINGER CO.**

FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

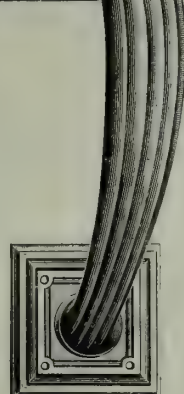
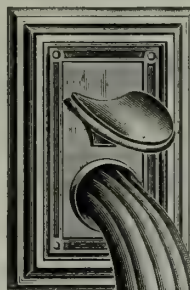
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



Russwin Builder's Hardware

A dealer is known by the goods he keeps. The reputation and quality back of Russwin Builder's Hardware are good reasons why you should associate your name with this well known line. Russwin Builder's Hardware appeals to the very highest class of trade—and that is the class of trade it pays to attract.

You, as an experienced hardware man, know that Russwin goods are the highest standard in design, workmanship and material. Their distinctive quality and reliability makes them stand out prominently above the ordinary lines of builders' hardware.

We carry a large and complete stock of Russwin Builders' Hardware, because a large stock is necessary to take care of the many and varying requirements; for this same reason you should also carry a stock that will enable you to prevent a customer from going somewhere else to get any particular article he wishes. Ask us to send you our catalogue.

The Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building"

WINNIPEG

MAN.

LONDON BAR : IRON

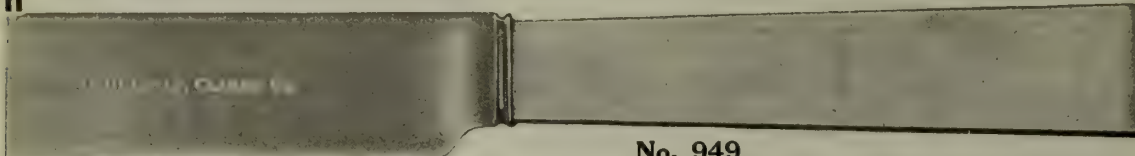
is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Ltd.,

Niagara Falls, Can.

AGENTS:—J. Mackay-Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of
the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots,
"Anglo" Enamelware. All kinds of Builders' Hardware,
Night Latches, Rim Locks, Cylinder Padlocks, Steel and
Brass Butts, T. Hinges, Meat Choppers, Potato Mashers,
Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited
141 BANNATYNE AVE. EAST WINNIPEG, MAN.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348



ROBERT SORBY'S

Specialize on Mechanics' Tools

Look for the Kangaroo

Geo. H. Saywell, Winnipeg

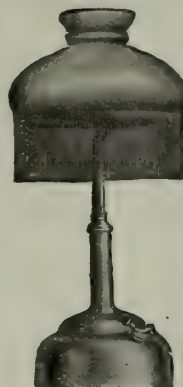


We Want a Dealer in Your Town to Handle the King Line

Manufacturers of Lighting Systems for all Purposes.
Tube and Hollow Wire Systems, Searchlights, Portable
Table Lamps, Boulevard Street Lamps.

Write for Catalogue.

Address—KING LIGHT CO., Peoria, Ill., U.S.A.



No. 21

SPECIAL THIRTY DAY OFFER

For new dealers to
see this handsome
lamp-sample only
\$5.50—Cash with
Order. Let us have
your order to-day.



THIS IS THE LOCK!
USED IN GREAT WEST
WOVEN FENCING

Every rod

guaranteed to

be of highest quality.

Agents:—RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary, Alta.
PLASTERERS LTD., Saskatoon.

"Great West" WOVEN FENCING

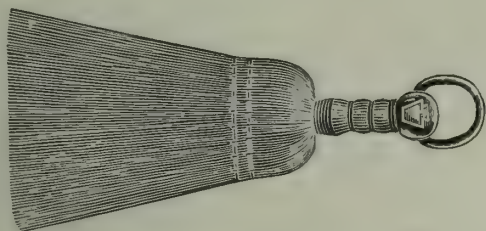
Is made of the best quality of No. 9 Hard Drawn
Galvanized Wire with a "Tie or Lock" that holds
the wires absolutely secure at each intersection.

Western dealers can get best results by handling
"Great West" Woven fencing, as on account of the
factory being located in the West, you can get re-
peat orders filled at shortest notice.

MANUFACTURED BY

**THE GREAT WEST WIRE FENCE
CO., LIMITED**

WINNIPEG

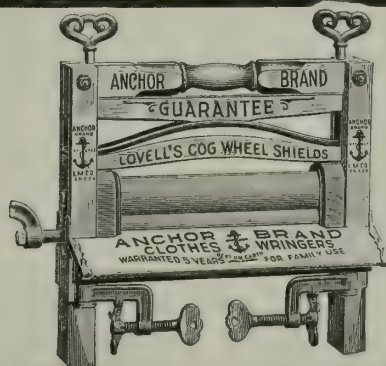


Do You Handle WHISKS?

Most broom manufacturers make a few whisks just
to work up their short broom corn, but we specialize
on this line and each season visit the district where
Whisk Corn is grown, selecting a number of the
choicest crops to be used entirely in whisks. At
present we are offering two lines at extra special
value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO



"There's a Reason" why the Retail
Merchant Prefers to Buy

**ANCHOR BRAND
Clothes Wringers**

GET IT

From Lovell, Erie, Pa.

Pilabrasgo Lamps are Quick Sellers

Because their beauty makes a powerful appeal to the eye. They make friends for your store because of the excellent service they render your customers.

The Profits are Better, and Here's the Reason.

Every part of these lamps—brass, glass and metal—is the product of our own factories. That means there is just one profit before the retailer.

We are sure you would find this lamp right for your needs. Drop us a card, and we'll bring you photos.

The Pittsburgh Lamp, Brass & Glass Co.
of Canada, Limited.

119 Wortley Road,
[London, Ontario

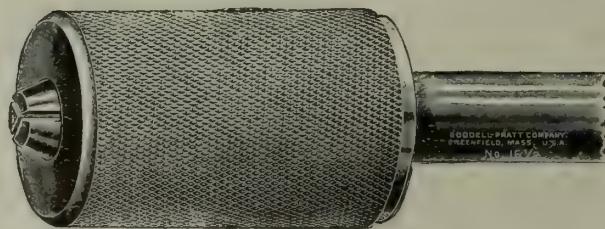


R. E. DAVIS,
Special Representative.

Goodell-Pratt's



This cut shows the style of our Chucks, having capacities of from 0 to 5-32, $\frac{1}{4}$, $\frac{3}{8}$ and $\frac{1}{2}$ in., with shanks $\frac{1}{2}$ in. or 41-64 in.



The Chuck shown above is known as our No. 16 $\frac{1}{2}$; it is the largest Drill Chuck which we make. It has a capacity of from 0 to $\frac{3}{4}$ inch. The shank is 1 inch in diameter.



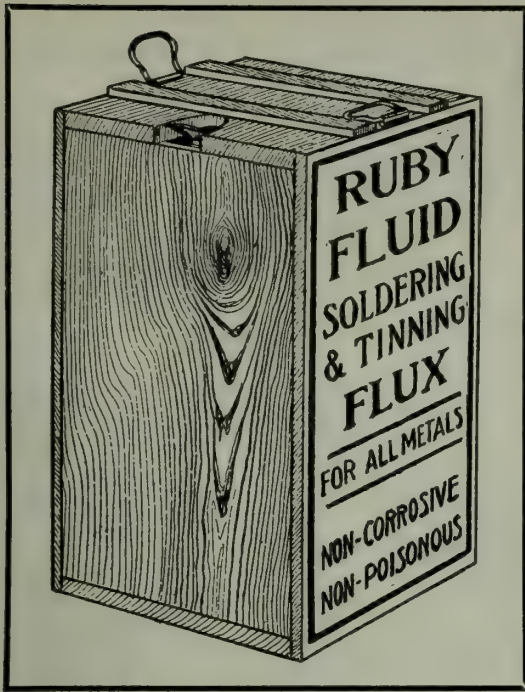
You can use this chuck in Ratchet Drills, as it has a Taper Square Shank $\frac{3}{4}$ x $\frac{1}{2}$ x $1\frac{1}{4}$ inches long.

These Chucks, as well as the other Tools which we manufacture, are shown in catalogue No. 10

GOODELL-PRATT COMPANY

Greenfield, Massachusetts, U.S.A.

Toolsmiths



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. **A Soldering and Tinning Fluid** that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.



You'll Get Many Re-Orders from the Most Particular Painters

If You Sell Them Our High Grade

PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.



Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.

Meakins & Sons, Limited

Hamilton, Ontario



STRATFORD QUALITY

At the HAMILTON CONVENTION



We are showing our new lines of CLOTHES DRYERS, IRONING BOARDS, SLEEVE BOARDS, BAKE BOARDS, ETC., also our LADDER, SWING and SEAT LINE.

BE SURE TO PAY US A VISIT

THE STRATFORD MFG. CO., Ltd.
STRATFORD, ONTARIO



Over 5,000,000 Mendets in use.

Order from your jobber or write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., Limited
GALT, CANADA

Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West **TORONTO**

Our Latch String Will Be Out At Booth 96

Before going to Hamilton, jot this number down in your memorandum book. Then be sure to drop in and let us extend you the courtesy of our booth.

We will have our Account Registers on hand, and will demonstrate every detail of the McCASKEY SYSTEM OF KEEPING ACCOUNTS.

ASK TO SEE THE SURETY COUNTER CHECK BOOK.

Dominion Register Co., Limited

(Trafford Park, Manchester, Eng.)

96 Ontario Street, Toronto, Canada



OUR NEW LINE

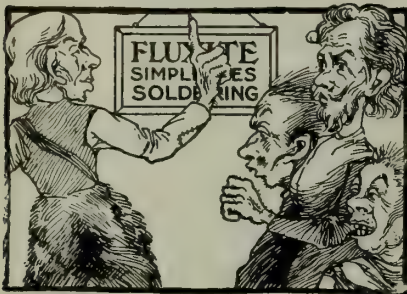
Of Bathroom Fixtures is Unexcelled for

DESIGN, QUALITY and FINISH

AND WE SHIP PROMPTLY.

Write for Catalogue to—

Kinzinger, Bruce & Co., Limited, Niagara Falls, Ont.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



No. 95—6 in. long, $\frac{3}{8}$ in.
cutter. Weight $1\frac{1}{4}$ pounds.
List, each \$1.15.

Stanley Tools

STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.

The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.



Stover Mfg. Co., 709 East Street, Freeport, Ill.

YOU

are not going to be asked to pay for large advertising spaces this year.

WE

prefer to use smaller spaces and give our customers the benefit of what we save by doing this.

We have the largest stock of Corrugated Sheets, Metal Ceilings, Shingles and Sidings in Western Canada, and make prompt shipments.

Be sure you have our prices before buying.

Winnipeg Ceiling & Roofing Co. Sheet Metal Manufacturers

P.O. Box 2186 Winnipeg, Man.

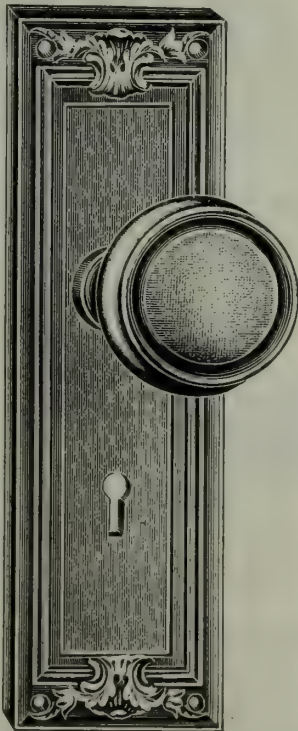
CALGARY SASKATOON
Sheet Metal Mfg. Co., Ltd. MacKenzie & Thayer Ltd.
EDMONTON
Marshall "Wells" Alberta Co., Ltd.

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

"Nature's everlasting waterproof"

The natural asphalt from Trinidad Lake can't be successfully imitated to give lasting protection in roofing.

The imitations don't last. They crack and leak before you've had them long. They lack the unequalled weather-resisting quality of Genasco.

Trinidad Lake asphalt is "Nature's everlasting waterproof".

This gives the life to Genasco Roofing which makes it protect and endure against the weather of all seasons.

It is easy to convince your customers of the superiority of Genasco.

Reinforce your argument with the advantages of the **Kant-leak Kleet** for smooth-surface roofing, that makes seams watertight without cement and prevents nail-leaks. Order Genasco from your jobber. Write us for full information and samples.

The Barber Asphalt Paving Company

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Canadian Distributors:

The Canadian Asphalt Co., Ltd., Winnipeg, Man.
D.H. Howden & Co., Ltd., 200 York St., London, Ont.



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

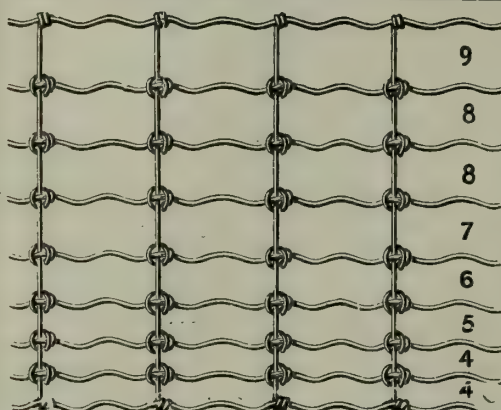
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.
The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and
moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry de-
stroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that
purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard
rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of
quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware
dealer is equipped for a profitable and increasing trade.

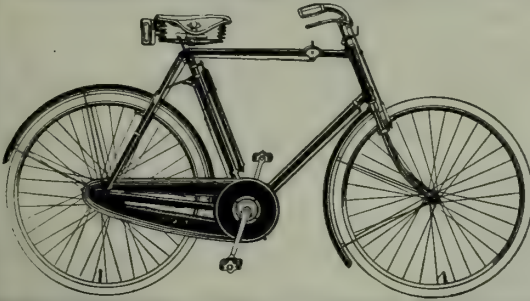
Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hard-
ware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

EXPERIENCE TELLS

that by Manufacturing on the CO-OPERATIVE SYSTEM it is possible to effect considerable savings in many directions, and YOU KNOW that Economy of Productive Cost is the Great Aim of the Up-to-date Manufacturer.



We are able to offer you unrivalled value in Bicycles

Our Trade is WORLD-WIDE and our Quality and Finish UNSURPASSED. IT WILL BE TO YOUR ADVANTAGE TO WRITE US TO-DAY!! Let us send you Our Price List and Special Quotations.

The Co-Operative Cycle Co., DEPT. C.O.1. Coventry, ENG.

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

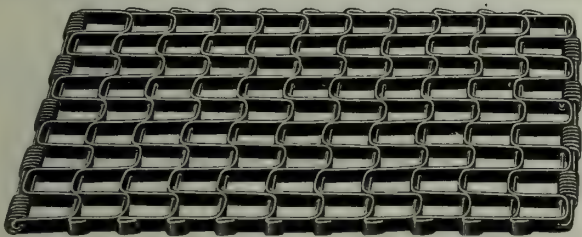
The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



"KEYSTONE" FLEXIBLE DOOR MATS STEEL



The Door Mats That Assure a Quick Turnover at a Good Profit

They are by far the best value in door mats on the market. While the price is a little more than that of the ordinary door mats, your customers will not hesitate to pay it. They can tell at a glance that this is a much better mat. Continuous Crimp, Ribbon Steel. No Short Pieces.

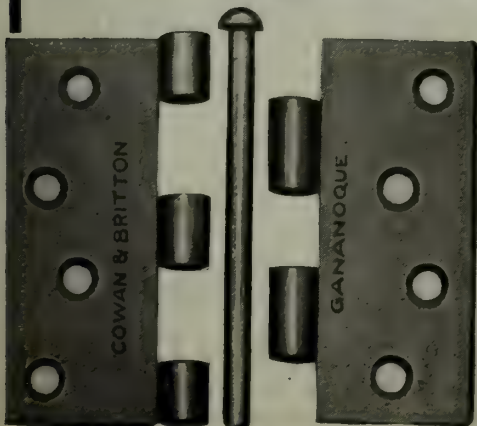
If your jobber does not sell them, write us direct.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA

High Grade Builders' Hardware



including

Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.

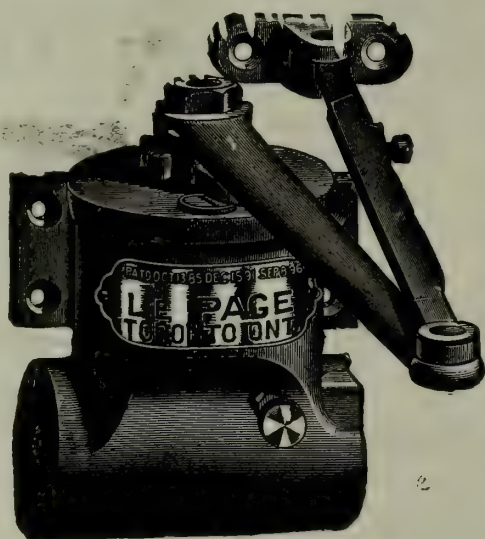


COWAN & BRITTON

GANANOQUE,
ONT.

The "LE PAGE" OIL DOOR CHECK and SPRING

**Will Be A Profitable
Addition To Your Stock**



This is a door check which is giving splendid service in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

It is the only door check made without packing in its working parts—this assures absolute freedom from pushing friction.

The cup contains oil which forms a cushion that keeps the door under perfect control and prevents all slamming. The oil is regulated by a thumb screw as shown on cut.

You run no risk when selling our door checks because they are backed by our guarantee.

A trial will convince you that the "Le Page" is a splendid seller.

WRITE FOR PARTICULARS.

WM. KEATING

266 MACDONNELL AVE. - TORONTO

You Can Reap A Good Profit

IN THE NEAR-BY SUGAR-MAKING
SEASON BY SELLING OUR PERFECT

Maple Evaporators

Their Low Price Makes Them Easily Sold



This evaporator is made first-class by expert workmen. It will please you. It has this great advantage over other Evaporators—it makes the same kind of syrup with the delightful maple taste that you used to make with the old iron kettle and the pan. No evaporator can make better syrup than it does, and then consider the price. It is something that has been wanted for a long time. Put a sample on the floor and see how it sells.

*Write for our evaporator catalogue ;
it tells all about it.*

The Steel Trough & Machine Co.

Limited

TWEED

::

::

ONTARIO

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.

HAMILTON, ONTARIO

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

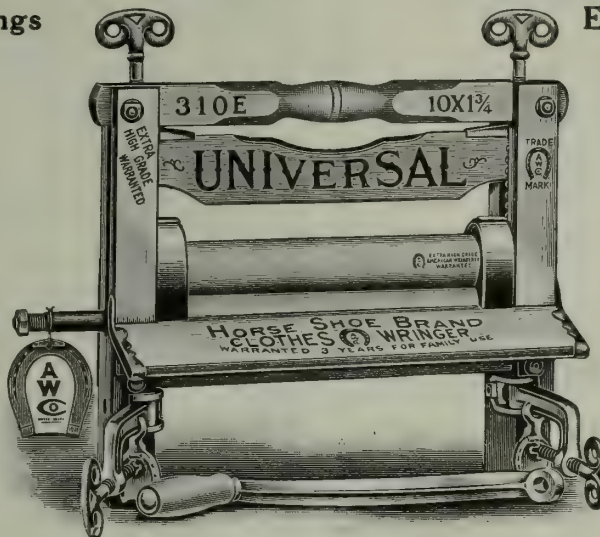
Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.



Packed 3 and 6 in
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

MAYMORE

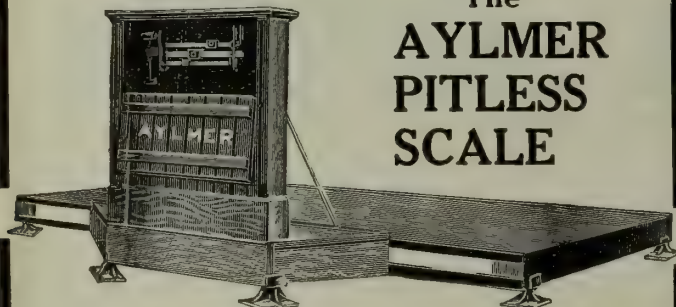


OUR NEW
CATALOGUE
of
BUILDERS'
HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



The
**AYLMER
PITLESS
SCALE**

Capacity 4 or 5 tons

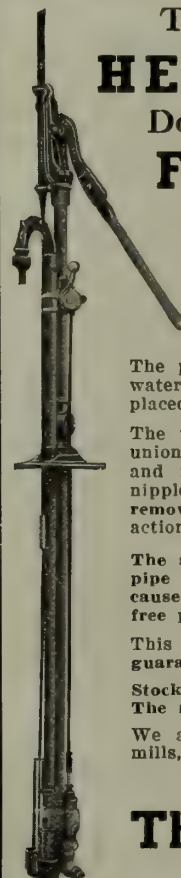
Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited
Aylmer - - - Ontario



There's A Big Field For
HELLER - ALLER
Double Acting, Three Way
FORCE PUMP

In Many Farm or Suburban
Homes There Are Prospective
Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

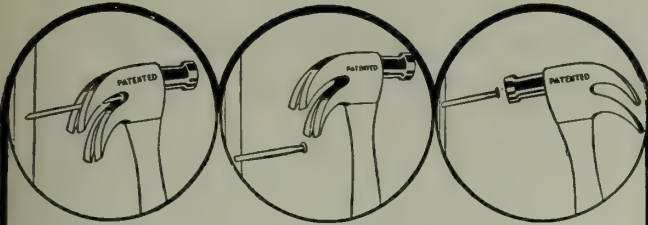
The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of windmills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

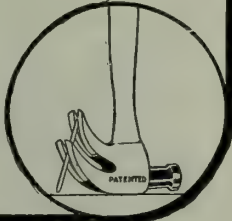
BROOKLYN, N.Y.

Start

Out



Pulls the nail out straight without a block



"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

TO THE HARDWARE MEN
OF CANADA:

COME TO

HAMILTON

17th to 22nd February, 1913

The Greatest Hardware Convention Ever

102 EXHIBITS
CANADIAN-MADE LINES

ANNUAL CONVENTION

ONTARIO RETAIL
HARDWARE ASSOCIATION

EXHIBITION UNDER CONTROL OF

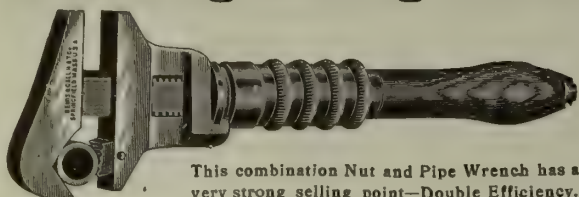
CANADIAN HARDWARE MANUFACTURERS'
EXHIBITION ASSOCIATION

EXTENSIVE ENTERTAINMENT
PROGRAMME

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited,*

LARGEST MANUFACTURERS OF LANTERNS
IN THE BRITISH EMPIRE

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

What One Dealer



HAS TO SAY
ABOUT OUR

Wire
Cloth
Display
Rack

Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:—

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,
DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.
Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

R. M. Bowser & Son
RENFREW, PA.
Dep. A

METAL SPINNINGS, BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



MAXWELL'S "BLUE BELLE"

is a remarkably quick-selling, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

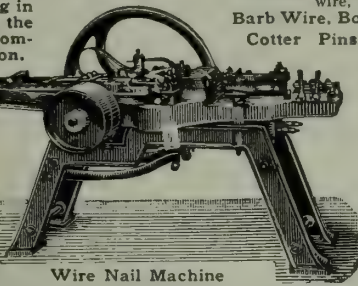
ED. BRAND

Specialist in the Wire Trade
for 15 years

472 Moss Lane East
MANCHESTER, ENG.

Plants working in
all parts of the
world giving com-
plete satisfaction.

Cable
Address
"Filieres
Manchester"
Code Used
A.B.C.
5th Edition



Wire Nail Machine

Machinery for

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from
wire, such as:

Barb Wire, Bolts, Coach Screws,
Cotter Pins, Cut Nails and

Tacks, Electric
Welded Chains,
Furniture Springs.

Hinges, Hooks,

Locks, Nails,

Rivets, Screws.

Staples, Wire

Nails, Etc., Etc.,

Etc.

**This Mark is the Ensurance of
LAMPBLACK QUALITY**

THE TREMENDOUS GROWTH

Nine years ago this firm, as a firm, did not exist,
although the men composing it have been
many years in the LAMP BLACK trade.

Since that time we have been able to
secure two-thirds of the entire
Lamp Black business of North
America. THERE IS
ONLY ONE REASON
— THAT IS
QUALITY

WRITE TO-
DAY FOR
SAMPLES AND
PRICES. Then, if
satisfied, stock a trial
order. Remember, we GUAR-
ANTEE the very best results.
We manufacture all the standard
grades of pure Lamp Black, Sold
by all reliable wholesale houses.

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding,
34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



BLACK JACK

**QUICK
CLEAN
HANDY**

3/4-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERs**

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

Natural Gas Goods of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

CASH or PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a
system of our carriers in your store.
After 10 days' test, if they have not
proved their superiority to all
other makes of store service, we
will remove the equipment without
cost to you. It will pay you to in-
vestigate our modern improved
PNEUMATIC DESPATCH
TUBES AND ELECTRIC CABLE
CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 113 HOLBORN, LONDON E.C. ENG.

HOHLFELD

MANUFACTURING COMPANY

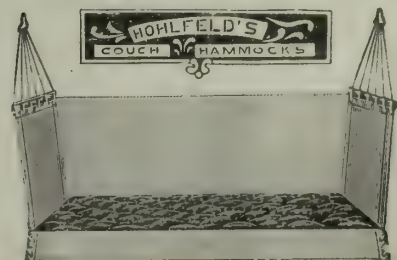


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

TOOLS.



Send For Our New Catalog

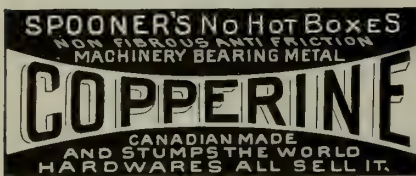
Most complete line of

SCREW DRIVERS AND SMALL TOOLS

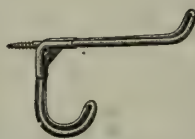
PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BABBITT METAL.



HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing

Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper

CLIPPERS.



RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

ICE SCRAPERS.



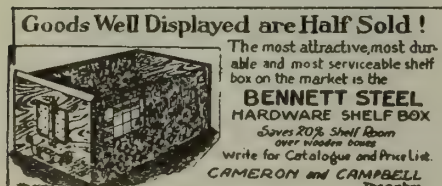
ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid

Perth - Ontario

HARDWARE SHELF BOXES.



KERNCHEN BUILDING VENTILATORS



Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes, Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

When writing advertisers kindly mention having seen the advertisement in this paper

The L. MARTIN CO.

Established 1849

Pioneers, Leaders and Headquarters

For

LAMPBLACKS

The Superior Quality of our Germantown Lampblack has developed the Largest Lampblack Business in the World.

In order to protect the dealer and his customers from inferior imitations, we have placed a red seal on every package.

Why buy the "Near" Brand when the Best is procurable.

Write to-day.

NEW YORK PHILADELPHIA LONDON, ENG. CINCINNATI



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

**DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO**

A want ad. in this paper will
bring replies from all
parts of Canada.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. McFARLANE & CO. Montreal
Canadian Agents

Keep in mind the dominant
fact that mankind from
its first appearance on the
earth has been schooled by
nature to look for signs;
for invitations to taste; for
suggestions as to what to
wear. Tell your story briefly,
forcibly, truthfully, and ad-
dress it through the proper
media and you can success-
fully apply advertising as a
means to increased distri-
bution.

Malleable Iron Castings

Try us for your next
Silo Blocks

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



HERCULES

SASH CORD

BUY THE BEST

**Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine**

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

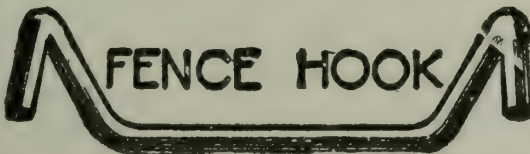
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited **PEASE FOUNDRY COMPANY** **PEASE PACIFIC FOUNDRY, Limited**
WINNIPEG LIMITED VANCOUVER
TORONTO

To the Dealer:

It will pay you to get in touch with us, when you require **Anything in the Hardware Line.** We only carry goods which we know will bring the dealer and ourselves re-orders. We guarantee absolute satisfaction.

Our service is quick. Our prices are reasonable.

To the Manufacturer:

We are manufacturers' agents. If you have dependable goods which we are not handling, we would be pleased to hear from you.

We will sell your goods quickly.

We have a reputation for square dealing and will maintain it at all costs.

Reynolds & Jackson - Calgary, Canada



The Best Offer In The Saw Business

You can now buy Saws, made in Canada, that will delight your best mechanics. Of finer material and more scientifically made than any other in the world.

This picture shows a man who has used this "self-same" Saw for thirteen years. It has always stood up to its work because it was made as good Saws should be made.

ATKINS STERLING SAWS

You can more profitably push this kind of tools, because they bring and hold the best trade and pay the largest legitimate profit. A money-back guarantee behind them and a world of selling help—free—no strings tied to it—at your command.

Write us for details.

E. C. ATKINS & CO.

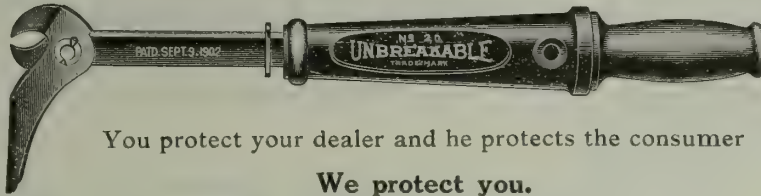
Makers of Sterling Saws

FACTORY, HAMILTON, ONT.

BRANCH, VANCOUVER, B.C.

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreak-
able is guaranteed for
five years.



You protect your dealer and he protects the consumer

We protect you.

Write for circulars
and prices.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

Every Progressive Hardware Dealer Should Stock the "Bayard" Automatic Pocket Pistol

The "Bayard" 32 cal. pocket pistol is only 4¼ in. long, 3⅜ in. high, ⅞ in. thick, weighs about 16 ozs., and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet



McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal

You Want to Earn More, Don't You ?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.



The H. P. Spramotor shown here is **equally efficient** on row crop or orchard work. Twelve nozzles that cannot clog—sprays with 125 lbs. pressure—gets after germs, parasites, canker worms, makes the blight impossible, giving crops **greatest possible** chance for maximum development.

This machine **will thoroughly spray** two acres of row crop in 30 minutes—the increased yield **will refund** cost several times every season.

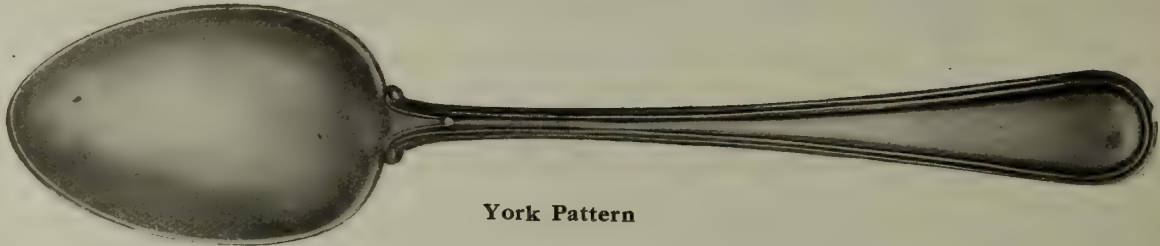
Note:—There's a Spramotor built for your exact requirements. Prices range from \$6.00 to \$350.00. You owe it to yourself to find out all there is to know about it. We forward you the facts with our treatise on "Crop Diseases" without placing you under any obligation to buy.

SPRAMOTOR WORKS

72 KING ST., LONDON, CAN.

THE TORONTO SILVER PLATE CO.

LIMITED



York Pattern

We have one of the most complete plants in Canada
for the manufacture of Silverware of an
absolutely guaranteed quality



No. 721. Four Piece Coffee Set.

Factories and Salesrooms :

West King Street - - Toronto, Canada

Branch Salesrooms :

Rooms 18 and 19, Fairfield Building
Granville Street, Vancouver, B.C.

Hammond Building, Albert
Street, Winnipeg, Manitoba

E. G. GOODERHAM, President.

Now for the Exhibition

Come to Hamilton next week prepared to look over the finest and largest collection of Hardware ever gathered under one roof in Canada. It will indeed be worth your while.

There Will Be Ample Accommodation For Everybody

Below we give a list of the best hotels, as well as their rates:

Following is list of hotels:—

American Plan

Royal Hotel	\$3.00 per day and up
Waldorf Hotel	2.50 " "
Schmidt Hotel	2.00 " "
Terminal Hotel	2.00 " "
Commercial Hotel	2.50 " "
Stroud's Hotel	2.00 " "
New American Hotel	2.00 " "
Germania Hotel	1.50 " "
Vineyard Hotel	1.50 " "
King George Hotel	2.50 " "
Brant House	2.50 " "

Burlington Beach (Can be reached by street car up to 11 p.m.)

Be Sure and Arrange to Get Your Ticket on the certificate plan. By doing this round trip can be secured for one fare. **Commercial Travellers** are especially requested to use the certificate plan in order to ensure sufficient certificates to secure round trip for single fare.

Remember You'll Get the Glad Hand at Hamilton.

Canadian Hardware Manufacturers Exhibitors Association, Limited

Drop In And Visit Hardware and Metal

You'll find us at Booth 90, in the Exhibition Hall.

Every hardwareman—retailer, jobber or manufacturer—
will be heartily welcomed.

Officers of Hardware and Metal who will be present

John Bayne MacLean—President MacLean Publishing Company, Limited.

Horace T. Hunter—General Manager, MacLean Publishing Co.

James G. Lorriman—Manager Hardware and Metal.

T. B. Costain—Editor.

Geo. D. Davis—Associate Editor.

Alex. Wales—Toronto and Hamilton Representative.

S. S. Moore—Ontario Representative.

J. Coddington—Circulation Manager.

Some Interesting Facts About Hardware and Metal

Is published by the MacLean Publishing Co., the largest organization of its kind, in the British Empire.

Has been issued continuously, as a weekly, since 1888.

Has been the recognized Canadian authority on hardware and allied trades, for nearly 25 years.

Nine out of every ten hardwaremen, in all Provinces of Canada, are paid subscribers. Hundreds of them have read the paper regularly, for periods of from 10 to 24 years.

Has never published any paid reading matter or pure puffs and write-ups as free reading matter. This rigid policy accounts for the supreme confidence which its readers repose in Hardware and Metal.

If You Are Afraid You Will Not Know Anybody At The Exhibition, Make Yourself Acquainted At The Hardware and Metal Booth and We'll Do The Rest.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

American Shearer Co.	102	Davidson, Thos. Mfg. Co.	18	Laidlaw Bale Tie Co.	10	Remington Arms Union Metallic	
American Wringer Co.	97	Delta File Works	35	Lewis Bros. Ltd.	3	Cartridge Co.	Outside back cover
Atkins & Co., E. C.	104	Dennis Wire & Iron Co.	103	London Bolt & Hinge Works	101	Reynolds & Jackson	104
Atlas Mfg. Co.	102	Directory of Manufacturers	102 1/3	London Foundry Co.	99	Robertson, P. L. Co.	73
Auto Controller Co.	92	Diston, Henry, & Sons	29	London Rolling Mill Co.	85	Rogers, Alfred, Ltd.	31
Auto Strop Safety Razor Co.	4	Dominion Cartridge Co.	40	Lovell Mfg. Co.	87	Ross Rifle Co.	112
Aylmer Pump & Scale Co.	98	Dominion Hammock Mfg. Co., The	7	Lowe Bros., Ltd.	67		
		Dominion Iron & Steel Co.		Lufkin Rule Co.	Inside back cover		
			Inside back cover	Lundy Shovel & Tool Co.	20		
Barber Asphalt Paving Co.	93	Dominion Register Co.	91	McArthur, Alex., & Co.	73	Saskatchewan Glass & Supply Co.	86
Barnett, G. & H.	94	Dominion Utilities Mfg. Co.	27	McClary Mfg. Co.	24 25	Seymour, Henry T., Shear Co.	103
Barlow Netting Co.	95	Dorken Bros.	8 105	McDougall, R., Co.	90	Shanah & Newth	103
Belleville Hdw. & Lock Co.	93	Double Claw Hammer Co.	99	McGlashan-Clarke Co.	86	Shaw, A., & Son	103
Bemis & Call Hdw. & Tool Co.	100					Sheet Metal Products Co.	2
Birmingham, T. F.	101	El. Starr Mfg. Co.	1			Shurly Dietrich Co.	12
Berry Bros.	83	Erie Iron Works	92	Maguolia Metal Co.	16	Smart, Jas. Mfg. Co.	24
Bosse & Banks	102			Martin, The L. Co.	102	Smith Hardware Co., Ltd.	5
Bowser, S. F., & Co., Ltd.	71	Ford Auger Bit Co.	75	Martin-Senour Co.	21	Sorby, Robt. & Sons	86
Bowser, R. M., & Son	100	Galt Art Metal Co.	97	May & Padmore	98	Southington Mfg. Co.	102
Brand, Ed.	101	Gipe Carrier Co.	101	Maxwell, D., & Sons	100	Spear & Jackson	11
Brandram-Henderson, Ltd.	69	Gillette Safety Razor Co.		Meakins & Sons	89	Spooner, Alonzo W., Ltd.	102
Brantford Oven & Rack Co.	102		Inside front cover	Metallic Roofing Co.	17	Standard Chain Co.	12
Brantford Roofing Co.	13	Glidden Varnish Co.	30	Metal Shingle & Siding Co.	33	Standard Paint & Varnish Co.	77
Bridgeport Hdw. Mfg. Corp.	105	Great West Wire Fence Co.	87	Millers Falls Co.	84	Standard Silver Co.	36
Buck Bros.	91	Greuning, E., Wire Co.	14 15	Moncur, Jas. W.	18	Stanley Rule & Level Co.	92
Burman's Clippers	31	Gutta Percha & Rubber Mfg. Co.		Moore & Co., Benjamin	75	Steel Co. of Canada, Ltd.	6
Burrow Stewart & Milne	22		Inside back cover	Morris & Bailey Steel Co.	12	Steel Trough Machine Co.	96
				Morrison Brass Mfg. Co.	81	Steffens & Nolle	26
		Hamilton Cotton Co.	103	Myers & Bro., F. E.	77	Stevens, G. F., & Co.	75
Cameron & Campbell	102	Hamilton & Son, C. J.	22			Stevens Hepner & Co.	87
Canada Glue Co.	11	Hamilton Stamp & Stencil Wks.	102	National Hardware Co.	20	Stewart, Jas., Mfg. Co.	32
Canada Paint Co.	79	Heinisch, R., Sons Co.	94	National Mfg. Co.	9	Still, J. H., Mfg. Co.	20
Canada Metal Co.	84	Heller Aller Co.	98	Nicholson File Co.	112	Stoner Mfg. Co.	92
Canada Steel Goods Co.	8	Hohfeld Mfg. Co.	101	North Bros. Mfg. Co.	1	Spramotor Co., The	105
Canada Wire & Iron Goods Mfg. Co.	26	Howland, H. S., & Sons	7	Nova Scotia Steel & Coal Co.	77	Stratford Mfg. Co.	90
Canadian Copper Co.	75	Hutton, Jas., & Co.	100				
Can. Fairbanks-Morse Co., Ltd.	2			Oakey, John, & Co.	85	Tallman Brass & Metal Co.	100
Can. Heating & Ventilating Co.	23	Imperial Varnish & Color Co.	78	Ontario Lantern & Lamp Co., Ltd.	99	Thompson, B., & S. H.	98
Can. Mfrs. Ex. Assee.	107	International Agencies	35	Onward Mfg. Co.	39	Tobin Arms Mfg. Co.	28
Canadian Ruby Chemical Co.	89	International Varnish Co.	71	Otterville Mfg. Co.	100	Toronto Plate Glass Importing Co.	73
Canadian Supply Co.	67			Owen Sound Wire Fence Co.	94	Toronto Silver Plate Co.	106
Canadian Tube & Iron Co.	7	James & Reid	102			Townsend, S. P., & Co.	16
Caverhill, Learmont & Co.	37	Jamieson & Co., Ltd., R. C.	77	Parmenter Bullock Co., The	102		
Chatham Malleable & Steel Co.	83	Johnston, H. E.	102	Pease Fdry Co.	103	Want Ads.	76
Chicago Flexible Shaft Co.	30			Peterborough Lock Co.	84	Warsaw Sand Paper Co.	34
Chicago Spring Butt Co.	1	Keating, Wm.	96	Pinchin Johnson Co., Outside front cover		Williams & Taylor	18
Collette Mfg. Co.	90	Kenrick & Sons, Ltd., Archibald.	86	Pink, Thos.	17	Winnipeg Paint & Glass Co.	85
Co-operative Cycle Co., The	95	King Light Co.	87	Pittsburg Lamp Brass & Glass Co.	88	Winnipeg Ceiling & Roofing Co.	93
Cowan & Britton	86	Kinzinger Bruce & Co.	32			White Mop Wringer Co.	85
Corbin, P. & F.	83	Kuhne, Anderton Co.	95	Ramsay, A., & Sons Co.	78	Whitman & Barnes Mfg. Co.	82
Croft, Wm., & Sons	91			Raymond Bros.	102	Wilkes-Martin-Wilkes Co.	101
Cummer-Dowswell, Ltd.	19					Woodstock Wagon & Mfg. Co.	35
						Wright, E. T., & Co.	7

Add \$5.00 to Your Weekly Salary

DO you want to increase your salary by at least \$5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn \$5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue,

TORONTO, Ont.

HARDWARE AND METAL CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Winger Co., New York City
Lorell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorfen Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinrich's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananogue, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananogue.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananogue.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bower, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Onelda Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorfen Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton, West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Saws.
Athens, E. C., & Co., Hamilton.
Diston, Henry & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Scythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinsch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Onelda Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Spring.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdswell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrew Wire Works, Watford, Ont.
Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



LARGELY INCREASED SALES

The sales of the "Ross" Sporting models in 1912 showed a very large percentage of increase, and this is especially the case in the more expensive "High Velocity" 280 Model.

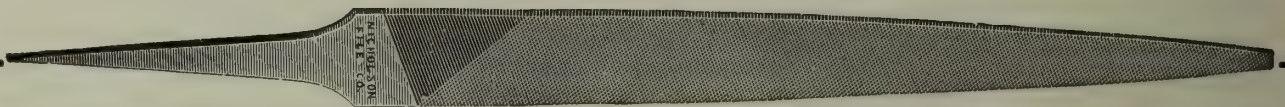
"Ross" Rifles sell because of their accuracy, which wonderful scores in international and other matches have proven, and on account of their power to anchor the largest game.

Dealers who have not shared in the increased sales are invited to correspond with us, and it is quite likely a way can be found to help the sales to climb. There is a good margin on every "Ross" Rifle you sell.

ROSS RIFLE CO.

-

QUEBEC



FILES WITH PROFIT

DECIDE on handling files which are an absolute standard of even quality and perfect cutting power from year to year. Nicholson-made files are made from a private-formula steel on privately-designed special machines, tempered by a special Nicholson process, inspected individually at each stage of manufacture, and tested individually on all cutting sides by hand before placing in stock. You get the benefit as a retailer.

Nicholson-Made Means Steady Trade

The Nicholson-made Brands are standardized absolutely to unvarying high quality. Over 200,000 files a day are made and sold all over the world from the Nicholson plants. Buy your brands from your jobber, and insist on "Nicholson-made" Files.

THE FILE WINNERS

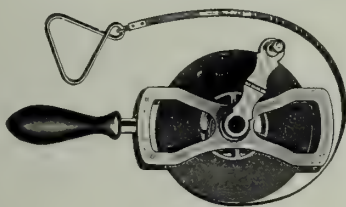
Kearney & Foot
Globe
American
Arcade
Great Western

NICHOLSON FILE COMPANY
Port Hope, Canada

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale
for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

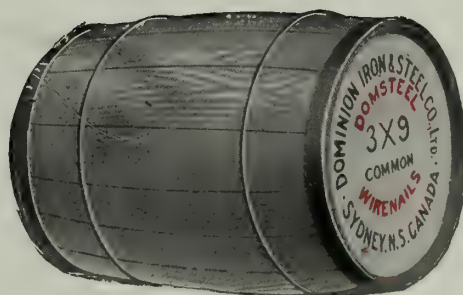
DOMSTEEL WIRE PRODUCTS

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard
and Special Gauges



We own and operate our own coal and ore mines. We make our own pig iron and steel; therefore we can produce the necessary grades of steel for any purpose.

OUR SHIPPING FACILITIES are the very best.

Stocks carried at both Montreal and Sydney.

DOMINION IRON & STEEL CO., Ltd.

HEAD OFFICE AND WORKS—SYDNEY, N.S.

SALES OFFICES:

Sydney, N.S., and 112 St. James Street, Montreal



*What Does Your Customer
Pay For in Ammunition?*

WHY, plainly, for *shooting quality*—which means accurate loads, uniformity, sure fire, care and experience in the making.

Remington U. M. C. commands the highest price paid for ammunition made in the Dominion.

It is bought in preference to every other make by sportsmen all over Canada.

If you are not selling Remington U. M. C., any of these users will tell you that this ammunition is well worth the extra fraction of a cent per load because of its absolute reliability.

Take the lead in the ammunition trade in your section. Feature Remington U. M. C.—a full aggressive assortment, so you can give any man the load he wants for the kind of game he is after.

*Place your orders now
for July delivery.*

Remington Arms-Union Metallic Cartridge Co.
Windsor Ontario

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 8

February 22, 1913

INTERNATIONAL Varnishes and Varnish Specialties



TRADE MARK
ELASTICA
TRADE MARK

Floor Finish. The
one perfect Floor
Varnish

A Chain of Quality That Means Better Business

The quality of International Varnishes and Varnish Specialties has gained a reputation for them the world over.

Every buyer gets full imperial measure in every can and the utmost value for the money. The result is that you always keep your old customers and get many new ones.

By our co-operation we bring customers to your store—then it is exceedingly easy for you to effect sales.

Start building your business NOW.

Write for particulars.

Satinette

White Enamel.
The Immaculate
Finish

LACQUERET
J. B. LACQUERET

The Household
Lacquer

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works

New York, Chicago, London, Berlin,
Brussels, Melbourne

Largest in the world and first to establish
definite standards of quality.

TRADE MARK
KLEARTONE
TRADE MARK

Acid and Oil
Stains

TRADE MARK
FLATTINE
TRADE MARK

Finishes

All Big Bens now come with bridged plates and detachable barrels.

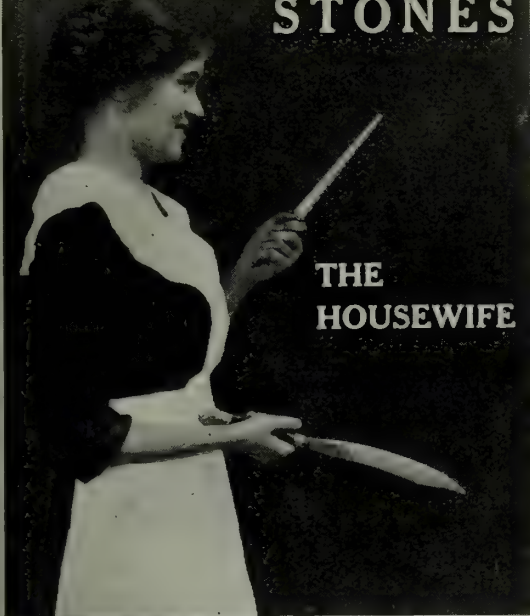
The springs themselves are free for the asking. It takes but a minute to put them in place.

Your jobber has only the new style in stock.

*Made in La Salle,
Illinois, by Westclox*

We Want to Present You to
Another Customer for

CARBORUNDUM STONES



THE
HOUSEWIFE

HAVE you ever told her how quickly—
how easily—she can sharpen every
kitchen knife, paring knife, or carver?
You can help her solve one of her domestic
problems—sell her a

Carborundum Knife Sharpener

When Madame Housewife comes in, show
her an octagonal or round sharpener.—Tell her
that three or four strokes on it will give a knife
a keen, smooth edge—she doesn't need to be
expert.—The Carborundum does the work—
cuts the edge on the blade in a twinkling.—
Show her the stag-handled sharpener—the
one in the satin-lined box,—that will go so well
with her best carving set,—and a sale is made.

*Ask for our Knife Sharpener
display cartons*



The Carborundum Company
Niagara Falls, N. Y.

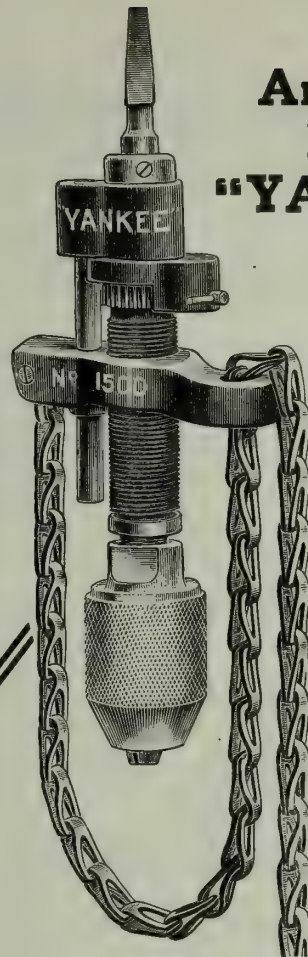
New York Chicago Boston Philadelphia
Pittsburgh Cincinnati
Cleveland Milwaukee Grand Rapids
London, Eng.



Another New "YANKEE"

No. 1500 with
3 Jaw Chuck.

No. 500 with
2 Jaw Chuck.



"YANKEE" CHAIN DRILL

with Positive Automatic
Friction and Ratchet Feeds

Adjusts itself automatically to the size of
Drill Points used and feeds no faster than
it can take, preventing breakage. The slack
in the chain is taken up almost instantly by
the automatic friction movement, and this is
reversed for slackening the chain or taking
the Drill from the work, making it the quick-
est operating and biggest time saving Chain
Drill built. No hand feed to fool with and
nothing to catch and pinch the fingers. Built
substantially throughout. Get further par-
ticulars.

BETTER WRITE YOUR JOBBER

North Bros. Mfg. Co.
PHILADELPHIA, PA.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with



The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

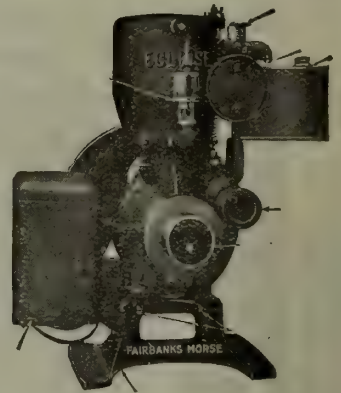
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



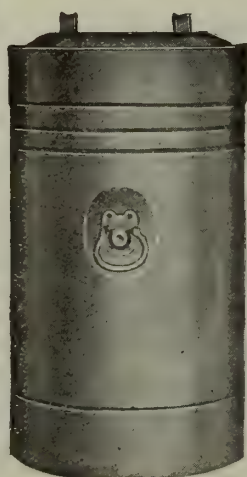
S.M.P. MADE-UP CANS OR TRIMMINGS

We can supply made-up

**Milk Cans, Cream Cans
Creamery Cans
Railroad or Delivery Cans**

We also carry in stock any trimmings required for these cans, which we can supply promptly.

PRICES ON APPLICATION



THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

ROOF INSURANCE

AND

SIMPLEX ONE PIECE LARGE HEAD ROOFING NAILS

Mean One and the Same Thing

HEAD AREA

Means Real Life

Four Times Head Area of Large Wire Roofing Nails.

Heavy Steel Cupped Shape to give Head Bearing equal in its Full Diameter.

Saves Time—Saves Trouble

TRIVIAL EXPENSE

Insures Life of Roof

The Saving of a Cent a Roll in Nails frequently means the entire loss of a Roof before half its natural life has been reached.

Save Roofs—Saves Money

The very nature of Prepared Roofings demands a nail with a Large Head; being made of a substance which tears readily, it is of vital importance to use a nail with great head area.

The SIMPLEX has the Head Area

and besides it is a Time Saver, a One-Piece Nail Carefully made.

No time lost, as occurs when assembling separate nails and caps. No curling up at the edges of the cap. No leaking and rusting where nail goes through the cap. The Nail and Cap are welded together.



Illustration of TIN CAP AND NAIL Trouble.

Caps curl up when nailed to roof and leave very little bearing on the roof. Tin Caps soon rust and leak. Caps and Nails require time to assemble and are difficult to handle on steep roofs.

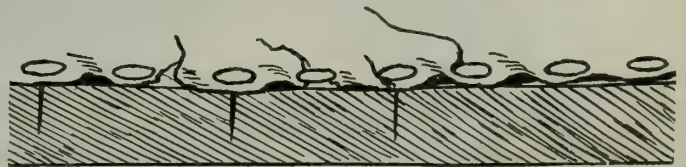
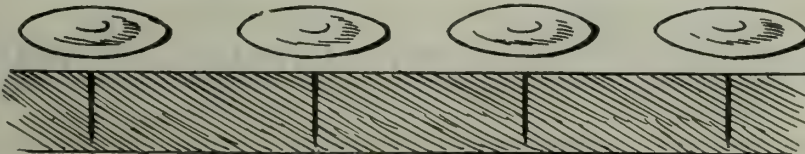


Illustration of REGULAR ROOFING NAIL Trouble.

Four times as many nails to drive to get the same surface under head as with Simplex. Wind strain causes roofing to TEAR AWAY from head. Four times cost of applying in time.

Heavy Steel Head
1 inch Diameter,
Won't Curl, Rust
nor Tear Roof.



Small Stem, 1 Inch
Long and Barbed
to Insure Greatest
Holding Power.

Illustration of NO TROUBLE AT ALL with SIMPLEX NAILS.

Quickest to lay—Thick Heads Resist Rusting—Largest Bearing Surface—Edges don't curl up—No leaks around Head—All One Piece—Four times Head Area of a Regular Large Head Roofing Nail.

If you want to give your customers Good Roof Service, Sell SIMPLEX NAILS.

LEWIS BROS., LIMITED, MONTREAL

SOLE AGENTS FOR CANADA

OTTAWA

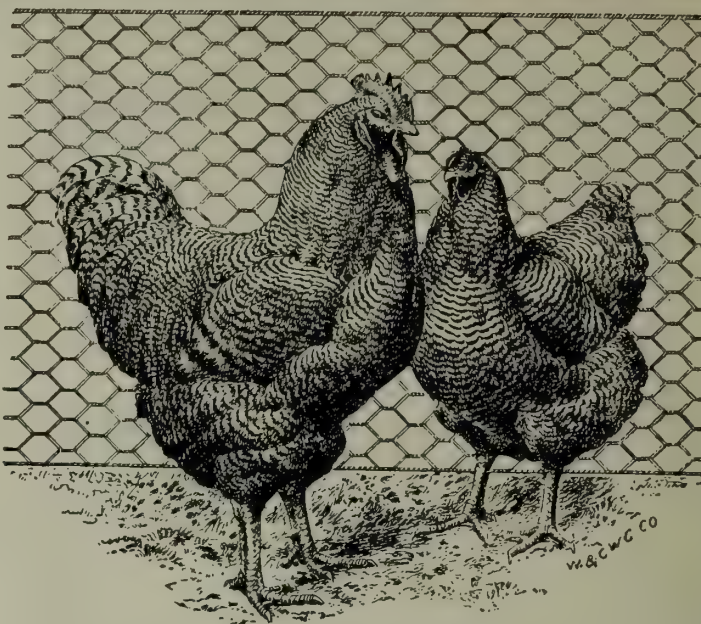
TORONTO

VANCOUVER

Galvanized Hexagon Poultry Netting

50 Yard Rolls

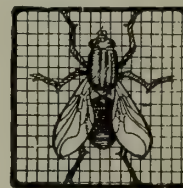
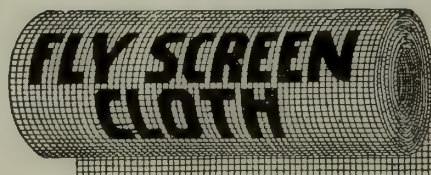
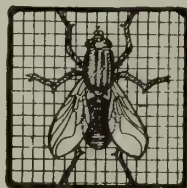
- 2 inch Mesh No. 19 Steel Wire, with 3 strand selvage. 12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96 inch wide.
- 2 inch Mesh, No. 16 Steel Wire with 3 strand selvage. 24, 30, 36, 42, 48, 60, 72 inch wide.
- 1½ inch Mesh, No. 19 Steel Wire with 3 strand selvage, 24, 30, 36, 48 inch wide.
- 1 inch Mesh, ¾ inch Mesh or ½ inch Mesh, No. 20 Steel Wire. 18, 24, 30, 36 inch wide.



Poultry Netting Staples

Galvanized or Bright

No. 13 gauge wire 5/8, 3/4, 7/8, 1 and 1¼ inch long in 10 lb., 25 lbs. or 50 lb. boxes or 100 lb. kegs.



Our Fly Screen Cloth is woven by special machinery which insures uniform mesh, it is painted black by the tower system, it has a beautiful clean, hard, durable finish that will not peel or crack off. 100 lineal feet in a roll 12 x 12 Mesh, made of No. 33 gauge Steel Wire. Widths 18, 20, 22, 24, 26, 28, 30, 32, 34, 36 and 42 inch.

Hold Back Screen Door Hinges

Ours are full weight. Ornamental size 4¼ x 3 inch. Black Japan or Old Copper Finish.

Write for Prices for Spring Delivery.

Caverhill, Learmont & Co.
MONTREAL

RED DEVIL TOOLS

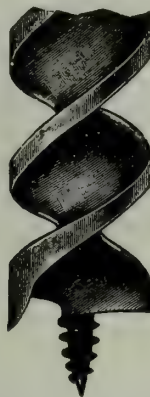
are
guaranteed



Try
them
and be
convinced

No. 655—Electrician's long-nosed side cutting plier.

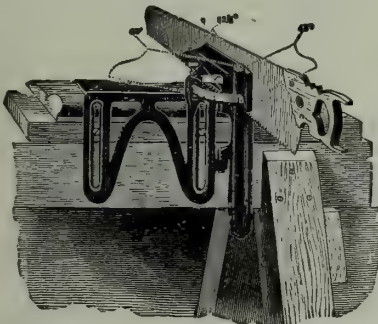
Sharp
Fast
Certain
Bore



No Wood
too hard
or rotten
for this
bit

No. 2403—Electrician's Bit

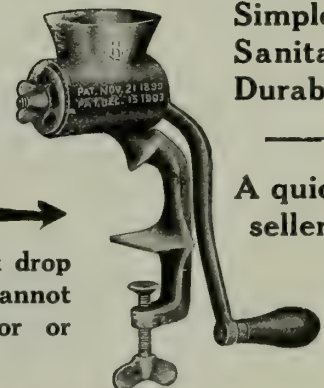
W
E
I
G
H
T
2
L
B
S.



No. 159—Genuine Seavey Mitre Box

Perfect
joints
mitres
and
angles
guaranteed
on
this
box

See this point →
all juices must drop
into dish and cannot
drop onto floor or
table.



Simple
Sanitary
Durable

A quick
seller



No. 1213—Good, but sold for a price.

Your jobber carries these goods
ask him.

When you get RED DEVIL Goods---You Get The Best

SMITH HARDWARE CO., LIMITED, MONTREAL

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**
100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

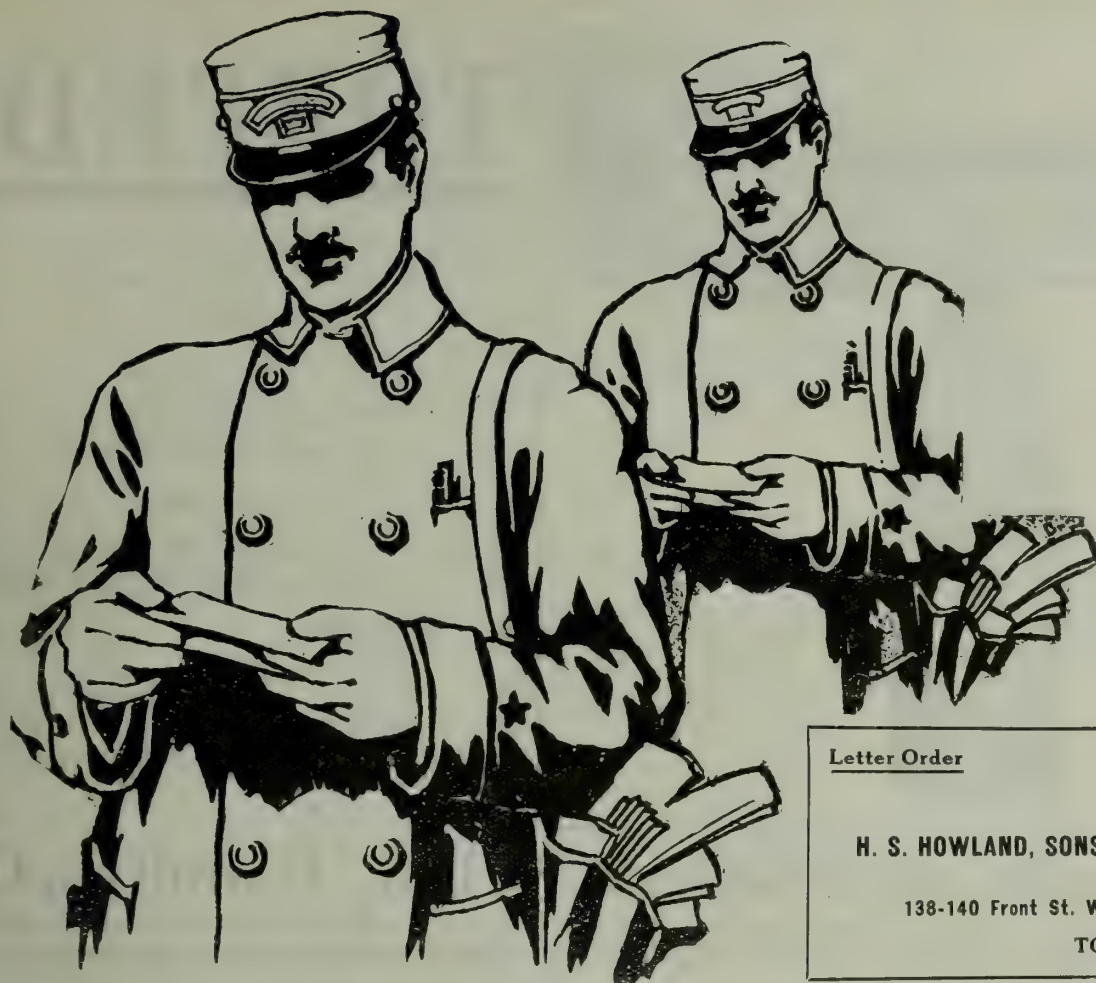
WINNIPEG

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



Letter Order

H. S. HOWLAND, SONS & CO.
LIMITED

138-140 Front St. West

TORONTO

Always at Your Service

Our aim has always been to maintain the reputation of our Letter Order Service for certainty and promptness and we want you to understand that no matter how satisfactory our service may have been in the past we are trying to give even better satisfaction now. With a department devoted exclusively to Letter Orders you can depend on your orders being filled quickly and carefully.

SEND US YOUR LETTER ORDERS.

H. S. HOWLAND, SONS & CO.

LIMITED

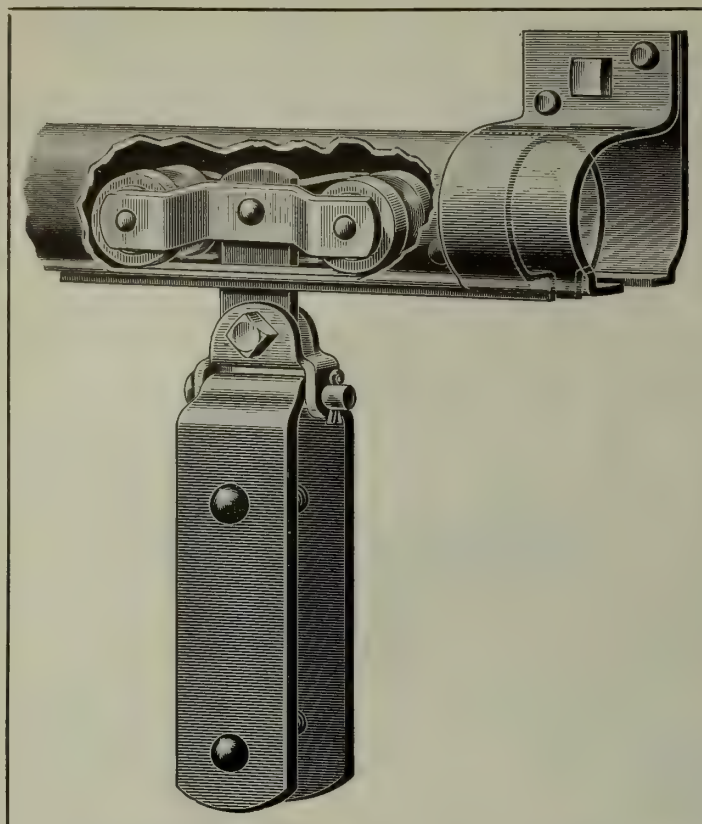
WHOLESALE HARDWARE

Toronto

We Ship Promptly

Our Prices are Right

Graham Nails are the Best



TORPEDO

This new line will cause great excitement in Hangerdom.

The most scientific, sensible, useful Swing Hanger yet invented.

Heavy Tandem Truck, Roller Bearings, Self Cleaning Round Rail in 3-foot lengths.

Frictionless, Noiseless, Tandem, Flexible, carry the heaviest doors.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

**If Your Ambition is to Sell Nothing But High Quality Cutlery,
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

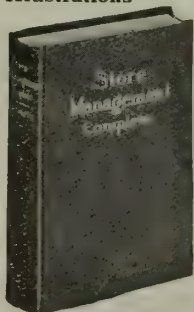
No Brand of Cutlery is better known to-day than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.



FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BIG

RESULTS
from small investments. Real
Hardware & Metal's Want
Ad. Page.



The "Big 4"

Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

NATIONAL MANUFACTURING COMPANY
STERLING, ILLINOIS

MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

225 Ambroise Street Montreal

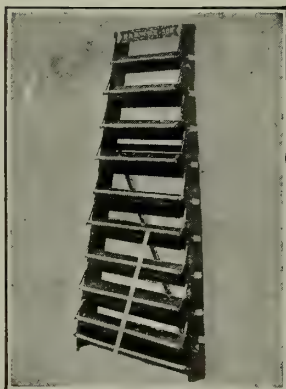


Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



BOWSER

WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A.

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN

WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



Plymouth—That Different Rope

A Plymouth Dealer Writes

“We find that our customers are beginning to see the difference between common rope and Plymouth Rope.”

Plymouth Rope *is* different from other ropes. If it were not, it could not cause statements like the above; could not sell at a higher price; could not have built the world's largest cordage business.

To the customer this difference means greater return for his money—in service, in satisfaction. It brings him back for “more of the same”—puts the Plymouth dealer's trade on a sound and profitable basis.

You owe it to yourself and *your* customers to test these facts. The one sure way is to stock and sell a trial lot of the rope.

Order from the Plymouth jobber's salesman. Ask for the ship trade-marked rope.

Independent Cordage Company, Limited
Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

GREENING

New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The Most Satisfactory Chain To Handle.

MANUFACTURED BY

THE B. GREENING WIRE COMPANY, LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

**The Best Assurance Of Many Sales
Is The Handling Of**

ENTERPRISE

HOUSEHOLD NECESSITIES



**Meat and Food
Chopper**

Every housewife who uses a meat and food chopper heartily recommends it to her neighbors as a necessary part of the kitchen equipment.

Every farmer can save a considerable amount of money through the use of the Sausage Stuffer and Lard Press.

We make it very easy for you to sell our goods by supplying you with circulars and other advertising matter which you can give to your customers or distribute throughout your vicinity. These circulars point out the advantages of using *Enterprise goods* and assure the people of the high quality and dependability. All advertising matter which we give will bear the dealer's name, so he will get all the inquiries.

It would be wise to make an attractive window display as soon as you start to advertise, as the combination will prove extraordinarily strong. *Do not hesitate about writing us for full particulars, as splendid profits await you.*

**THE ENTERPRISE
MANUFACTURING CO. OF PA.
PHILADELPHIA**

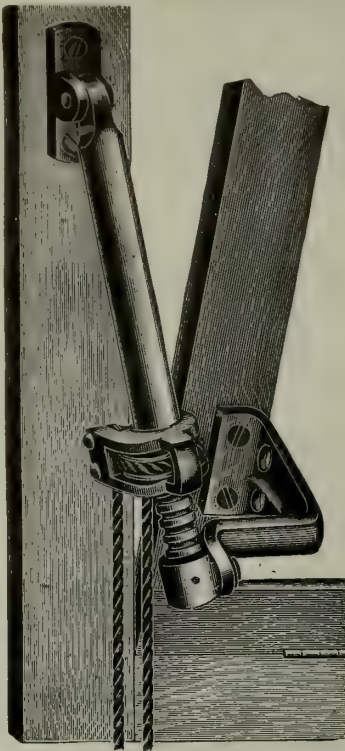
29 Murray St., New York City

176 N. Dearborn St., Chicago, Ill.

530 Golden Gate Ave., San Francisco, Cal.

**Sausage Stuffer
and Lard Press!**





ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

**You'll Reap
Big Profits
If You Handle**

ROGERS'

**Portland Cement
and
Crushed Stone**

You do not have to carry a large stock to sell our products.

If the stock you have on hand should not be large enough to meet the builders' requirements, write us and we will ship the quantity desired immediately.

Rogers' Portland Cement is recognized by many of the best builders as a product of great strength, durability and uniformity of set.

Rogers' Crushed Stone is made in all sizes, and is clean and free from dust, dirt and mould

Our plants at Vinemont, Ont., and Dundas, Ont., have capacity of 4,000 tons a day. If you want to make better profits get in touch with us at once.

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG.

HARDWARE AND METAL

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

B.B. Co. Presses Embody STRENGTH and RIGIDITY

MINIMIZING maintenance cost
of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

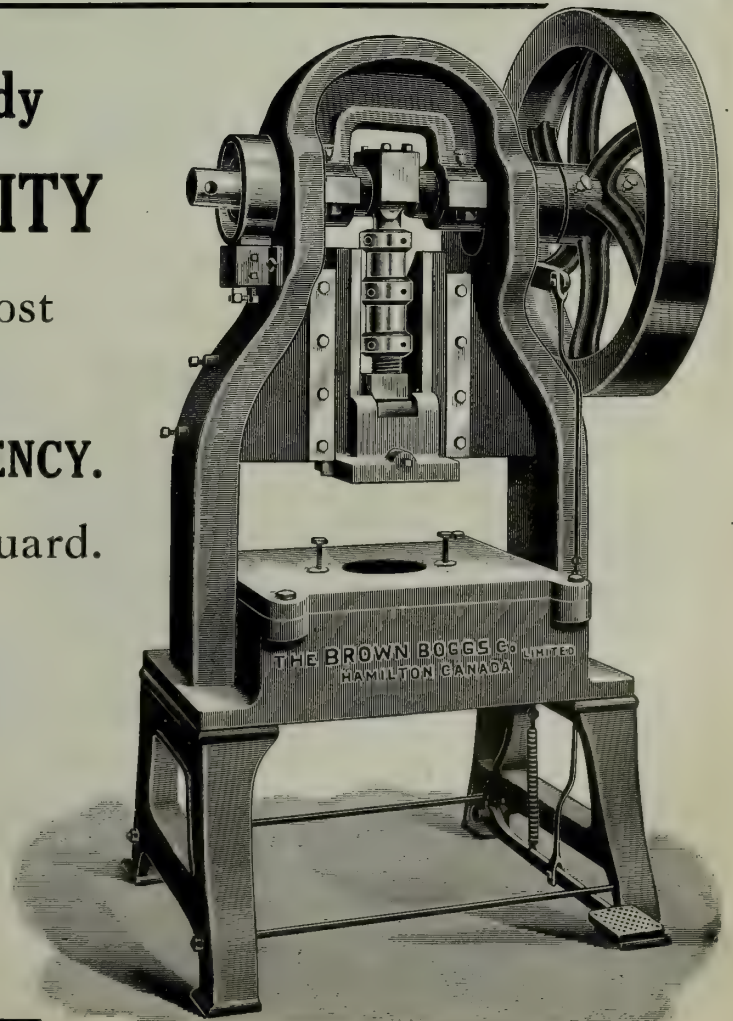
LET US QUOTE ON
YOUR PRESS REQUIREMENTS.

The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

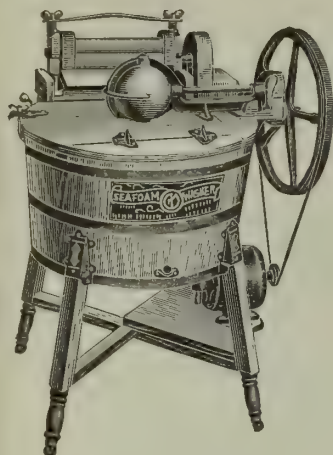
Presses, Dies, Tinsmiths' and Sheet Metal
Workers' Tools, Canning Machinery



A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



Style A

Agents:
W. L. Haldimand & Son
MONTREAL
H. F. Moulden & Son
WINNIPEG

Style B



Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Wind-mill Power, and is especially adapted for rural districts.

BOTH are equipped with a first class metal frame. Five year guaranteed Wringer that runs automatically in either direction.

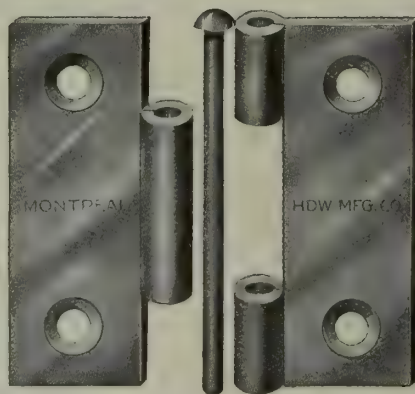
Both Washing and Wringing can be done at the same time, or separately.

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.

YOU CANNOT DO BETTER

Than carry M.H. goods. Uniform quality and sure to please

If quality, workmanship and price, are to be considered, our line will appeal to you and we invite your investigation.



We guarantee the goods. We guarantee the service and our prices are right. On this basis we solicit your patronage.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

CANADA



The Hardwareman

*who is not
handling our*

"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

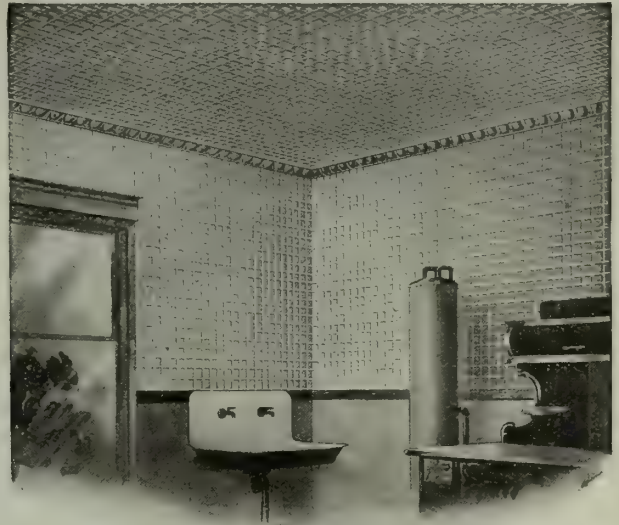
THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

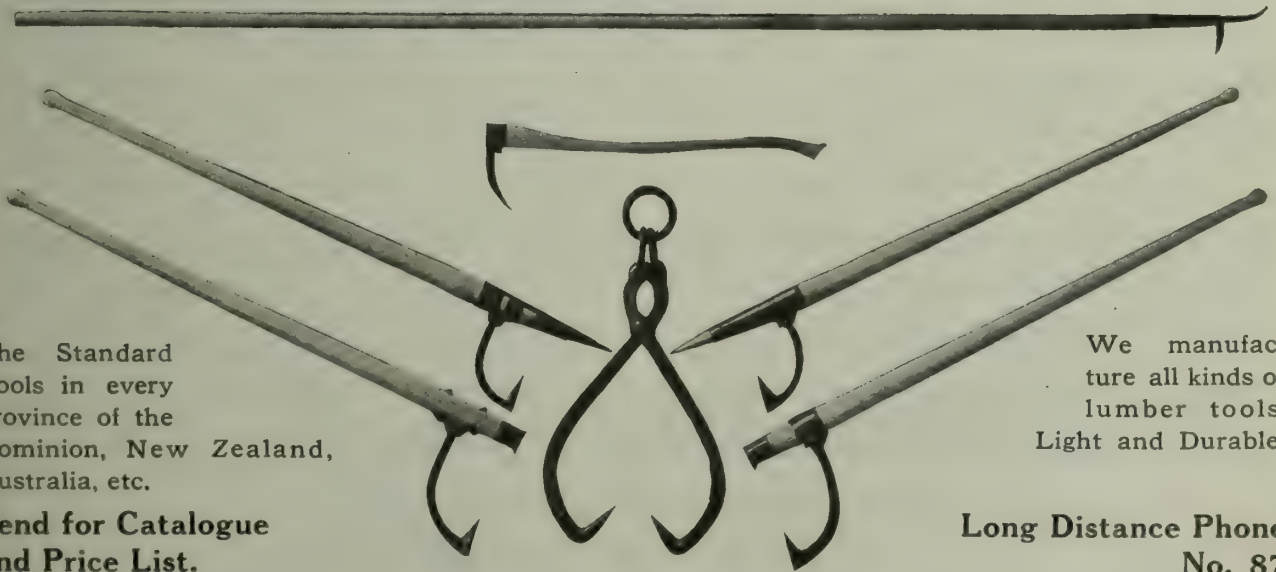
WINNIPEG, MAN.

*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*



C91

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

We manufac-
ture all kinds of
lumber tools.
Light and Durable.

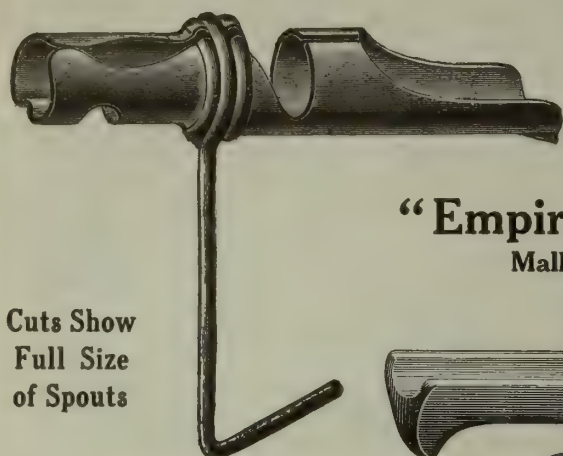
Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Sugar Makers' Supplies



"EUREKA"

Maple Syrup Cans

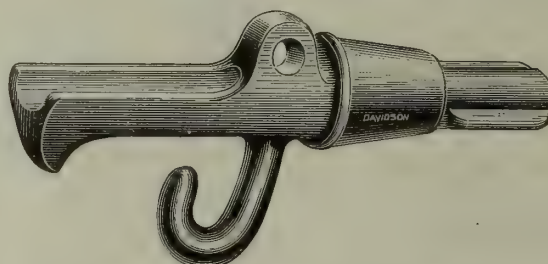
Steel Sap Spouts, packed in cardboard boxes, 100 each.



Round and Square with Screw Tops $\frac{1}{2}$ and 1 gallon. Other sizes made to order.

"Empire" Sap Spouts

Malleable Iron Tinned



Guaranteed against breakage

WRITE FOR PRICES

SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Qts. 4, 5, 6, 8, 12

**WESTERN
PATTERN**
6 and 10 Quarts



Cuts Show Full Size of Spouts

We also have in stock (and can ship promptly)

"PERFECTION" SAP SPOUTS

"WOOD" SAP SPOUTS

"EUREKA" CAST SPOUTS

"BEAVER" SAP SPOUTS

same as Empire only without hood

The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

THOMAS BLACK

HEAVY HARDWARE
AND
BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement
"ACME" Keene's Cement
"HAMMER BRAND" Plaster of Paris
"R.I.W." Waterproofing Products
"UTILITY" Wall Board

"PERFECT" Corner Bead
"PERFECT" Metal Lath
SAMSON Car Movers
IDEAL Tube Expanders
CONEWAGO Waterproofing Paper

REASONABLE PRICES

EXCELLENT SERVICE

The Happy Boy Is a Sure Trade Booster



The boy with a Hamilton rifle shows it! Talks about it to the other boys. Tells how much it costs. Tells where he bought it. He sends more boys to your store to buy this wonderful little gun. Get a few of these rifles out, and every one is a trade booster for you. And once you make a friend of the boy, he buys a lot more from you than his rifle.

HAMILTON 22 CALIBER RIFLES

are sure-shooting and hard-hitting. No rifle made is better for small game. Hamilton Model 27 is a wonder at the low price. Only our exclusive patents and long experience make this low price possible.

Your jobber will fill your order quickly for a supply of the different Hamilton models. Full description mailed free on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.

Old Standard, Eagle, Pyramid and Globe GERMANTOWN LAMPBLACK

IN PACKAGES OR BULK FOR EVERY REQUIREMENT

The mere fact of having the Best Blacks at a moderate price — not necessarily the cheapest in initial price per pound, but cheapest in final results, added to the assurance of absolute purity, uniformity and good service is the reason we have the Largest Lampblack business in the world.

Dealers everywhere should sell these brands—they are the assurance of absolute satisfaction.

**Why Buy The "Near Brand"
When the Best is Procurable?**

Established 1849.



The L. MARTIN CO.

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

RE-SHIP AT REGINA

Why?



It is the Hub of the West

and you need a point to which you can consign your goods in carloads or large quantities, taking advantage of the low long-haul rates, and from which you can distribute with the greatest directness.

We are located at Regina for storing and distributing. Our warehouse may be your Western Branch. By storing we save you time. By re-shipping we save you money. The plan is practicable, our charges are reasonable, our service experienced, our shipments prompt, our reports regular.

Write your particular needs. We believe we can meet them. We are serving scores of Eastern wholesalers and manufacturers.

**REGINA STORAGE AND FORWARDING CO.
LIMITED REGINA**



"Baxter Banner Ranges Bake
Cake Like Mother Used to Make."

BAXTER BANNER GAS RANGES

Sell quickly and profitably while others take up valuable space on your floor.

These Special Features and Conveniences will appeal strongly to your prospective customers and enable you to get your price every time.

Patent Divided Glass Oven Door.

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest selling feature on the market.

Sanitary Finish.

Body and castings have special non-rusting baked enamel Japan finish. Every part of the range can be handled without soiling your fingers.

Aluminized Oven and Broiler.

All the oven and broiler liners are coated with silvery, fire-proof aluminum-bronze—making them bright, attractive, easy to clean and durable.

One Burner for Both Oven and Broiler.

One burner serves for both oven and broiler. Splendid work with little gas. No cumbersome and dangerous pilot lights. Oven guaranteed explosion-proof.

Concealed Manifold.

The front supply pipe is concealed under edge of top. Doesn't collect dust or grease. Never has to be wiped off.

Spit Fire Lighter.

Lights any one or all top burners without striking any matches. Burns only 3c worth of gas per month.

Let us send new catalog 41 and quote prices.

THE COPP STOVE CO., Limited, Fort William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY CO., Ltd., Montreal

N. L. STEWART, Toronto, Agent for Central and
Southwestern Ontario.

Factory: The Baxter Stove Co.
Mansfield, Ohio U.S.A.

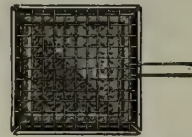
Wire and Sheet Metal Goods

That Pay Good Profits

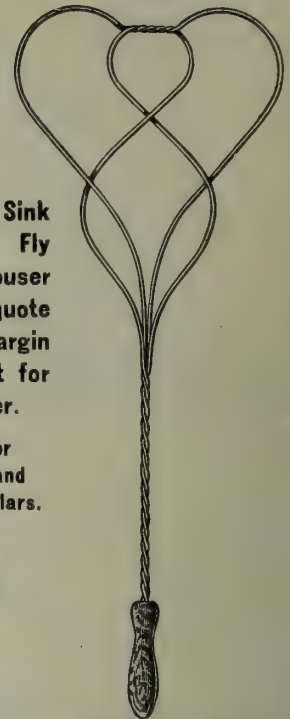
A Splendid Quality For Your
Notion Counter

We manufacture

Potato Mashers, Electric Egg
Beaters, Toasters, Flue Stops, Sink
Strainers, Carpet Beaters, Fly
Killers, Vegetable Sifters, Trouser
Hangers, etc., on which we quote
prices that have a splendid margin
for profit for
the dealer.



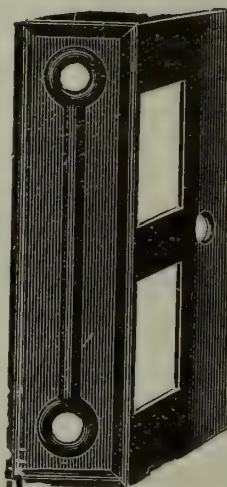
Write for
Catalog and
full particulars.



Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.



National Steel Rim Locks

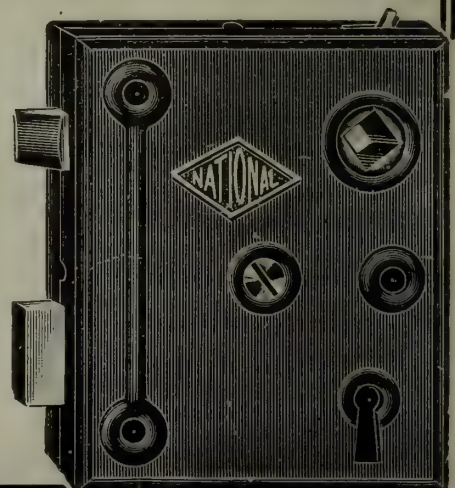
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us
for particulars
and prices.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA





Mr. Dealer!

DO **YOU** REALIZE **YOUR** PROFITS **CAN** BE
VERY MATERIALLY

INCREASED,

THAT **YOU** CAN MAKE PROFITS ON GOODS
SOLD BY YOUR COMPETITOR AND EVERY
DEALER IN CANADA AND THE UNITED
STATES?

YOU Can If You Are a LIVE Wire

You can make Profits on Goods sold in every town
in Canada and the United States.

You Are Not Confined

to the limited territory in which you are located. Your only limit is the American
Continent. You will say it is impossible because **You Have Never Tried.**
You can do it! There's **Always** a **Way** when **Determination** and **Imagin-**
ation strive for **Betterment.** There is OPPORTUNITY for all who
DEEPLY THINK—CHANCE for ALL who DARE to CHALLENGE PRECE-
DENT. **BUT**

There is NO Success Without FAITH

You can make of yourself and for yourself **anything** to which **you set your-**
self. Why not **Set Yourself for Increased Profits?** It's up to **You,**
not to think or dream about it but to **act,** and act **right now.** The man of
action always gets there, the dreamer **never** does. Are you the man of
action, or the dreamer of your town? Do **you want to tie to** a sales force of
over **two million** a week in Canada and over **ten million** in the United States,
or do you want to stick to ancient history methods and only make a profit on the
sales you make individually?

This Is the Show-Me Age

And **we will** show you, if **you** will **show us** that **you are** willing to be
shown. There's **just one dealer** in a town that **will** be shown. **Are you** that
dealer? **We are** from Missouri, and it is up to **you** to **show us** your desire to
be shown by **your name** on the coupon in the **first** mail. **Will you** allow
your competitor to beat you to it? **Move**
lively and **get on the progress waggon**
and get the **real dollars** that

Dominion Utilities Mfg. Co., Ltd.,
482½ Main Street Winnipeg, Man.

I am the Live Wire Dealer of this town and
after the dollars you hold in trust for me
and the one dealer in a town proposition, if
you can show me.

Name

Address

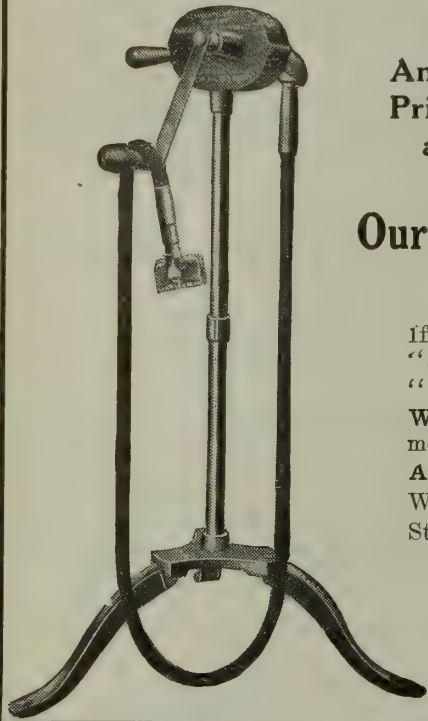
Province

ENCLOSE YOUR CARD

THE I.X.L. VACUUM WASHER

is rolling into the pockets of
LIVE WIRE DEALERS

The Farmer Needs The Stewart Ball-Bearing Clipping Machine



And the Reasonable
Price makes it Easily
and Quickly Sold



Our Competitors Are Admitting The "STEWART" Superiority By Trying To Imitate It

If any other concern tells you that they have a clipping machine as good as the "Stewart," ask them to prove it—they cannot.

"Stewart" machines are imitated in design, but not in quality.

We guarantee them to give perfect satisfaction or we will quickly refund the money.

Ask US how we help you make many sales.

Write for full particulars at once.

Stewart Clipping Machines are carried by all jobbers in Canada.

CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO



"The Empire Line"



NOW is the time to place your orders for

"EMPIRE" FURNACES and REGISTERS

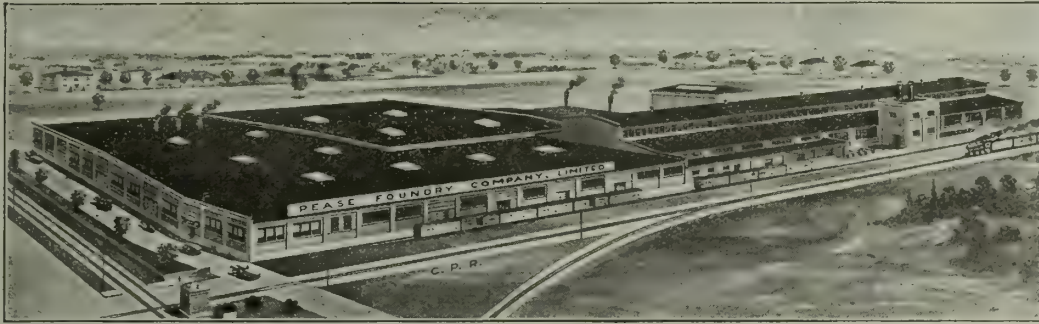
Made by
CANADIAN HEATING & VENTILATING CO.
OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

OUR NEW PLANT IN BRAMPTON



Designed to Give the Heating Trade Better and Quicker

Service

It covers about ten acres and is the most modern plant of its kind in Canada.

During past years we have been unable to fill orders in the fall as quickly as we would like, owing to the ever increasing rush of our business.

That is the reason for the building of our new factories and machine shops. We have both C.P.R. and G.T.R. connections at our new plant, which will greatly facilitate shipping.

We are doing this to give you and your customers the best possible service, and we ask you to co-operate with us by **PLACING YOUR ORDER EARLY**. This will help you considerably and will ensure you prompt delivery.

PEASE FOUNDRY COMPANY

LIMITED

Toronto Winnipeg Brampton Vancouver Hamilton Montreal

McClary's "SAMSON" MILK CAN TRIMMINGS



"SAMSON" BOTTOMS

Pressed from one piece of steel, it is the strongest, most sanitary, and easiest working bottom made—it is the only seamless bottom in the Dominion.

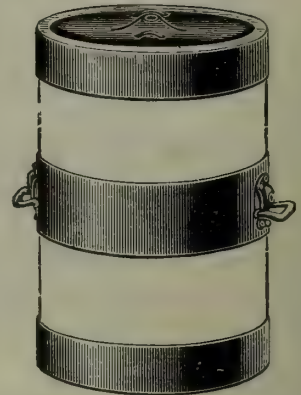
"SAMSON" COVERS

Drawn in one piece—seamless, sanitary, air-tight, and absolutely uniform in size.

"SAMSON" BREAST AND NECK

Spun from one piece of specially annealed steel—exceptionally durable.

Order "Samson" milk can trimmings from our nearest branch.



McClary's



St. John, N.B.

London

Toronto

Montreal

Winnipeg

Edmonton

Vancouver

Calgary

Saskatoon

McCLARY ON GOODS IS A QUALITY NAME.

Hardwaremen Can Enjoy Larger Profits

By Handling The



"KELSEY" Warm Air GENERATOR

because it does not enter into competition with ordinary warm air furnaces. It stands in a class by itself, therefore, you can ask more money and the customers will be satisfied.

The "Kelsey" assures a saving of from 30 to 40 per cent. as its construction gives it 3 times as much heating surface as any other furnace.

Note the Zig-Zag Tubes. The efficiency of the "Kelsey" Generator is due namely to the long, hollow cast iron tubes or sections, with zig-zag sides through which most of the air passes in being heated.

There are from 8 to 15 tubes in each Generator, according to its size and capacity, and, as you will notice, they are placed upright on end in the Generator and on the "lower deck" and just above the grate surface.

These tubes form the fire cylinder and combustion chamber.

They are in contact with, and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases—all heat being utilized to the utmost.

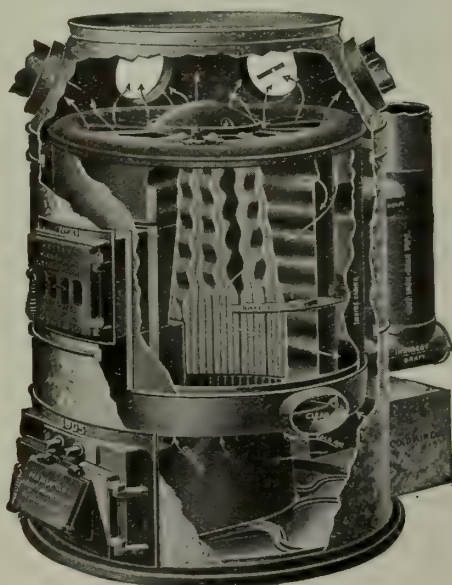
Each heat tube has eight square feet of heating surface.

Investigate the "Kelsey."

Write us for full particulars.



One of the
Zig-Zag Tubes



THE
Jas. Smart Mfg. Company
Winnipeg, Man. LIMITED Brockville, Ont.

McClary's Kootenay Steel Range



Selling Points:

Nickeled sheet steel ventilated oven.

Semi-steel durable fire-box linings and grates.

Patented detachable reservoir.

Duplex removable grates.

Burnished cooking top requires no blacking.

Direct draft damper controls fire perfectly.

Kootenay Ranges have always had an immense sale because of the housewife's appreciation of these foregoing desirable features.

For further information, write to nearest branch for Catalog and Price List.

LONDON, TORONTO,
VANCOUVER, ST. JOHN, N.B.,
HAMILTON

McClary's

MONTREAL, WINNIPEG,
CALGARY, SASKATOON,
EDMONTON

"McClary on Goods is a Quality Name."



THREE DISTINCT PROFITS

FOR THE DEALER WHO SELLS "PRESTON" METAL CEILINGS

PROFIT ON
MATERIAL

PROFIT IN
PUTTING IT ON

PROFIT ON
PAINT



You Sell "Preston" Goods from Catalog. When you hear of any buildings, such as stores, schools, churches, etc., which are to be renovated, get after the owner or owners and do your very best to get the order for the material. Our catalog gives the prospective buyer a splendid selection and idea of the quality of our goods. If you find it difficult to make a sale our expert salesman is at your service, absolutely free.

On every sale you get a large commission—get the job of putting on the material—and make a profit on the paint you use to paint it.

If you want to make three big profits, write us at once.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

Address nearest branch

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO





SAP BEGINS TO FLOW

in a few weeks. Orders will flow into your store from farmers and bush owners who want sap pails and sap spiles in a hurry.

Don't Turn Away This Business. Be Able To Deliver The Goods.

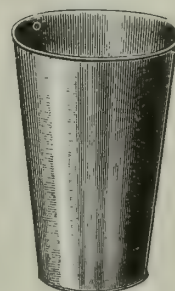
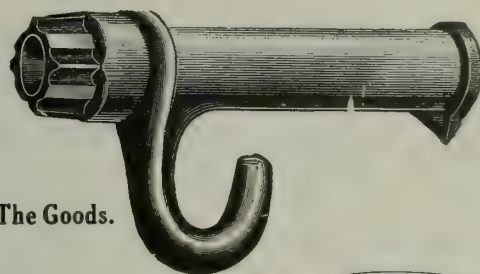
Send in your order now for



6 qt. Flaring Sap Pails.
10 qt. Flaring Sap Pails.
No. 12 Straight Sap Buckets.
Ideal Malleable Tinned Iron Sap Spiles, Closed.
Ideal Malleable Tinned Iron Sap Spiles, Open.

Order now while our stock is large. Delay may mean disappointment to your customers and loss of business to you.

E. T. WRIGHT & CO. :: HAMILTON, CANADA
(H. G. WRIGHT)



CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

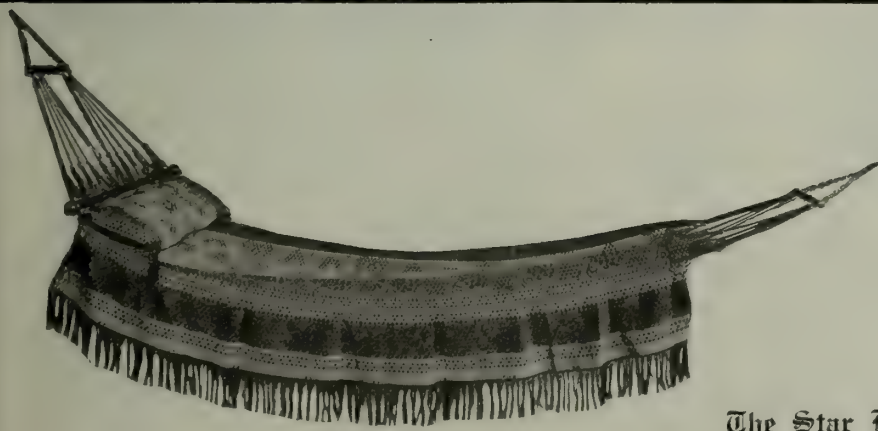
Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal



NO. 1143

YOU PAY NO DUTY ON THIS LINE

The Dominion Hammock Manufacturing Co.
DUNNVILLE, ONTARIO

**Canadian-Made
Hammocks
The Line for Profit**

WRITE YOUR
JOBBER FOR
QUOTATIONS

The Star Brand



TRADE MARK

Woven Hammocks

**Just a Few of
the Many Talk-
ing Points that
Make the Sell-
ing of R-W
Door Hangers
Easy**



Rivetless Steel Frame fitted with perfectly smooth bearings, assuring a minimum of friction and wear. Brackets made of two pieces $\frac{1}{8}$ x 2 inches steel, riveted together with $\frac{1}{4}$ -inch rivets. Smooth, wide tread wheels, combining great strength with toughness. Axles made from cold rolled steel turned on each end and securely riveted. Self lubricating bearings. Centrally hung pendent made from one piece of steel. Jump-proof, bird-proof, storm-proof, trouble-proof track made of heavy gauge high carbon steel—furnished in one piece up to 10 feet in length. Lateral adjustment provides for chafing.

These are only a few of the many talking points that make the selling of R-W Hangers easy.

For more than 30 years we have manufactured the largest—yes, and the best line of Hangers on the market—making it possible for dealers to select from one source of supply an assortment best suited to the requirements of their trade.

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



If you have not asked for or failed to receive a copy of our latest catalogue, drop us a card and we will mail you one at once.

104 THIRD STREET

**Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools**



**A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.**

**The most complete assortment
of Carving Tools to be found in the
United States.**

Send for our Catalogue.

BUCK BROTHERS

Millbury,

Mass., U.S.A.

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West TORONTO

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS

—:-

ONT.

Our Auto-Wheel Coaster Wagon

is something different in the coaster wagon line. The finish and design alone will bring many inquiries, but, when the advantages are pointed out inquiries are turned into easy sales.

A Wagon of Quality and Superior Construction

That Will Bring You Many NEW
CUSTOMERS

This "Auto-Wheel" is constructed of the very best materials and is skillfully designed.

It has (13) roller bearings in each wheel—this assures an easy running wagon.

The "Auto-Wheel" is built to stand severe strains to which a wagon of this kind is frequently subjected.

The special features should interest the progressive dealer. Drop us a card for complete description to-day.



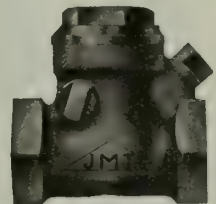
The
**CANADIAN
BUFFALO
SLED CO., Ltd.**
PRESTON, ONTARIO



Check Valve with
Drip Cock.



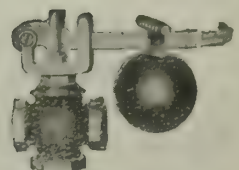
Water Gauge



Swing Check Valves



Globe Valves



Safety Valve—Lever
and Weight Type.



Steam
Whistle.

We Have

**Everything Your Trade Requires In
ENGINEERS' SUPPLIES AND PLUMBING GOODS**

We Guarantee High Quality

ILLUSTRATED CATALOG TO THE TRADE

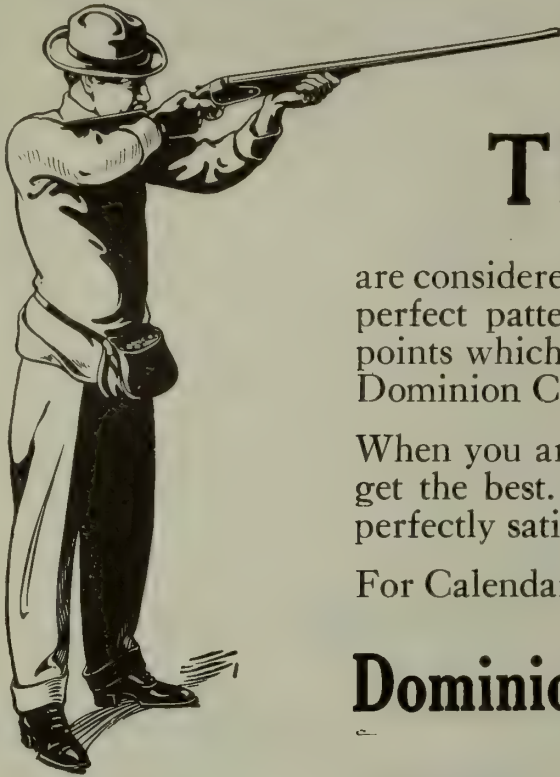
**The James Morrison
Brass Mfg. Co., Ltd.**
93-97 Adelaide St. West
TORONTO



Hancock Inspirator



Oil Cup—Quick
Stop, Sight Feed.



DOMINION TRAP LOADS

are considered the best on the market to-day. High velocity, perfect pattern and perfect penetration are the essential points which are to be found in the Standard Loads of the Dominion Cartridge Co.'s Ammunition.

When you are thinking of buying Trap Loads be sure you get the best. If you specify DOMINION you will be perfectly satisfied.

For Calendars, Hangers, and full information, write,

Dominion Cartridge Co., Limited

ADVERTISING DIVISION FILE "A 1"

MONTREAL

CANADA

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

Exhibition and Convention at Hamilton

Attendance Showed An Increase Over Previous Years, But Did Not Come Up to Expectations—Sessions Were Full of Interest and the Members Showed a Tendency to Handle Live Trade Problems—Movement Launched re Inspection of Weights and Scales—A Full Report.

THE first exhibition under auspices of the Ontario Retailers' Exhibitors' Association convention were held at Hamilton in favorable circumstances. Splendid the interest showed improvement

There can be no doubt that the kind ever arranged in this country. Officers of the Exhibitors' Association had ever been possible in the past, common footing as they did with the a great amount of hard work to puting that it finally attained, and for officers. The exhibition was a liberal no doubt that a great amount of attended and spent several days went home with a wider knowledge insight into buying problems.

A FULL REPORT.

A full report of the convention appears in this issue. In order to render possible the publication of a complete and accurate report actually before the convention sessions were over, Hardware and Metal was represented by a large staff at Hamilton. The effort was undertaken in order to give readers what Hardware and Metal has always striven to give—the best possible service.

of the Canadian Hardware Manufacturing, Limited, and the eighth annual Hardware and Stove Dealers' Association conjunction this week under most weather conditions prevailed, and over previous years.

exhibition was the best thing of its It was to be expected that the offi- would make a better showing than coming directly in touch and on a firms interested. Nevertheless it took the exhibition on the splendid foot- this the credit must be given to the education in itself, and there can be good has been done. Retailers who around the exhibition and convention of the goods they sell and a keener

The attendance at the convention was larger than in past years, although it fell short of expectations. Up to 3 o'clock on Wednesday the number of retailers who had registered was 147. More came in on later trains. The number given includes only association members. There were other retail hardwaremen in attendance at the exhibition who did not attend the convention meetings or sign the roll. The increase in the attendance was due almost entirely, as a vote taken on Tuesday showed, to the publicity efforts of the trade papers and the advertising of the Exhibitors' Association in the trade papers. It was recognized, however, that the increase was not as large as had been hoped for, and the keynote of the discussions was the finding of methods and measures for the increasing of interest among the retailers during the coming year. This point was urged with equal emphasis by manufacturer and retailer alike, and the officers for the next year will bend their energies largely to the problem of strengthening the membership and putting the retail association on a footing where it can effect the reform of trade evils.

There was apparent in all the discussions a deep-seated desire on the part of the members to get down to practical work. The members evinced a keen appreciation of the need for the handling of trade problems, so that the retailers would benefit. Some of the problems discussed were the methods to be used to meet parcels post, the need for local associations to eliminate price cutting, the securing of prices to enable retailers to face mail order competition, the fixing of standard prices and the improvement of Government regulations with regard to the inspection of weights and measures. At time of writing (Thursday a.m.) the convention is still sitting, and it is not impossible that decided action may be decided upon with reference to some of the points mentioned. It has been very apparent all through the deliberations that the members were in a mood to "get down to cases" and adopt a definite policy along lines of action.

One of the movements launched has been an active campaign to put the onus of maintenance of the inspection of weights, scales and measures on the Government. Petitions are being circulated among the retailers and, when sufficient signatures have been secured, the question will be taken up with the Government.

A splendid feature of the convention was the Question Box. The discussion was spread over two evenings, and a number of points of exceptional interest were brought out. The discussions are covered fully in this issue.



A view of the Hamilton Armouries where the exhibition and convention were held.

First Exhibition Was on a Large Scale

The Officers of the Canadian Hardware Manufacturers Exhibitors' Association, Limited, Conducted the Exhibition on a Splendid Basis—Everything in Hardware and Kindred Lines Seen in the Booths—Formal Opening Took Place Early on Tuesday Morning—The Speech-Making.

THE Canadian Hardware Manufacturers' Exhibitors' Association, Limited, made good their assertion that the exhibition of hardware and kindred products, manufactured in Canada, would eclipse all previous events of the kind in this country. It is even claimed by some that the equal of the exhibition has not been seen in any part of America. Whether or not this claim could be substantiated, would be a difficult matter to decide, but the fact remains that the exhibition was an extremely creditable one from every standpoint. The hard and capable work that the officers had done was fully realized when one stepped into the hall and observed not only the largeness of the display and the varied nature of the goods shown, but the uniformity and orderliness of the arrangements. It was an exhibition par excellence; and the officers of the association are to be congratulated on the success of their initial efforts.

Hamilton, Feb. 18.—The first exhibition of hardware products made in Canada, conducted under the auspices of the Canadian Hardware Manufacturers Exhibitors' Association, was opened this morning at 10 o'clock. The comparatively early hour set for the opening was characteristic of the way in which the officers have managed everything connected with the exhibition. Realizing how time flies at a convention, when there is so much going on, they arranged the programme so that as little time as possible would be lost in getting started. A reception was held on Monday night for the partial purpose of getting hardwaremen to the convention before the date of the official opening. The next step was to get the exhibition open bright and early the next morning. In order to make this possible, all the booths had been practically completed the previous day and there was no confusion when the speech making began.

The object thus aimed at was fully attained, the exhibition getting away to an early start. Everything was com-

plete and in full swing by the time that the convention began.

President A. A. Bittues, of the Gillette Safety Razor Co. of Canada, presided at the formal opening. Speeches were delivered from the balcony at one end of the hall.

President's Address.

Mr. Bittues first welcomed all to the first exhibition held by the manufacturers of hardware in Canada. There was one all-sufficient reason for the holding of this exhibition; to call to the attention of the retail hardwaremen and to the buying public, the fact that all needs in hardware and kindred lines could be satisfied in Canada. For this reason alone, the exhibition was of Canadian made goods. The president hoped to see the time when the people of Canada would prefer Canadian made goods and would by their influence help to build up the home industries, which were doing so much to foster the prosperity of the country.

Mr. Bittues then expressed the hope that the exhibition would become a

national feature. The importance of it could be estimated when it was realized that the total capitalization of the companies represented was \$25,000,000.

"Let us try," he said in conclusion, "to make the exhibition a complete success and, therefore, worthy of repetition, here and elsewhere."

The City's Welcome.

An address of welcome on behalf of the City of Hamilton was given by Controller Cooper. The mayor had intended to be on hand, but at the last moment, he was called out of the city.

Controller Cooper referred to the fact that Hamilton was the "home of hardware manufacturers." The ambitious city was chiefly noted for two things—the mountain and the large number of industrial concerns she boasted. So large were the manufacturing interests of the city that he had almost come to believe that Hamilton embraced everything in the manufacturing line. However, after looking through the exhibition, he had come to the conclusion that there must be other places in the



A view of Exhibition hall, taken from the balcony at the rear. The cross indicates the position of the Hardware and Metal booth.

manufacturing line besides Hamilton. (Laughter.)

He congratulated the officers most heartily on the wonderful scope of the exhibition, and expressed the belief that it would prove the first of many. In concluding, he formally pronounced the exhibition open.

A Message From the Merchants.

President M. S. Madole, of the Ontario Retail Hardware and Stove Dealers' Association, was called upon to speak for that body. He began by expressing the pride that he felt that the goods shown were all Canadian made. The exhibition was indeed well worthy of the home manufacturers.

Mr. Madole spoke in terms of high praise of the City of Hamilton, its location, beauty and, last of all, its commercial resources. Turning to a broader field, he spoke of the growing importance and wealth of Canada, citing the fact that the total value of finished products made in the country in one year had reached to \$688,000,000. Canadians might well exclaim, "truly our lot has been cast in a great country." He predicted that a still greater measure of growth and success would be Canada's share in the days to come.

Brief addresses were given by Fred C. Lariviere of Montreal, president of the Retail Hardware Association of Quebec, and by H. Occomore, first vice-president of the Ontario Society.

A Scene of Activity.

From the time that the speeches of welcome were concluded, Exhibition Hall became the scene of greatest activity. It was crowded at all hours of the day and night. The days were devoted to members of the trade only, but during the evenings of Tuesday, Wednesday and Thursday, the public were admitted. On these evenings the hall was crowded to its capacity, many thousands passing through each night. The men in charge of the various booths had a busy time of it.

The accompanying illustration gives a good idea of Exhibition Hall, although it does not begin to give any conception of the wide variety of goods shown in the various booths. The hall was arranged in three aisles, all the exhibits being on the same floor. Many commendable new features had been introduced by the Association, one being the building of booths of uniform size and height. The dividing walls had been designed purposely low so that the view was not obstructed in any way, and the light was good in all parts of the hall.

LIST OF EXHIBITORS.

Geo. C. Kaiting & Son, Galt, Ont., motor washers. Represented by Geo. Kaiting, Herb. Kaiting.

Canada Paint Co., Toronto, Montreal, paints, varnishes, etc. H. Clucas, H. H. Ellis, A. L. Helles, R. J. Sirman.

McClary Mfg. Co., London, Ont., stoves, furnaces, enamelware, aluminum ware, etc. A. M. Smith, N. R. Turner, G. E. Main, W. J. Thompson, W. B. Sreaton, O. A. Ferguson, H. Burnison, G. Powell, Geo. Swick.

Jas. Stewart Mfg. Co., Woodstock, Ont., stoves, furnaces, etc. C. E. Stewart, T. C. Stewart, E. McDougall.

Lowe Bros., Ltd., Toronto, Ont., paints, varnishes, etc. Frank H. Brown, Milton Bergey, Jas. McMartin, J. E. Thomson, N. S. Van Zant.

The Steel Co. of Canada, Hamilton, steel and wire products. L. Kruger, W. Cameron, Geo. Miller, Mr. Spence.

Gutta Percha & Rubber Mfg. Co., Toronto, rubber products. T. W. McKenney, W. H. Alderson, H. E. Wiles, C. N. Larson.

The Chadwick Brass Co., Hamilton, brass goods. H. B. Turner, A. H. Chadwick, Fred. Chadwick, A. J. Duggan.

Hamilton Stove & Heater Co., Hamilton, stoves, etc., builders' hardware. T. W. Kirby, E. H. Knight, Wm. Burrows, J. E. Bennett.

Canadian Tungsten Lamp Co., Hamilton, electric lamps. E. C. Cooke, W. H. Ginder, W. H. Clark.

Onward Mfg. Co., Berlin, Ont., vacuum cleaners and sliding shoes. T. A. Witzel, A. L. Hixon, C. T. Inman, E. R. Field.

Canadian Yale & Towne Ltd., St. Catharines, builders' hardware. A. W. Clark, W. J. Nahrwold, G. A. Williams, E. B. Dodge.

Brantford Roofing Co., Brantford, roofing material. F. Chalcraft, G. N. Huff, C. G. Secord, J. A. Virtue.

International Varnish Co., Toronto, varnishes, etc. W. H. Davy.

Flexible Conduit Co., Guelph, conduits, electric appliances. J. S. Wheeler.

Remington Arms U. M. C. Co., Windsor, arms, ammunition, etc. J. H. Ross.

Canadian Wire & Iron Goods Co., Hamilton, wire products. A. Donald, R. Holmes.

Pinchin Johnson Co., Toronto, paints, etc. R. B. Johnson, F. L. Wemp, A. M. Lowe.

Ware Mfg Co., Oakville, Ont., aluminum ware. D. G. Allan, H. H. Speare, G. A. Pollock, W. Hector, M. A. Mairs.

The Gurney Foundry Co., Toronto, stoves, furnaces, etc. E. Holt Gurney, F. W. Spry, D. W. Rose, A. J. Ross, H. Beer.

Burrow Stewart & Milne, Hamilton, scales, stoves, etc. R. S. Stewart, C. K. Milne, W. Carson, W. J. Watson, R. S. Duncann, Ed. Goff.

The Open Book Rest Co., of Canada, Hamilton, open book rests. A. M.

Bruce, W. J. Walsh, R. H. Robinson, F. W. Runke.

Northern Aluminum Co., Toronto, aluminum ware. R. H. Osborne, Harry Anderson.

The John Morrow Screw Co., Ingersoll, screws, drills, etc. Mr. Duncan, P. J. Hoenscheid.

Auto Strop Safety Razor Co., Toronto, razors. C. T. Patterson, F. A. Miller.

Stratford Mfg. Co., Stratford, Ont., ladders, swings, woodenware, etc. C. A. Moore, R. E. Harris.

F. W. Bird & Son, Hamilton, roofing materials. D. Pendergrast, G. F. Wakeford, D. Lawlor, F. T. Bush, D. E. Gledhill.

Canadian Buffalo Sled Co., Preston, sleighs, wagons, swings, etc. Frank Melton.

National Machinery & Supply Co., Hamilton, machine supplies, tools, etc. P. M. Yeates, R. C. Townsend.

Canadian Tap & Die Co., Galt, Ont., taps, dies, etc. L. W. Smith, R. S. Baird.

B. Greening Wire Co., Hamilton, wire products. D. F. Griffiths, W. J. Robertson.

E. C. Atkins & Co., Hamilton, saws, braces, etc. H. P. Hubbard, C. R. Hubbard, H. T. Benham.

S. F. Bowser & Co., Toronto, self-measuring tanks. E. J. Murphy, R. W. Williams, A. L. McIntosh.

The Shurley Deitrich Co., Galt, Ont., saws. P. G. Deitrich, P. S. Hickey, E. C. McMurtry.

Oneida Community Co., Niagara Falls, Ont., game traps, silverware, etc. S. T. Hudson, S. A. Griffiths.

The Dunlop Tire & Rubber Goods Co., Toronto, rubber products. K. R. Spencer, C. M. Woodburn, J. J. Patterson.

Taylor-Forbes & Co., Guelph, Ont., hardware specialties, lawn mowers, etc. Adam Taylor, J. M. Taylor Jr., Geo. Waters.

Canadian Hart Wheels, Ltd., Hamilton, sharpening stones, etc. H. E. Sherk, F. S. Morrison.

Soren Bros., Toronto, ash sifters and wash boilers. Louis Soren.

Glidden Varnish Co., Toronto, varnishes, etc. B. D. Blackwell, F. H. Webbing.

Sherwin-Williams Paint Co., Montreal, paints, varnishes, etc. C. A. Thomas, W. G. McIntyre, R. Hunter, Jas. Spalding, A. E. Cowley.

Pease Foundry Co., Toronto, furnaces, heaters, etc. C. T. Pearce, C. B. Pearce.

Dennis Wire & Iron Co., London, metal lockers, etc.

Canadian Countrymen Publishing Co., E. H. Dickinson, V. J. Brown, E. A. Kennedy.

Canadian Shovel & Tool Co., Hamilton, shovels, etc. J. R. Murphy, W. J. Skelton.



Snapshots taken outside the Armories—Some well known retailers and manufacturers will be noticed in the groups.

Tallman Brass & Metal Co., Hamilton, brass goods, metals, etc. A. H. Tallman, G. W. McKnight.

The D. Moore Co., Hamilton, stoves, etc. W. B. Lewis, J. L. McMartin, A. L. Robinson.

Hall Zyrd Foundry Co., Hespeler, stoves, furnaces, etc. Z. A. Hall, Osear Zyrd, A. W. Cain.

Ontario Retail Hardware and Stove Dealers Association and Canadian Hardware Stove and Paint Journal. D. O. McKinnon, Weston Wrigley, W. L. Edmonds, James O. Hagan, and members of Subscription Staff.

Officers of Hardware and Metal who were present at the exhibition: John Bayne MacLean, Horace T. Hunter, Jas. G. Lorrinan, T. B. Costain, Geo. D. Davis, Alex. Wales, S. S. Moore, J. Coddington.

National Cash Register Co., Toronto, cash registers. Geo. Brown, N. Gordon, G. P. Gordon, R. D. W. Robinson.

The Lufkin Rule Co., of Canada, Windsor, tapes, rules, etc. J. A. Hosack, Edwin Russell.

Tobin Arms Mfg. Co., Woodstock, guns, auger bits, etc. F. M. Tobin Sr., F. M. Tobin Jr., L. F. Jacques.

Gillette Safety Razor Co., of Canada, Ltd., Montreal, razors. A. A. Bittues, D. P. Cotter, J. D. Dunn.

Dominion Register Co., Toronto, registers. J. C. O'Connor, sales manager, F. J. Dellon, W. N. S. Hunter.

The Supreme Heating Co., Welland, stoves. J. J. Hickey, C. E. Wiltsee.

The Writer Press Sales Co., Toronto, writerpresses. G. W. Weese, A. P. Vanfleet, N. S. Jones.

The Asbestos Mfg. Co., Montreal, asbestos products. A. M. Spear.

The Frost Wire Fence Co., Hamilton, wire and fencing. A. L. Page, C. A. Smith, C. C. Morin.

Cummer - Dowswell Co., Hamilton, wringers, washing machines. G. B. Dowswell, F. T. Bain.

Canadian Steel & Wire Co., Hamilton, fencing, etc. R. S. Rider.

Hamilton & Toronto Sewer Pipe Co., tile, etc. E. Sheppard, C. H. Wallace, R. H. New.

The Williams Chemical Co., Russell, Ont., fly and insect destroyer. C. E. McCaffrey.

E. T. Wright & Co., Hamilton, lanterns, galvanized and japanned wares. H. G. Wright, J. W. Shields, G. C. Matheson.

One Minute Washing Machine Co., Toronto, washing machines. F. J. Ehrhardt, J. Weighton, J. Sawyer.

Boech Bros., Toronto, brushes, etc. J. Billingham, L. J. Levy.

The Moffatt Stove Co., Weston, stoves, etc. E. B. Westwood, Alf. Staples.

Canadian Heating & Ventilating Co., Owen Sound, stoves, etc. F. H. Filsinger.

Clare Bros. & Co., Preston, stoves, etc. J. D. Aitchison, J. Lothead.

Ontario Lantern & Lamp Co., Hamilton, lanterns, etc. W. Overholt.

Richards Wilcox Canadian Co., London, Ont., door hangers and grindstones. Chas. L. Wideman, Thos. Bain, W. R. Yendall, Manager.

J. H. Connor & Sons, Ottawa, washing machines and wringers. J. L. Connor, Jas. T. Jeffrey.

N. B. Misener, Toronto, handles, wagons, etc. N. B. Misener, G. E. Misener, F. C. Thomson.

Meakins & Sons, Hamilton, brushes, etc. W. J. Meakins, J. W. Rayner, N. H. Broadhead, H. J. Charles.

David Maxwell & Sons, St. Mary's, washing machines, churns, etc. J. W. Gallagher, W. Greenhill.



THE MAKING OF SAWS.

On Tuesday evening a lecture was given by H. T. Benham, of E. C. Atkins & Co., of Indianapolis and Hamilton on the making of saws. It was given in the parlor at the Waldorf Hotel, previous to the Question Box session. The attendance was large.

Mr. Benham's address was illustrated by lantern views and it partook largely of the nature of a trip through the Atkins plant. He showed sections of the plant, explaining some of the salient features in the process of saw making. The pictures took the spectator right through the plant from office, laboratory and grinding room to the testing departments. Views were also shown of some of the latest products of the company, new features and improvements being shown.

An interesting picture shown was the small shop where E. C. Atkins, the founder of the business, first started to make saws—a wooden shed, where all the work was done by Mr. Atkins himself.



J. W. Moncur, one of the energetic directors of the Exhibitors' Association.

Opening Session of the Convention

Reports of Officers and Executive Presented—A Surplus Reported—Matter of Inspection of Weights to be Taken Before the Government—A Sub-Executive Recommended to Take Charge of Work of Association—Committees Appointed and Routine Work Proceeded With.

THE sessions of the eighth convention of the Ontario Retail Hardware and Stove Dealers' Association were characterized by spirited discussions on topics of vital interest. With more than usual readiness the members entered into the discussions and there was a marked tendency as one member put it, to "get down to hard pan." As the attendance showed an increase over past years, the interest in the sessions was more sustained. An early start was made on Tuesday in order to make Wednesday an open day for the retailer to attend the exhibition.

The opening session was held on Thursday morning at 10 o'clock in the Armouries. President M. S. Madole was in the chair and there was a good number of members in attendance.

The president opened the session by welcoming the members in felicitous terms. Business was begun by the reception of reports from the various officers. The following reports were submitted:

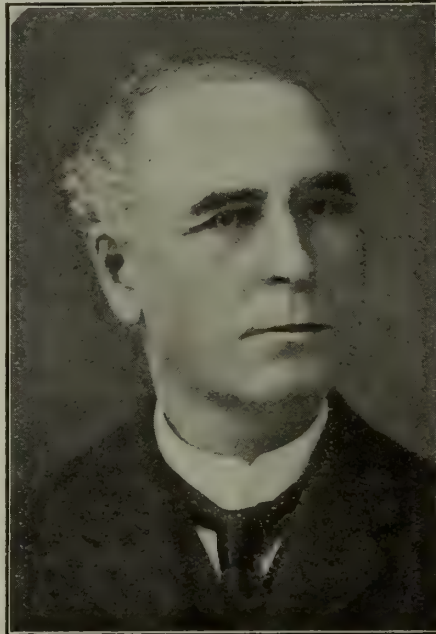
Secretary's Report.

The holding of the eighth annual convention in Hamilton, the greatest centre in Canada for the manufacture of hardware, brings back pleasant recollections of the splendid gathering held in this city in 1909, when after a round of profitable meetings, pleasant entertainments and interesting trips to factories, we promised to pay another visit to the "Hardware City."

That 1909 convention marked the beginning of hardware exhibitions in Canada, though it is impossible to compare that small "show" made by about two dozen exhibitors in the hallways and bedrooms of the Waldorf Hotel with this years magnificent exhibition of hardware and kindred lines in the Drill Hall.

This year's exhibition undoubtedly eclipses those of former years and it, without question, provided the best reason for hardwaremen to attend our annual conventions. Indeed, the hardware retailer, who fails to attend is missing the greatest opportunity of the year to get ideas for increasing the volume of his business. Let those who do attend, ensure the success of the exhibition, by the placing of orders for lines displayed, so that the exhibition will be encouraged to continue the attraction they are providing.

The organization of the Canadian Hardware Manufacturers Exhibitor's Association at our convention at Guelph last year has made it possible for the exhibition to be conducted as a business enterprise in the exhibition rather than as a side-line by the executive officers of your association. The present arrangement has worked out most satis-



President Madole Made an Apt Presiding Officer.

factory, the officers of the two Associations being equally concerned in the success of this and future conventions. The exhibitors have invested several thousand dollars in permanent display fixtures and deserve the support of every member of our Association.

Membership and Finances.

In spite of the blizzard which so greatly reduced the attendance at last year's convention and exhibition at Guelph, it is pleasing to report that the finances of the association are in a most satisfactory condition, the cash balance having increased during 1912 from \$580.46 to \$1225.16.

The present is a good time for stock-taking. The association has a substantial cash balance and has about one-third of the hardwaremen in Ontario on its membership roll. What can be done to make the association of such value to the trade that the other two-thirds can be enrolled?

Two district associations have been organized during the year one at North Bay for Northern Ontario, and the other

at Stirling in the district north of Belleville, the active spirits being Wm. Magladery and R. C. Chown. Owing to illness Secretary Richardson has been unable to follow up the work done at the organization meeting at North Bay and little has been accomplished. Secretary W. E. Connor, Madoc, reports that "the schedule of prices drawn up and adopted at the Stirling meeting have, to my knowledge been rigidly maintained by all who received the list."

The policy followed by your officers in the past has been to confine the work of the association to matters of legislation and trade grievances of general interest. The educational work done at our conventions has resulted in the bringing together of competing hardwaremen in many places which could be named and our officers are always willing to assist in forming district associations, but the arrangement of price agreement has been considered as a purely local matter. Should a more aggressive policy be adopted in the organizing district associations?

Legislative Matters.

The legislative committee of our association has devoted considerable effort during the past year to the securing of signatures to a petition for presentation to the Dominion Government favoring the abolition of the fees charged for the re-inspection of weights and measures. Vice-president Macpherson will report regarding this work.

The question of Parcels Post has become a live problem which should be given special attention by the convention and resolutions committee. Six years ago our association took the lead in forcing the withdrawal of the regulation proposed by Postmaster-General Lemieux for a C.O.D. parcels post. The passage of the Parcels Post Act on the Zone system in the United States has brought the parcels post again to the front in Canada and it now appears to be a problem of when and what kind of a system shall we have here. The zone system is immeasurably preferable to a national C.O.D. system so, while urging

postponement until the zone system has been tried out in the States, it would seem wise to adopt it as the kind of a system to fight for when the matter comes before Parliament.

An Advisory Committee.

Your secretary, finding it impossible to give as much time to association work as may be necessary if more aggressive work is undertaken, has reported the situation to the executive committee, who have adopted a suggestion that an advisory committee of three act as a sub-executive and deal with all trade grievances and legislative problems, the compensation for the secretary of the advisory committee to be provided for by the reduction of the salary paid to the secretary.

In view of the probable reduction of association revenue as a result of giving up control of the exhibition, this centralization of the work of the executive seems to be a timely move.

The visit of president Abbott, of the National Retail Hardware Association, should also be a great assistance at this time. A very strained situation exists across the line on account of some manufacturers selling to mail order houses at prices which retailers find it impossible to meet on goods bought from the jobbers.

At the Atlantic City Convention last October a speaker urged the United States Hardware manufacturers to cut out the jobbers and retailers and sell through mail order houses in Canada. Your secretary strongly combatted this suggestion, pointing out that the interests of the jobbers and retailers on both sides of the line are mutual, and the same selling policy should be followed in both countries.

It is pleasing to note the friendly relations which exist between our own and other associations. In addition to president Abbott, representing United States retail hardwaremen we expect to have Mr. Warnock from Vancouver, Mr. Lariviere and Mr. Beaudry from Montreal as well as a large delegation from the Canadian Wholesale Hardware Association.

During the year two of our members, G. H. Clark, Niagara Falls, and J. E. Westcott, Ailsa Craig, passed away, while last year's president R. C. Chown removed from Belleville to Edmonton.

Weston Wrigley,
Secretary.

Executive Committee's Report.

Your executive officers are pleased to report that although the attendance at the Convention at Guelph last year was much smaller than expected, owing to unfavorable weather, that the year has shown an increase in membership with a substantial increase in the cash bal-

ance to the association's credit in the bank.

Having in view, however, a reduction in receipts owing to turning over to the manufacturers the management of the exhibition, your officers have endeavored to conserve the resources of the association and suggest, for your approval, a slight change in Section 1, article 3, of the constitution making it read as follows:—

Section 1.—The officers of the association, shall be a president, first vice-president, second vice-president, secretary and treasurer, who with six members elected at the annual convention shall constitute the executive committee, two of whom, with the president, shall constitute an advisory committee, which shall act as a sub-executive and deal with all trade grievances, matters of policy, legislation, etc. The only changes are that the word president is substituted for secretary and advisory for grievance, all the words after "advisory committee" being added.

This change will place the active management of the association in a sub-committee of the executive, and without increasing expenses will make it possible for more frequent meetings, with a consequent increase in the efficiency of the organization.

During the year members of your executive attended conventions held at Montreal and Detroit, while secretary Wrigley, without cost to the association, attended the hardware convention at Atlantic City. In return we expect as visitors at this convention, fraternal delegates from British Columbia, Quebec and the United States. This is the third time British Columbia has sent a delegate to attend our convention, although we have never returned the compliment.

An important feature of this convention will be joint conference to be held on Thursday afternoon, our invitation to discuss matters of general interest to the trade having been accepted by the Canadian Wholesale Hardware Association and the Canadian Hardware Manufacturers Exhibitors' Association. It is not intended that any matters of controversy shall be discussed at this meeting, the plan being, rather to bring the three branches of the trade together and arrange plans whereby evils affecting any branch may be discussed and common action taken to combat injurious tendencies or assist bringing about conditions which will be beneficial to the hardware trade as a whole.

The committee appointed to represent the views of retail association in the conference are president Madole, Napanee, Wm. Magladery, New Lis-

keard, W. J. Carter, Pieton, and J. N. McGregor, Oakville.

Recognizing the valuable assistance given by the manufacturers in making this convention a success, your executive recommend that wherever possible orders for goods be placed with the exhibitors for shipment through the wholesale house favored with your trade. The exhibitors have gone to heavy expense and are acting as our hosts at this convention, and consequently deserve our first consideration.

Weston Wrigley,
Secretary.

The report of the auditors was presented, showing that the affairs of the association were in good condition.

Weights and Measures.

Second vice-president W. F. MacPherson, reported with reference to the matter of government inspection of scales. The question was debated at some length and it was decided to bring the matter before the government with a view to having changes made in the present regulations.

Committees were appointed and other matters of routine nature were attended to.

CHIEFLY ANECDOTAL.

The "Cocks o' the North" were very much in evidence.

* * *

G. A. Binns and Betty Magladery gave an exhibition of wrestling at one stage of proceeding. The Newmarketer had the weight, but the man from the north had the agility. It was a draw.

* * *

After yelling H-A-R-D-W-A-R-E a few hundred times, the voice of one delegate gave out to such an extent that his husky request for "mutton" was interpreted by the waitress as "mush." That was what he got.

* * *

Did you hear the "Grasshopper Song?" It was dashed off in a moment of inspiration by Jimmy Hossack, the hardware bard and, as sung by the vocally inclined members, made quite a hit.

* * *

How to nail that ubiquitous previcator, the man who can "buy it cheaper somewhere else," was explained by a northern dealer. One of the pestiferous tribe happened into his store and claimed he had been offered an article cheaper at the opposition store. The dealer denied it. "Am I a liar then?" asked the customer, "If you call it lying, then you are," answered the dealer. He went to the 'phone and, calling up his opposition, found out that the man had not even been around there. It cured him of the habit.

Warm Debates Mark Joint Session

Subjects Introduced Which Lead to Lengthy and Spirited Discussions—Who are Entitled to Position on Jobber's List?—Methods of Increasing Interest in Association Work—The Forming of Local Associations Favored — Methods of Meeting Parcels Post.

ON Tuesday afternoon a joint session of the manufacturers and retailers was held for the purpose of discussing problems affecting the trade in general. It developed several of the warmest debates heard at convention meetings, the discussion drifting from methods of increasing the interest in association work to ways of meeting of Parcels Post and the matter of equality in prices quoted to retailers. During the course of the discussion, specific statements were made with reference to prices on certain lines and names of firms were brought in. In the report which follows, the names have been eliminated, of course, but the gist of the statements is given.

President Bittues presided over the meeting, opening it in good time. Although only intended as a brief session, it stretched over a period of nearly three hours—and there was something doing all the time.

Mr. Bittues opened the meeting by asking for someone in the gathering to suggest a question of mutual interest for discussion.

Fred. C. Lariviere, of Montreal, was suggested as the likeliest man in the room to find the initial topic and Mr. Lariviere rose to the occasion by propounding what proved to be one of the most interesting questions yet discussed at any hardware convention and which led into the spirited debates already referred to. The substance of Mr. Lariviere's question was: What could have been done to increase the interest attendance and, further, what steps could be taken to enroll the balance of the merchants on the membership of the association?

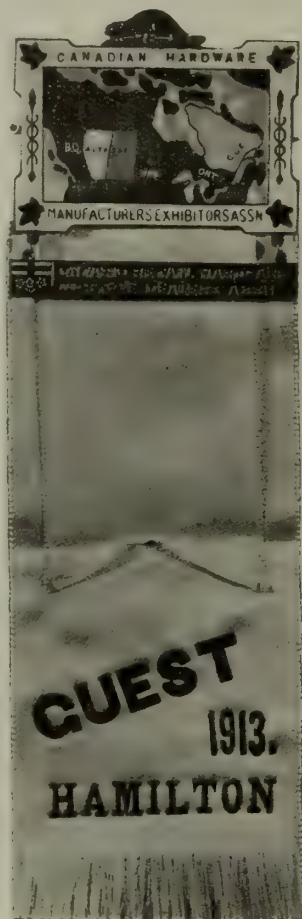
Mr. Carr, of Cobalt.—“I don't think the convention and exhibition were advertised enough.”

Mr. Bittues replied to Mr. Carr by stating that it had been advertised more fully than ever before. He went on to explain the various steps which had been taken.

Mr. Carr.—“Has our association got a complete list of all the retailers' in the province?”

Secretary Wrigley.—“Our list, I think, is authentic.”

Wm. Magladery explained the steps which had been taken in New Ontario to interest the dealers there. They labored under a difficulty in that part of the country in that the present was a very busy season in lumbering supplies. However, as time went on, the northern men



The official badge supplied by the Exhibitors' Association.

men would take more and more interest.

Mr. Warnock, of Vancouver, explained something of the methods used in British Columbia and threw out the suggestion that the Ontario association should send a representative to the B.C. convention just as they always sent one to Ontario.

A. Wright, of Hamilton, got to the crux of the matter by stating that what was needed was for the hardwaremen to get together in cities and districts, so that they could be continually in touch. The association had been starting at the top instead of at the bottom. If the dealers in the various cities were in close touch, they could reap the benefits of co-operation and this would make the membership of the Ontario body larger. Personally, he had been in business for some years and had not yet come in touch with other hardwaremen.

R. Smith, of Bolton, took the same view, stating that at the last conven-

tion he had made a resolution to that very effect. He believed that the hardwaremen in certain localities should meet together, say once a month and talk over the problems which affected them.

W. J. Carter, of Picton, thought it a splendid idea. There was a large surplus on hand. Why not spend it in advertising in the trade papers? He spoke warmly of the value of the hardware trade papers, declaring that subscribers got the full value of their subscription out of each issue.

W. F. Macpherson stated that he believed most strongly in this plan. One arrangement he would strongly urge was that the executive should offer to send a member whenever the necessity arose to settle trade grievances.

James McGregor, of Oakville, favored the idea of local associations, but logically combatted the suggestion that, by forming the Ontario Association, they had been working from the wrong end. It was only through the Ontario body that locals became possible; and the local associations, after all, were the top, not the bottom. He testified strongly to the good that he had secured from attendance at the conventions, relating an incident where Mr. Carter, of Picton, a fellow member, had given him valuable information with respect to a certain line which he (the speaker) had been able to use in the sale of that line.

A. M. Watts, of St. Catharines, and J. R. Hambly, of Barrie, told how the local associations worked out in those places. Mr. Hambly recited an amusing incident which brought out how thoroughly the price-cutting evil had been eliminated in his home town. It is told elsewhere in this issue.

In answer to a question as to what the manufacturers had done to increase the attendance, Mr. Woodburn told of his individual efforts to create interest among the dealers upon whom he called. He suggested sending a man around among the dealers a few weeks before convention for the purpose of arousing interest.

F. M. Tobin took up the same point. “What did we leave undone?” he asked, going on to explain what the manufacturers had actually undertaken to make the gathering a success. They had advertised in the trade papers; and the papers had reciprocated by giving the finest write-ups imaginable. He thought that they were all inclined to be too

pessimistic about the attendance. It would be much larger the next day, he was sure. The best suggestion brought out, he thought, was that with reference to district associations. Mr. Tobin then went on to speak of the success they had met with in working up the exhibition. "We have to-day the best hardware exhibition," he declared, "ever assembled under roof in any country." (Hear! Hear!)

Parcels Post Up.

Mr. Madole started the discussion in another direction by asking Mr. Tobin what attitude the manufacturers would adopt with reference to Parcels Post.

Mr. Tobin, (laughing and backing to his seat).—"I don't want to lose all my friends."

Mr. Madole.—"Perhaps the president will tell us his views."

Mr. Bittues.—"I refuse to answer by advice of eminent counsel." (laughter.)

It was suggested that perhaps Mr. Lariviere could give the meeting some valuable pointers on the vexed problem of the effect of Parcels Post. Mr. Lariviere gave some very pointed opinions beginning with the significant statement that, despite the continued opposition of the trade organizations and the money spent to oppose it, Parcels Post had come into existence in the United States. He continued by pointing out that it need not be feared so much as it could not strengthen mail order competition in the particular where it was weak. "The value of an article," he declared, "is the quality, not the price. Dealers who feature quality can always compete against price inducements."

"I think it will have to come," he continued. "The quicker you get ready to face the music, the better you will be able to pay the fiddler." (laughter.)

In conclusion, Mr. Lariviere pointed out that the apathy of the small merchants to their interests was all that fostered the mail order competition. Retailers could take advantage of the parcels post in many ways; in fact, in the United States they were already doing so. Retailers should get ready for it.

Warm Debate Begins.

This brought Mr. Sampson, of Blenheim to his feet and the warmest stage of the debate was entered upon. "How are we going to get ready for it?" he asked. "That is what I want to know. I want to know those who are on the jobbers' list and why they are there. Will the manufacturers see that all who sell as retailers are on an equal basis and can buy at the same figure? If they will, then we will be all ready to face Parcels Post."

He continued by stating that goods were sold on lower basis than he could get them. Personally, he never did business with firms which sold to mail

order concerns or to any one else on a cheaper basis than to the small dealer.

F. M. Tobin spoke in reply, stating that personally he always tried to play the game fair. Conditions had to be faced and quantity would always cut some figure. He knew one manufacturer who sold 19,000 of a certain article to one customer—more than all the retailers in Ontario would buy of that particular article. He told an incident which occurred in a small Connecticut city where there were four hardware dealers, two of whom were semi-jobbers. The smallest dealer of all, by taking advantage of parcels post and advertising goods at parcels post prices had now worked up a larger business than either of the semi-jobbers.

His own policy was to sell at the same prices to all retailers and to all jobbers.

Mr. Sampson contended that his question had not been answered and M. R. Griffiths took the floor. "I doubt if anyone can answer it," said Mr. Griffiths. "Matters of sales policy are difficult to answer at meetings of this kind. Cases will arise which require deviation from the general policy." Some men, he stated, could get better prices in virtue of the quantity they buy. He then proceeded to point out that there was a danger of all benefit from the conventions being lost because the members did not carry their enthusiasm to their competitors and fellow dealers who had not been at the meetings. If each man would return and communicate their enthusiasm to the others, the work would not cease when the convention was over, but would be carried on the whole year around. "Get it out to your competitors and you will have five or six hundred at your convention," he concluded.

E. J. Creeper, of Owen Sound, stated that he had sat beside Mr. Smith at the last convention when he made his resolution re district associations, and he had been expecting all year that something along that line would be done. He believed that the system of districts would be the wisest plan. He had found that he personally could not reach his competitors in a matter of organization as well as an outsider might be able to do.

R. Smith stated that he had recently quoted a close price of \$1.00 on a commodity which cost him 90 cents, only to lose the sale because the manufacturer had sold it direct at 90 cents. "I am willing to stand all competition that is legitimate," he declared, "but we cannot face such competition. We want to get right down to hard pan on this question." With respect to parcels post, he believed that if the manufacturers could be induced to say that it should not be, it would not be.

F. M. Tobin went into the question from a manufacturing standpoint. As an evidence of the unfairness of present conditions, he stated that the charge for shipping a gun from Woodstock ran as high as \$2.50 to some parts of Canada, while the products of English firms could be shipped in to any part of Canada for 2s 6d. "We must look this question in the face," he declared. "By our regulations we handicap ourselves in competition with the world." Magazines advertising foreign goods were distributed in this country free. American producers were able to ship goods in to this country direct to the consumer, but it was impossible for the Canadian to retaliate. Not only was it necessary to meet duty, but the importer on the other side had to pay \$2.00 for broker's certificate and 50 cents for appraisement inspection. He illustrated the point by quoting what the cost of importing a Canadian-made snowshoe into the United States was. It was the possibility of sending American goods into this country direct to the consumer that constituted the worst thing the small dealer had to contend with.

Mr. Gourlay to Explain.

Mr. Bittues stated that R. S. Gourlay, president of the Canadian Manufacturers Association, would be at the banquet and for the benefit of the merchants who have been asking for information, he would ask Mr. Gourlay to give as much information as possible about Parcels Post and its effect. He would request, however, that Mr. Gourlay, being the guest of the association, be not subjected to any questions.

Questions to Retailers.

Mr. Griffiths at this stage asked if he would be permitted to reverse the order and ask a few questions of the retailers. He desired to ask Mr. Smith a few questions.

Mr. Smith—"Is there not a margin of trade in your locality that you do not supply, which the mail order houses cater to?"

Mr. Smith—"Yes."

"Would you like to have it?"

"Yes, if I could make a profit on it."

"Should you not then be prepared to absorb the freight charge in order to meet the mail order house in those lines and thus keep them out of your district?"

Mr. Smith—"I would not cut my price under any circumstance."

Unfairness Charged.

A. Wright, of Hamilton, here asked if firms would sell to the consumer at the same price as they sold to the dealers. He quoted an incident which had come under his notice.

A dealer followed it up by stating

that he had been able to buy from another dealer 10 per cent. cheaper than from the manufacturer.

Mr. Bittues—"What quantity does that man buy?"

The Dealer—"Not in large quantity than us—not half of other dealers combined." He continued by stating that in certain building lines, they were not able to compete with Toronto firms which bought as jobbers and sold direct to the consumer.

Mr. Griffiths stated that there were certain specific reasons at times which dictated different action to the general selling policy. The manufacturers did not desire to deal with others than dealers. No manufacturer could do business without the dealers, and they all tried to do their best by the dealers.

Mr. Wright believed that the manufacturers should get together and control the action of their members just the same as the retailers. This would prevent certain firms from resorting to unfair tactics.

A Strong Summing Up.

At this stage Mr. Bittues summed the situation up in a most straight and forcible manner. The solution of the question, he declared, was for the retailers to get together in so composite a mass that the manufacturers would have to stand by them in everything, (Hear! Hear!) The trouble had been that they had not been so firmly welded that they could tell the manufacturers what they should do in such matters. Just as soon as the retailers became that strong, the manufacturers would unite to prevent any firms from resorting to the practices complained of. When this was done, then the situation could be controlled so that there would be no grounds for complaint.

Mr. Madole stated that if all firms would send the dealers commission to the dealer when sales had been made direct to the consumer, then there would be no grounds for complaint. He quoted an instance where this had been done.

Have a Black List.

A northern member stated that the lumber dealers in the south had a black list and they would not buy from any firms on that list. This was what was needed. The hardwaremen should get together and have a walking delegate to control all such matters. If an official of this kind were appointed, the smuggling of goods into the country from the United States and Europe could be stopped. It was now possible for people to buy American guns and smuggle them across thus saving the 30 per cent. duty which the dealer had to pay. Why, he had even heard of a case where a man smuggled in a piano. (Laughter.)

Getting down to local conditions he

claimed that travelers go into towns where there are only a couple of dealers or only one and, if they cannot sell their goods, they immediately start to sell direct. They threaten the dealer, if he will not take their goods, that they will sell over his head. He told of one case where a traveler sold every possible customer in town a certain line of goods and then came around and wanted to load him up with a supply of it. Wholesalers sold direct in towns where they had no customers. In this matter, the retailers should stand together, north helped south and the south stood by the north.

The debate at this stage showed a tendency to stop, so Robert Smith embraced the opportunity to state that any opinions that he had expressed had not been done with a desire to pick a quarrel. He had only the best of feelings for all concerned.

Mr. Madole's Funny Story.

Mr. Madole followed with a funny story which threw the whole gathering into good humored laughter. A little girl had been making enquiries of her father and found that he had been born in Chicago, her mother in San Francisco, while she herself had been born in New York. "Isn't it strange," she said, "how we all happened to come together." From this Mr. Madole drew the obvious inference that no matter how far apart the different parties of the body mercantile might be, they could come together.

Mr. Bittues summed up by stating that he and all others of the association would be glad when the manufacturers who resorted to indiscriminate selling were out. It would be quite as much to the benefit of the manufacturers who played straight as to the retailers.

A Duty of the Retailer.

Adam Taylor, who stepped forward to speak at this juncture, was greeted with the singing of "For he's a jolly good fellow." Mr. Taylor proceeded to point out that the retailer should stand by the home manufacturer. When they ordered goods from the jobber traveler, they should specify what make they wanted, not leaving it to the jobber to use his judgment as to what to send. In handing out specifications for goods, they should insist on Canadian made goods.

He then proceeded to outline some of the difficulties that the home manufacturer laboured under. While it was true that they had protective duties, they also had to pay duty on raw materials. For instance, they had to pay \$2 a ton on pig iron and \$7 on steel. This balanced any advantage they were able to secure from the tariff on finished products. Canadian manufacturers were willing to stand on their

own feet if the walls were down all around.

He then proceeded to amplify his arguments with reference to giving the preference to home goods. He pointed out that they should consider quality.

J. W. Peacock, of Toronto, arose to ask what retail price should be set on a certain article, which he mentioned was sold to the dealer at \$3.50, if a profit were desired.

Memories of 1909 Recalled.

Mr. Lariviere was called upon to reply and, in rising, he took Mr. Taylor by the hand and shook it heartily. "I want to shake hands with Mr. Taylor," he said. "We all remember 1909," judging from the applause, it was quite apparent that many did remember the incident to which Mr. Lariviere had reference.

Mr. Lariviere then explained that he would not sell the article in question under \$5.

Mr. Peacock contended that it would be impossible to sell at that price as the mail order houses sold it at \$3.75.

It was pointed out that the Canadian made article was sold at a fixed price to mail order houses with an understanding that the price was not to be cut until after a certain date late in each season.

EXHIBITION VISITORS.

S. H. Warnock, of Anderson & Warnock, Vancouver, B.C., was a visitor in Hamilton during the exhibition.

* * *

Hendrie Leggatt, of Wood-Vallance & Leggatt, Vancouver, B.C., was a business visitor in Hamilton during exhibition week.

* * *

Ryrie Bros., who supplied the badges, sent up a representative, F. A. McLean, to attend to the distribution.

* * *

J. S. Moir, of Arnprior, who is on his way to California for a vacation, dropped in at the convention en route. He paid a visit to the Hardware and Metal booth.

* * *

H. Abrams, advertising representative of the Hardware Dealers Magazine was in attendance.

* * *

Herbert B. Seybold, sales manager of Starke-Seybold Co., Montreal, was a visitor at the convention.

* * *

Gordon C. Seybold, general manager of the Cochrane Hardware Co., attended the convention with his various branch managers:—B. S. Leak, North Bay; C. R. Reid (Sudbury); E. A. Doan, Copper Cliff; J. D. H. Brown, Sault Ste. Marie; W. H. Hawkins of Little Current could not attend.

Live Topics Discussed in Question Box

Members Tell of Plans Adopted to Put Business on a Cash Basis—One Dealer Does Not Charge Amounts Less Than One Dollar—The Advantages and Disadvantages of Special Sales at Reduced Prices—How Members Came to Join the Association.

THE Question Box sessions were of unusual interest. This was due largely to the fact that the members are commencing to look forward to the Question Box as one of the best features of the convention. Some share of the credit was due, however, to the masterly way in which leader Magladery conducted the meetings and kept the discussions going. It was decided at the outset that all names should be eliminated from the reports, as this would remove all constraint under which some of the members might be laboring.

The first session was held on Tuesday night in the parlors of the Waldorf Hotel. A rather late start was made, but Wm. Magladery, who was in charge, soon got the discussions going in good order and carried the meeting through with a swing. The discussions were among the most practical and helpful ever held, many phases of the retail hardware business being gone into at some length and with a degree of inquisitorial keenness which brought the salient points to the fore. The points discussed were as follows:

How are we to get indifferent hardwaremen to attend the convention?

On this point, Mr. Magladery decided to take a vote to see what had induced the members present to join. The result was as follows:

Advertising—Probably twenty.

Invitation of wholesale representatives—Three or four.

Solicitation of other retailers—About a dozen.

The influence of the trade papers—All the remainder, probably seventy-five.

This made it very apparent where the chief influence had been.

Are Resale Prices Favorable.

Are resale prices favorable to the retailer?

This point was threshed out at some length and many arguments were given both ways. The arguments for may be summarized as follows: The putting of a resale price prevents price cutting and means satisfaction all around, as the manufacturers allow a sufficient margin of profit. People get to expect that the price of a certain article will be such and such a figure and do not attempt to get reductions.

Arguments against the idea were as follows: There are certain lines in the hardware store which must be sold so low that it is necessary for the dealer to make up his profit on other lines; if the price on these other lines were arbitrarily put by the manufacturer, the retailer could not fix his own prices on a basis which would enable him to break



W. Magladery, Who Conducted the Question Box on Tuesday evening.

even. Another reason advanced was that the retailer would be thus barred from setting his prices according to quality. Sometimes, if certain articles in an assortment are better quality they can be marked at a higher margin, although they may only have cost the same.

The general consensus of opinion seems to be that resale prices should only be fixed on articles which are well advertised and the prices of which are thus well known.

One speaker advanced the suggestion that the manufacturer set a minimum resale price and allow the dealer to sell as much above that as he desired.

Cash Versus Credit.

Has any retailer tried giving cash discounts to cash customers?

This proved to be probably the most interesting point brought up during the evening, as it led to a discussion on the question of cash versus credit. Some of the hardwaremen present recounted their experiences as follows:

"Since the first of last year, I have given 5 per cent. to cash customers and have found that it worked admirably; in fact, I would not go back to the old system for anything. There was a little trouble for the first few months only. I get cash from everyone but public institutions, builders, etc. I get cash down from master painters. During the year, my turnover has increased and the accounts on my books have been reduced from \$8,000 to \$2,000."

Runs Coupon System.

Another dealer said: "I have a coupon system, allowing a coupon with every 25 cent cash purchase. When customers get a certain number of coupons they are entitled to various parts of a set of dishes. I have used it only a month, but already it is drawing the people. In fact, I find that the people who are interested in it are the very people who formerly wanted to buy on credit."

Time on Certain Lines.

Said another: "I sell cement on either the cash or credit basis, but have different prices. If a man wants credit for a couple of months, he pays more than the cash customer, and he pays more still if he wants it for six months. I sell binder twine on payment October 1."

No Credit on Small Amounts.

A distinctly novel and at the same time commendable idea was advanced by one member. "I have found that the smallest accounts are the hardest to collect," he said. "Accordingly, I decided to eliminate that phase of it. We allow no charges for amounts less than \$1.00. The results have proven that the credit business is a habit with people. When men come in to buy an article that costs, say 40 cents, they have the cash in their pockets, but they say 'charge it,' as a matter of habit. By refusing to charge anything less than one dollar, we have cut our book accounts down forty per cent. in one year. At the same time, our cash sales have increased."

"I tried the cash system for six months when I was new in the business," said one man. "It did not prove suc-

cessful, so I went back to the old method. Now, however, I am convinced that it can be done, and am seriously considering going to cash again."

Gives Discount in Goods.

Said another: "Seventy per cent. of my business is cash. I give 50 cents worth of goods on every \$10.00 worth of checks. We give checks on the cash register system. I find that men will walk blocks out of their way to get checks. As we pay the discount with goods, it really means that we only give 3½ per cent. discount. It has largely increased our cash sales."

Meeting Catalogues.

How are you meeting catalogue house competition?

The point was not discussed at any great length. One dealer stated that he always kept the mail order catalogues on his desk and let customers compare prices if they so desired.

Stocking Electric Features.

In a small town where hydro-electric is coming, does it pay to stock electric fixtures?

The answer to this question was most decidedly in the affirmative. One dealer stated that electric fixtures were among the best lines he carried. He had a stock of \$1,000. Complaint was voiced by another dealer that in his home town the municipality had gone right into the electrical business, selling and installing all kinds of appliances.

Canvassing Factories.

Does it pay for retailers to canvass factories for belting, tools and factory supplies?

Some diversity of opinion arose on this point. It was pointed out by some that the factories were generally sold direct and that the retailer had little chance. One man stated that he had tried to sell mining supplies, but, as the same firms who sold to him also sold to the mines, he had finally gone out of that line and stocked something which paid him better.

Others reported that they had met with success in canvassing for belting supplies. One stated that he did business to the extent of \$100 a month in belting supplies. Another contended that the canvassing was worth while, because it brought the dealer the good will of the manufacturers.

On one point all agreed—that travelers from outside could always canvass the factories to better advantage than a home man. This was not because of superior salesmaking ability, but because they were more apt to listen to an outsider and accept his prices as low.

Tinshop Apprenticing.

Is it possible to make tinsmithing attractive enough to get boys to learn the trade?

"Decidedly not," said one man. "It is impossible to find boys."

The complaint was voiced that boys would go away as soon as they had learned how to make a furnace pipe or solder a joint and get wages as regular tinsmiths.

One dealer declared that he had found the plan of giving bonuses to his boys the best way to keep them. At the end of each year he gave them a certain amount. This was an inducement for them to stay until the end of the year and then they did not have much opportunity to find lucrative employment elsewhere until the spring. He gave them \$30 the first year, \$50 the next and \$75 the next.

Special Sales.

Do you consider the holding of special sales in such lines as tinware good business?

Several dealers told of plans they had employed to make special sales at special prices a success. One man told how he had bought a stock of enamelware at a special price (the stock was seconds) and sold them at a big reduction, getting a large amount of business in that way. Another told of a method he had adopted of selling certain lines at a reduced price for one day only. The stock was always

cleared out in the one day.

Others took the view that it was not necessary to sell at reduced prices in order to make a profit. One dealer stated that he had filled his windows with cheap goods without getting any special results, and had then put in a display of good tools, getting magnificent results.

"I filled my window with tinware," said one merchant, who did not believe in reduced prices, "and sold more in one week than during the previous fifty-one weeks of the year."

Another dealer gave an incident which pointed to the wisdom of showing goods at a price which would indicate quality. He had bought 40 pair of carvers at 50 cents apiece and sold them for prices varying from \$1.00 to \$2.50. The whole stock was cleared out. His competitor bought some of the same, which he put in his window priced at 75 cents. He has them yet.

"I used to offer special bargains," said one dealer, "but I went out of it when I found that I had all the cheap skates in town rummaging around my store, looking for bargains. We had to wait on them while perhaps a good customer was not getting the attention he deserved. However, we still handle leaders, notably lantern glasses which we sell to farmers at 3 cents apiece. This brings the farmer into the store."

Handling Beaver Board.

Is Beaver board a good line to handle?

It was generally conceded that both beaver and wall board were good lines to handle. Some dealers stated that they did not carry it in stock, but others had found that it paid them to carry a good stock.

One dealer stated that he sold 80,000 feet last year and had found that he was able to follow up all sales with advertising of flat wall finishes. The chief advantage he had found in handling the board was that it brought a big increase in his paint sales.

Second Session of the Question Box

The Operation of Parcels Post in the United States Discussed by Officers of the National Retail Hardware Association—Tinshop Costs Ventilated—Will Exhibition be Continued? One Question Asked.

The Question Box session was renewed on Wednesday night, with Ed. Wanless, of Chatham in charge. He acquitted himself most nobly, managing to infuse plenty of snap into the discussions. The meeting was enlivened by the presence of the three American delegates.

At the start President Madole an-

nounced that the nominating had been appointed as follows: Messrs. Hambly, of Barrie, Zavitz, of Amherstburg, Conn., of Tilsonburg, Rankin, of Ottawa, and Misteale, of Rodney.

Secretary Wrigley announced that the Oneida Community, Limited, had offered to entertain all hardwaremen who cared to take in the trip to Niagara Falls

on Friday. Those intending to go were asked to make known their intentions without delay.

Giving Stove Satisfaction.

What should a stove dealer do to give customers satisfaction from stoves?

The first question asked produced an

interesting discussion. A number of dealers spoke, all being agreed that the following points should be observed: Dealer must know the stove he is selling and all about its construction. He must send competent man to instal it and to instruct the lady of the house how to run it. "There are more stoves condemned through poor attention than there are poor stoves," said one dealer.

Another dealer hinted that the best way to prevent complaints was to always get a deposit. When a deposit had not been made, customers often started to shower complaints as soon as a suggestion of payment was made. This statement was laughingly applauded and heartily concurred in.

Effect of Parcels Post.

How would parcels post affect the retail hardware business?

President Abbott of the National Retail Hardware Association of the United States was asked to address the meeting on the subject. He stated that as yet it was in the experimental stage and that he would advise the Canadian merchants to wait and see the effect it would have on the retail trade in the United States. He stated that in many parts of the States, the big dealer was growing bigger and the small dealer smaller. Mr. Abbott spoke of an instance where a can of vermilion paint had been sent by Parcels Post, on which the cover had become damaged, with the result that a great amount of damage had been done to other goods and the addresses on a large number of articles could not be deciphered. Mr. Abbott also suggested the hardware dealers take more interest in office and legislative matters. By using some energy in public matters, they could help in a large manner to adjust trade matters that are not satisfactory. Mr. Abbott dealt at some length with the zone system now in force in the United States as described some time ago in Hardware and Metal.

S. R. Miles, ex-pres. of The National Retail Hardware Association also spoke on the parcel post problem. He stated that it had been claimed that parcel post would reduce the high cost of living, but that this claim had been exploded. He quoted an instance regarding a shipment of eggs and showed that when the cost of special retainer for holding eggs was figured in, that parcels post would increase instead of decrease the cost of living. He stated that records up to date went to show that 90 per cent. of the packages so far distributed were sent from the large to the small cities, and that farmers were not using it to any extent. He also said that the general opinion went to show that Parcels Post was not intended to

help the farmers. Mr. Miles also stated that a large number of dealers were complaining about the Parcels Post and on the other hand there were a number of dealers who were advertising in the daily papers and sending out circulars in which they offered to prepay Parcels Post charges on many lines of goods within a certain distance of their store in the zone system. He stated that he was receiving large numbers of clippings daily that had been clipped from newspapers in all parts of the country in which dealers were advertising that they would assume cost of postage within certain bounds and by doing this they were affording advocates of the Parcels Post System a good opportunity to present a good argument that Parcels Post was not a hardship on the retail hardware dealer, but rather a benefit on account of his ability to use it in this manner. Mr. Miles also advised the retailers to wait and see the result in the United States and that they would secure a great deal of information on the subject through the trade papers.

Need of Exhibition.

What would association be without exhibition?

Chairman Wanless explained that exhibitors were under heavy expense in exhibiting and should be supported by dealers.

President Abbott was also asked to give his views on the matter, and said that in some States the conventions had been successful without exhibits. It was his experience that combining convention and exhibition had been very successful in his State, namely, Iowa. Exhibitors were allowed to choose their own decorations. The exhibition committee consisted of three men. This committee was always on hand during the exhibition visiting the exhibitors and adjusting any complaints that might be made. He quoted one case where a charge of \$1.50 had been made for the services of a carpenter for a few minutes to erect one shelf, when the committee investigated the overcharge, an allowance of \$1.00 was refunded to the exhibitor. He stated that exhibitions had an influence and assisted in getting new members. A great many of the retailers made it a point to buy goods for future delivery and in this manner show the exhibitors that they appreciated their presence. President Abbott did not like to see dealers overbuy, but said that dealers should help exhibitors if they could.

He did not favor long programmes and said that he considered three hours a day sufficient, and that they also discouraged the idea of entertaining to such an extent as to detract the attention of the dealer from the exhibition.

Their exhibition was open daily from 1.30 p.m. to 11 p.m.

A Pledge Asked.

Are we assured of the support of the Canadian Hardware Manufacturers' Exhibitors' Association next year?

President Madole stated that this could not be answered until taken up by the executive with the exhibitors association at their meeting.

Price on Tinwork.

What price should be charged for eavetroughing, allowing a reasonable profit.

A large amount of discussion took place on this subject. It was agreed that very few were making a reasonable profit on this class of work. There is also a great scarcity of help for this class of work. Some of the dealers figured on price per foot and others on contract. There appeared to be a vast difference in the prices that were in force in various towns and cities. One member stated that some dealers must be doing the work at a price ridiculously low, or others were getting very high prices and that a meeting of this kind should endeavor to overcome these difficulties. He suggested that the matter be gone into thoroughly and that the executive advise the members as to the standard price proposed by them. He stated that the members could be notified through the medium of the trade journals.

The Gurney Foundry.

E. Holt Gurney, of the Gurney Foundry Co., Toronto, was also asked to address the meeting. He stated that conditions had been improved wonderfully in the city of Toronto during the past two years. An association had been formed in Toronto two years ago to remedy conditions prevailing at that time. Much of the work was being done at cost or lower. The association had a meeting once a month, and although prices were advanced in some cases to almost 20 per cent. more than the prices in existence at the beginning of the Association, he stated that they were not yet high enough but that there was a much better feeling prevailing and that good work was being done. He also Stated That dealer should not overlook the important point of figuring overhead costs.

Cash Settlements.

Where 80 per cent. of a dealer's business is with farmers, can a cash or 30 day settlement be successfully conducted?

The general opinion appeared to be that in the majority of places it could not.

U.S. Officials Address Convention

Members of National Association Appear—President Abbott Speaks on Price Problem And Parcels Post—S. R. Miles Cites Case Which Proves the Benefit That Mail Order Houses Are Getting From Parcels Post—Some Humorous Passages.

A feature of the convention was the presence of three distinguished members of the National Retail Hardware Association of the United States in the persons of President L. R. Abbott, Vice-President Ireland and ex-President S. R. Miles, the latter being retail editor of the Hardware Reporter. Although not expected to arrive until Thursday, the party reached Hamilton on Wednesday night in time to attend the Question Box session, where they received a hearty welcome.

Mr. Madole introduced the visitors in his happiest vein, referring to the distinguished records they had achieved, and pointing out that the important trade conditions now felt in the United States made their visit, to explain how matters stood, of peculiar interest.

President Abbott, who is a big man—physically and mentally—gives a general suggestion of power as well as geniality. This impression was borne out by his remarks, brief though they were. He pointed out that two big problems faced the hardware trade in the United States at the present time—the price problem and parcels post. "It is become quite apparent to me," he said, "that you in Canada are quite as much interested in these questions as we are. We have started something in the States and hope to develop it in this matter of price."

He went on to explain that the retailers had clearly taken the stand that they expected the jobbers and manufacturers to sell goods to them as cheaply as local or foreign opposition could secure them. The jobbers had agreed, but the manufacturers at a meeting held the previous Thursday had refused to accede to the resolution, either as a body or individually. This stand would have to be met by individual dealing. They had found in the past that in a great many cases they had been able to correct trade evils by individual action.

After a reference to the working of the Parcels Post system, he concluded by extending the greetings of the National Association.

The President's Bodyguard.

Vice-President Ireland is a bigger man than the president, and he took advantage of his stature to find a humorous preface for his remarks. "I have a peculiar name to bring over into Canada," he said. "My opposition in the association, owing to my size and na-

tionality, is that of bodyguard to the president. (Laughter.) I may say, however, that when trade questions are up he does not need any assistance."

Mr. Ireland went on to state that the past year had been a strenuous one in association circles in the United States, but that they expected to accomplish something in the end. As similar problems were arising in this country, the Canadian hardwaremen could expect to encounter storms which, however, could be overcome by association work or individual efforts. He explained that the



President Abbott of the National Retail Hardware Association of the United States.

stringent provisions of the Sherman Anti-Combine law in the United States hampered action by the trade associations, and thus they had found it necessary to do much of their work through individual work.

Guarding the Sacred Surplus.

If Mr. Ireland had been brought along to guard the president the presence of Mr. Miles was necessary to the famous "sacred surplus" of the National Association. Mr. Miles let the meeting in on this surplus with his first words. "You have heard," he said, "of the size of the surplus of the national body and you can, therefore, understand why I have come along to keep these gentlemen in sight and to take them back surely across the border. (Laughter.) I noticed that all the way up they guarded their grip sacks most jealously."

Mr. Miles spoke earnestly for a few minutes along one of the most important phases of retail merchandising today. While problems differed in various

sections to some extent, he believed that basically conditions were very similar everywhere. Business men were working toward the same ends. He believed that net results were what every dealer was striving after in reality, not volume as so many wrongly judged. This misconception was at the root of all the troubles of the retailer in the United States, he contended. They had been setting their goal too high and striving to achieve a large total, in the firm belief that profits would follow as a natural result. He was glad to see that they were gradually getting away from this idea.

The Menace of Parcels Post.

He went on to point out that the parcels post problem in the United States had become a question of fighting to keep the zone system now in force, and to keep the advocates of the measure from getting a flat rate regardless of measure. As an evidence of the interest that mail order houses took in parcels post and the benefit they derived from it, he stated that one branch of the largest catalogue house in the States had increased its staff from 100 to 600 since the Act went into force.

Mr. Madole extended to the visitors the freedom of the association. He warned them that, although Canada was not at all anxious to be annexed to the United States (the word "annexation" had crept into the speeches), she might be quite willing to consider annexing the United States on her own account. (Laughter.)



Social Sides of the Convention

A reception was held on Monday night in the Royal Hotel by the officers of the C. H. M. E. A. The object primarily was to provide an opportunity for the manufacturers and retailers to get together on a common footing and become acquainted. Back of this, however, was an ulterior motive. The officers of both associations were extremely anxious to get the retail hardwaremen in attendance early so that there would be no time lost, and it was considered that the holding of a reception on the first night would have the desired result.

The reception began at ten o'clock in the dining room of the Royal Hotel, the time having been fixed at that hour to enable the retailers to attend the first lecture at the armouries. President Bittues, flanked by the officers of his own and the retail associations, received the visitors as they came in. Tables piled up with sandwiches and other edibles awaited the guests, and the first three quarters of an hour was spent in an attack on the good cheer.

A piano was then shoved out into the centre of the room, chairs were formed in a semi-circle, and an hour's entertainment began.

Jules Brazil, a small man with a big voice, officiated at the piano and soon had the whole room singing in choruses. As a chorus leader, he proved the very man for the job. Individual numbers then followed, including Jimmy Hossack in one of his clever renditions of

Dr. Drummonds "Johnny Couteau;" a song by M. Spalding; a funny story by Roy Mathewson, and a recitation by James McGregor. F. W. Tobin acted as chairman during the programme.

This first night reception was informal and enjoyable to the last degree. It might well be made an annual feature.

A CURLING GAME.

On Wednesday two rinks of hardwaremen met a couple of Hamilton rinks at the Victoria. The score is being kept dark, but it is rumored that the hardwaremen lost. The rinks were:

F. H. Otton, W. Magladery, G. A. Binns, D. A. MacNab, skip.

W. A. Rankin, W. Barlett, J. E. Waffle, A. E. Bottum, skip.

The game was arranged by Mr. James of Wood-Vallance Co.

TENDERED A LUNCHEON.

On Wednesday, H. P. Hubbard, manager of E. C. Atkins & Co., Hamilton, gave a very enjoyable luncheon at the Commercial Club to the officers and guests of the Canadian Hardware Manufacturers Exhibitors' Association, Limited, and to representatives of the trade press.

Those who sat down with the host were:—A. A. Bittues, F. M. Tobin, Jas.

Hossack, Adam Taylor, W. Wrigley, R. J. Slater (Le Prix Courant), W. L. Edmonds (Canadian Hardware Stove and Paint Journal), James G. Lorri-man (Hardware and Metal), S. B. McGee, sales manager of the Lufkin Rule Co., Saginaw, Mich., and S. H. Warnock, of Vancouver, B.C.

A capital menu was served and the guests enjoyed a chat afterwards in the club room.

ENLARGING HIS STORE.

Fred. C. Lariviere had much valuable information to give on points governing the management of the retail store. He is a veritable store house of useful information and is always willing to give others the benefit of his knowledge.

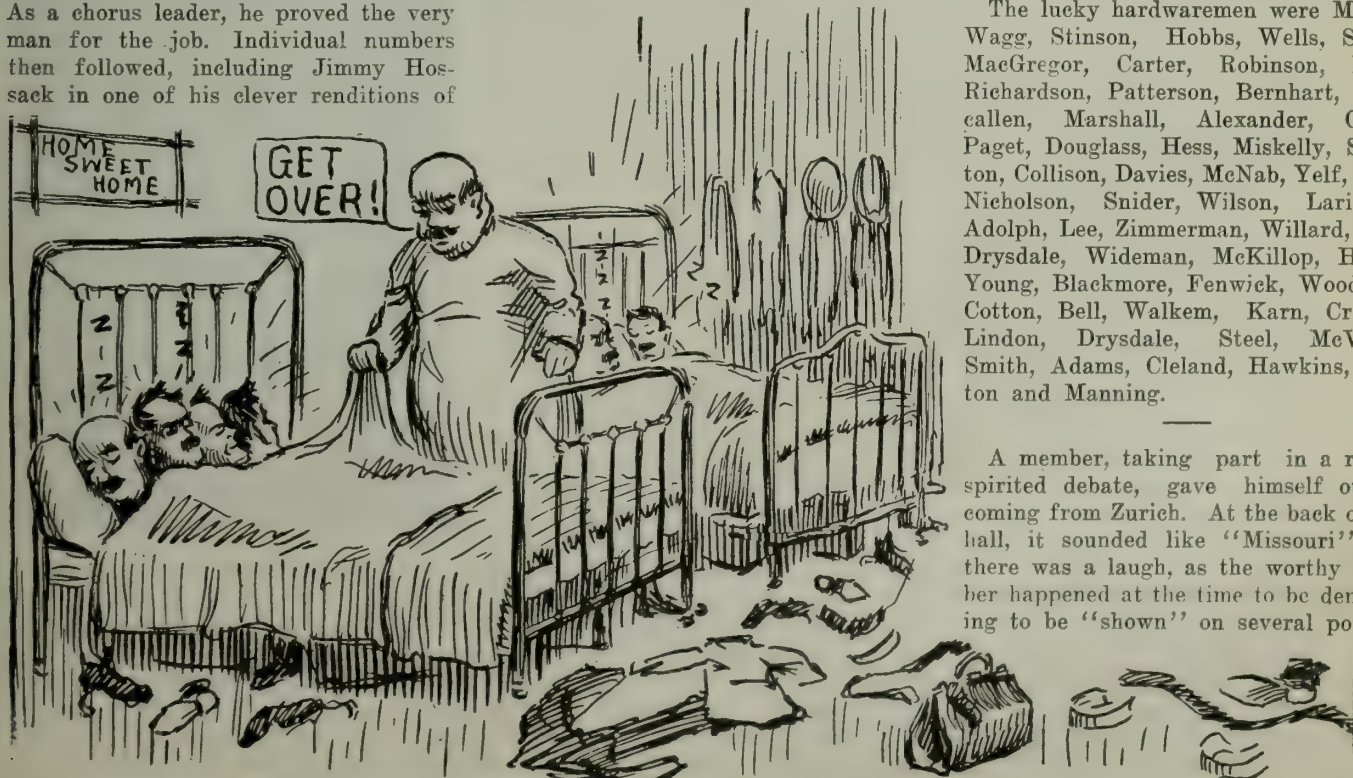
Mr. Lariviere stated that he was extending and altering his store in Montreal.

DRAWING FOR PRIZES.

The drawing for the prizes offered by the manufacturers took place on Wednesday afternoon at 4 o'clock. Mr. Warnock drew numbered cards from a box and the prizes were awarded to those who held the corresponding numbers. H. Oecomore and C. W. Coon assisted in the work while Ed. Wanless acted as announcer with a megaphone.

The lucky hardwaremen were Messrs. Wagg, Stinson, Hobbs, Wells, Shells, MacGregor, Carter, Robinson, Eade, Richardson, Patterson, Bernhart, Carscallen, Marshall, Alexander, Otton, Paget, Douglass, Hess, Miskelly, Stainton, Collison, Davies, McNab, Yelf, Barr, Nicholson, Snider, Wilson, Lariviere, Adolph, Lee, Zimmerman, Willard, Dick, Drysdale, Wideman, McKillop, Heard, Young, Blackmore, Fenwick, Woodman, Cotton, Bell, Walkem, Karn, Crosbie, Lindon, Drysdale, Steel, McVittie, Smith, Adams, Cleland, Hawkins, Barton and Manning.

A member, taking part in a rather spirited debate, gave himself out as coming from Zurich. At the back of the hall, it sounded like "Missouri" and there was a laugh, as the worthy member happened at the time to be demanding to be "shown" on several points.



Retailers who Attended the Convention

The following list of retail members in attendance was taken from the convention register at three o'clock on Wednesday afternoon. On the list are names of association members only. Other hardwaremen attended who did not belong to the association:—Jas. McKeracher, Preston; W. D. Dewar, Pem-



Ed. Wanless, who conducted the Question Box on Wednesday night.

broke; D. Mistele, Rodney; J. S. Moir, Arnprior; A. Binns, Newmarket; W. Magladery, New Liskeard; S. M. Burt, Toronto; A. L. Shields, Kincardine; W. J. Robinson, Toronto; F. Fletcher, Hamilton; W. H. Bartlett, St. Mary's; J. Dander, Streetsville; J. E. Mosely, Huntsville; J. R. Hambly, Barrie; J. H. Winsor, Sudbury; W. H. Yelf, Ailsa Craig; N. E. Mills, Hamilton; F. Blumberg, Toronto; W. J. Bell, Beaton; W. I. Wagg, Providence Bay; J. W. Peacock, Toronto; Wm. Adams, Guelph; J. Smith, Baysville; W. Woodman, Arthur; M. Carr, Cobalt; W. Rowdon, Cobalt; R. S. Drysdale, Arnprior; D. Munn, Ripley; S. R. Peart, Rockwood; W. DeGross, Bloomfield; T. M. Nash, Wellington; R. McVittie, Southampton; B. F. Ahrens, Hanover; M. Johns, Southampton; N. L. Brown, Owen Sound; A. S. Bottom, Bobcaygeon; H. B. Wilson, Dundas; R. Wright, Toronto; O. S. McComb, Lucan; J. Douglas, Wroxeter; H. J. Carter, Picton; W. H. Manning, Coldwater; W. D. Samson, Blenheim; W. A. Barr, Merlin; J. B. Bunt, Kingston; A.

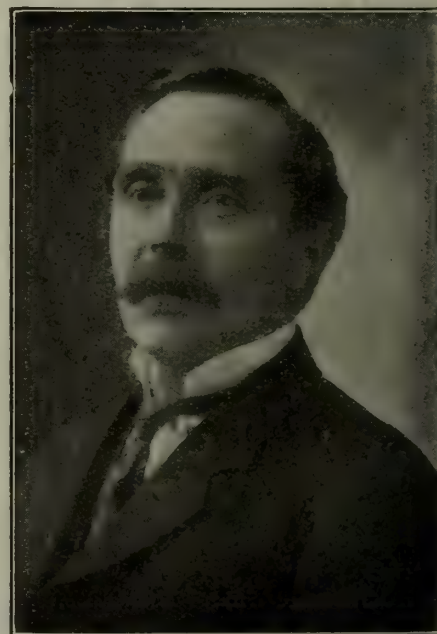
J. Wright, Hamilton; M. G. Drysdale, Hensall; J. E. Hendershott, Granton; R. J. Walkem, Totenham; W. W. Baker, Grantham; A. Ballantyne, Brantford; E. C. Cruper, Owen Sound; W. A. Ranken, Ottawa; R. Hawkins, Smith's Falls; A. M. Oldham, Weston; R. E. Little, Teeswater; J. Caslor, Toronto; F. W. Otton, Barrie; C. W. Conn, Tilsonburg; H. A. Wright, Aylmer; H. Occomore, Guelph; Ed. Wanless, Chatham; R. Scott, Forest, Jas. Lohead, Forest; W. G. Pow, Tilsonburg; R. E. Young, Hanover; F. A. Child, Cochrane; C. V. Kalfleish, Mildmay; J. R. Brunton, Barrie; H. E. Wells, Dresden; J. Collison, Harriston; J. H. Hedley, Clarksburg; J. E. McCay, Kingsville; F. W. Burton, Port Arthur; M. McKillop, West Lorne; W. F. MacPherson, Prescott; M. S. Madole, Napanee; R. Hunt, Bolton; Geo. Matthewson, Toronto; E. A. Whitten, Bracebridge; W. A. Sylvester, Stouffville; A. Wideman, Markham; J. E. Bell, Lucknow; J. McGregor, Oakville; J. Preter, Zurich; A. M. Wates, St. Catharines; P. R. Best, Peterboro; J. Zavitz, Wallaceburg; C. Taylor, Carleton Pl.; D. A. MacNab, Orillia; O. Riddell, St. Catharines; J. MacGregor, Caledonia; R. E. Little, Teeswater; J. J. Metcalfe, Shelburne; J. G. Crosby, Highgate; Gordon Cotton, Burlington; W. J. Keyes, Sault Ste. Marie; A. G. Fulton, Sault Ste. Marie; D. Treman, Dashwood; C. C. Lee, Goderich; B. E. Webster, Hamilton; H. J. Penfold, Guelph; N. E. Eade, Aurora; Roy E. Carscadden, Dresden; J. Angus MacPherson, Peterboro; Arthur Spratt, Inglewood; Geo. H. Willard, Chatham; Harry C. Scott, Teeteville; A. Richardson, Clifford; Geo. Davies, Toronto; W. D. Stinson, Toronto; A. R. Bernhardt, Preston; W. J. Heard, Fenelon Falls; L. Grill, Hespeler; R. Nicholson, Arthur; W. Glassford, Beaverton; Chas. Turnbull, Brantford; H. E. Patterson, Drayton; V. Miskelly, Smith's Falls; H. Lendon, Leamington; F. W. Jaffary, Milan; H. E. Fenwick, Toronto; Geo. E. May, West Toronto; H. E. Patterson, Niagara Falls; O. F. Morrison, Toronto; H. Stanton, Toronto; R. J. Wallem, Tottenham; R. M. Clements, Milton; H. J. Marshall, Poreupine; F. A. Moses, Toronto; Jas. R. Coates, Walkerville; Stephen King, Ingersoll; S. L. Adolph, Listowel; J. T. Henderson, Niagara Falls; H. D. Garner, Niagara Falls; P. H. Alexander, Hamilton; R. H. Blackmore, St. Thomas; Geo. A. Davison, Woodstock; Fred W. Harn, Woodstock;

G. W. Kenny, Caledon East; Alex. Hay, Unionville; M. Zimmerman, Smithville; Geo. Wilson, Moorefield; J. J. Dick, Teeswater; R. W. Vogan, Walkerville; A. Hobbs, Elora; Lloyd McHardy, Ferguson; E. S. Cleland, Meaford; Chas. Snider, Elmvale.

PROCESS OF STEEL AND WIRE MAKING.

The lecture accompanied by moving pictures given in the Armouries on Monday night proved very interesting and was well attended.

R. S. Rider, of The Canadian Steel & Iron Co., Hamilton, Ont., under whose auspices the lecture was given, introduced the speaker J. W. Meeker, Jr., of Chicago, Ill. Mr. Meeker gave a very interesting and instructive lecture on the art of steel making dealing with the various processes from the mining of the ore, transporting, treatments in course of manufacture, etc. Mr. Meeker also explained the art of wire making, and the methods employed in making woven wire fencing and the proper manner in which it should be used when being erected by the farmer.



President Elect H. Occomore.

The lecture was accompanied by moving pictures which showed the various stages of manufacture as explained by Mr. Meeker. A number of views were shown of exhibits that could be used by dealers at the fall fairs. The pictures were clear and were very interesting.

Banquet Tendered by Manufacturers

Banquet Tendered by the Manufacturers—Hardwaremen Gather Around Festive Board—Exhibition and Convention Brought to a Fitting Close—Invitations for Next Year Received From Hamilton and London—Reminiscences Given by William Wallace, Dean of the Hardware Trade.

The exhibition and convention were brought to a fitting close by the banquet tendered by the manufacturers on Thursday night. Here manufacturer, jobber and retailer, met on the most friendly footing. The business questions which had so fully engrossed all minds during the week were laid aside and hardwaremen mingled together with but one idea in mind—to have a good time and to get to know each other better.

The banquet was held in the Alexandra roller skating rink, a huge arena with capacity for seating an immense number. It is probable that five hundred guests sat down, though this total is but an approximate estimate. The head table ran the full length of one side of the rink, the rest of the tables being placed at right angles to it.

A thoroughly enjoyable menu had been provided. The service was admirably prompt, the courses following each other with a dispatch seldom observed at so large a gathering.

When cigars had been lighted, president Bittues, who officiated as chairman, proceeded with the programme. It may be remarked that Mr. Bittues made an ideal presiding officer—capable, witty and resourceful. He well deserved the vote of thanks tendered him at the close.

The first toast honored was to "The King." The National Anthem and the Star Spangled Banner were sung.

An Eloquent Response.

C. McCullough who was introduced by the chairman as the "Silver Tongued Orator of Hamilton," fully upheld the reputation thus given him, in his response to the toast of Canada. "The proper response to this toast, I submit," he declared, "has already been given in the singing of our our great anthem, O' Canada. This undying song will be sung as long as a maple tree grows in Canada." Mr. McCullough gave an interesting dissertation on the origins of the two anthems "O' Canada" and "The Maple Leaf Forever."

When Jacques Cartier sailed up the St. Lawrence, he found the country a wilderness. It had been said that Cartier carried back an Indian chief with him. If the story were true, that chief must have been greatly surprised at the contrast between what he saw and what he had left. He (the speaker) had felt somewhat in the same position as that

chief when on the previous evening he had found his way into the hardware exhibition. Certainly he had been astonished; he desired to congratulate the association on the fact that they had made an incomparable exhibition of hardware products.

He expressed the hope that the hardwaremen would see fit to honor Hamilton by making it the permanent home of this exhibition.

Going back into the history of the Confederation, the speaker referred to the fact that the Dominion had been the result of concessions. The fathers of Confederation had been divided into two bodies of men entirely opposed to each other in their love for their country. He referred to the necessity of all Canadians uniting to celebrate the semi-centennial of Confederation. Amplifying this idea, he showed that the British, Canadian and American peoples were all of one race, aim and ambition. The English-speaking races would always be found banded together for the common cause of liberty. All along the border line between Canada and the United States, not a cannon was pointed adversely.

In eloquent terms, he referred to the heroic exploits and sad deaths of the Scott party at the South Pole—in order that the cause of science might be advanced. These were the men that made a nation great. Applying the lesson to the gathering before him, he spoke of the great value of co-operation.

Chairman Bittues announced that Mr. Gourlay, president of the Canadian Manufacturers' Association, who had intended to be present, had found it impossible to attend. A telegram of regret was read.

"Our Industries."

J. Orr Callaghan, of the Steel Co., of Canada, responded to the toast of "Our Industries." He drew the attention of his auditors to a number of important points relating to the industrial life of Canada. The first was that Canada was now self-sustaining in the matter of manufacturers. He had great pleasure in announcing that they made in Hamilton everything that would go into the upkeep and maintenance of the most sumptuous home as well as the most humble. It was now possible to build a railroad and equip it throughout without going outside the borders. He hoped

sincerely that the time was not far off when Canada would build her own ships to be used in the defence of the Empire.

Summing up his argument along this line, he showed that everything was being produced in Canada to-day which was sold in the hardware stores; a fact which he hoped they would all bear in mind in placing their orders. Taking it a step further, he pointed out that Hamilton was in the enviable position of being able to supply every need in the hardware store.

The Value of "No."

Going into the question of selection, he pointed out that many men did not appreciate the value of being able to say "No" in the matter of purchasing. There was a distinct need for every business man to learn to use that word when proper occasion arose. He remembered the time when the jobber had very little faith in Canadian made goods. Home manufacturers had found it difficult to overcome this prejudice. He felt no hesitation in saying that in Canada all lines were turned out the equal of anything made in any part of the world. (Hear! Hear!). Canadians had brains the equal, if not the superior, of people of other nationalities; a fact attested by the success which Canadians had achieved in various paths of life in other countries. On behalf of the Canadian manufacturers, he bespoke the good will of the assembled hardwaremen.

Cy Warman Speaks.

Cy Warman, the well known author and railroader, gave a typically humorous address, punctuated by good stories told in the inimitable Warman way. He announced that he came loaded down with gifts and promises, mostly promises, from the heads of the road he represented; and then proceeded to highly outline a few of these promises. The facetious turn to his remarks proved a welcome diversion and many hearty laughs were enjoyed.

An Invitation Back.

Mayor Allen, of Hamilton, expressed the hope that they had all enjoyed themselves in Hamilton. The people of Hamilton would always be glad to welcome the hardwaremen back. He took occasion justifiably to praise the industrial development of his native city.

Officers for Ensuing Year Elected

Several New Men Added to the Executive—Many Resolutions of Interest Adopted—Opposition to Parcels Post Expressed—Business Agent May Be Appointed by the Association.

Thursday mornings' session of the retail hardware convention was a very interesting meeting. The attendance was large, and a lively interest was taken in the proceedings. Addresses were delivered by Vice-President Ireland and Past President Miles, of the National Retail Hardware Association. Both speakers referred to subjects that are interesting to all hardware dealers in Canada, and urged the members of the association to use individual effort in endeavoring to further the interests in which all were concerned. They were advised to keep closely in touch with all matters that threatened to be detrimental to the trade and to co-operate with the manufacturers and jobbers in a friendly manner.

The New Officers.

The following officers were elected for the ensuing year:—

President—H. Occomore, Guelph.
First Vice-President—W. F. Macpherson, Prescott, Ont.
Second Vice-President—C. W. Conn, Tillsonburg.
Secretary—Weston Wrigley, Toronto.
Treasurer—John Caslor, Toronto.
Executive Committee—Geo. W. Ecclestone, Bracebridge; Ed. Wanless, Chat-ham; Jas. MacGregor, Oakville; C. C. Lee, Goderich; E. J. Creeper, Owen Sound; A. M. Watts, St. Catharines.

The retiring president, M. S. Madole, of Napanee, congratulated the association on the selection of officers. The following report from the Resolutions Committee was voted on and carried unanimously:

No. 1—We recommend the adoption of the executive committee's recommendation changing section 1, article 3 of the constitution.

No. 2—We further suggest that the new advisory committee consist of members from Western, Central and Eastern Ontario; and, further, that the advisory committee engage a traveling business agent to act under their instructions.

No. 3—We recommend that every retailer having a trade grievance report it to the committee in charge of joint conference before noon on Thursday, and that any further complaints be referred to that committee.

No. 4—We recommend that in any district or county where three members request it, the advisory committee shall call a meeting to form a district association.

No. 5—We recommend that the Government defer action on the Parcels Post

measure until such time as the zone system has been tried out in the United States.

No. 6—We again express our determined opposition to a National C.O.D. parcel post system, and request members of the association to take the matter up with their respective members of Parliament.

No. 7—We endorse the work undertaken by the Legislative Committee during the past year, and urge them to continue their campaign against the unfair charges made upon all retailers, etc., for reinspection of weights and measures, said inspection being a public duty.

No. 8—We recommend the passage of an Act "limiting the bag" and preventing the sale of game, in order to preserve the fish and game resources of our country, and we protest against the failure of certain game inspectors to enforce the game laws.

No. 9—We express our approval of the principle of re-sale prices.

No. 10—We recommend the adoption by the manufacturers of uniform sized catalogues, and that all original packages have a space left on the front for marking purposes.

No. 11—We express our sincere appreciation of the work done by President Bittues, Secretary Tobin, and the Canadian Hardware Manufacturers' Exhibitors' Association as a whole for their magnificent exhibition, their handsome badges and the splendid entertainment they are providing at this convention. Retailers can show their appreciation best by giving exhibitors the preference in placing orders for goods. We invite the Exhibitors' Association to again co-operate with us in making arrangements for our ninth annual convention to be held in February, 1914, and that a copy be forwarded to the secretary of the Canadian Retail Hardware Exhibitors' Association.

James McGregor, Caledonia, Chairman; C. F. R. Taylor, Carleton Place, Secretary, of the Resolutions Committee.

It was moved by ex-President Cinnamon and seconded by J. McGregor, and passed unanimously, that a vote of thanks be tendered to the following firms who contributed the interesting and educational features combined in the illustrated lectures:—Canadian Steel and Wire Co., Sherwin Williams Paint Co., E. C. Atkins Co.

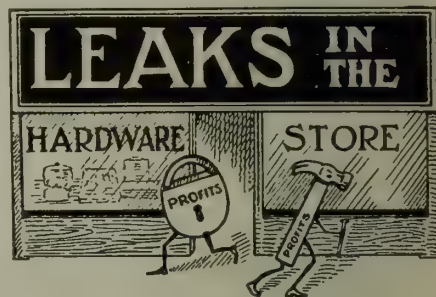
CONVENTION NOTES.

Heard at luncheon: "We dodge the duty on our hand saws, by bringing the teeth over separately and assembling them."

The weather was mild. Did you hear what Bittues said about those furnaces of Stewart's?

How would you like to be Cinnamon? He leaves next month, on a three months' trip around the world. When he gets home, he'll have a story to tell Hardware and Metal readers about hardware stores in the foreign climes he intends to visit.

S. B. McGee, sales manager of the American Lufkin Rule Co., Saginaw, Michigan, one of the visitors at the convention as the guest of Mr. Hossack, of the Lufkin Rule Co., of Canada, was called away Thursday afternoon by the sudden death of H. W. Houle, the company's efficiency expert.



One of the problems that confront almost every hardware dealer is the disposal of the dead stock or slow selling lines.

No matter how close he may keep in touch with the situation and study the law of supply and demand, there is bound to be an accumulation of stock that has outlined its usefulness as far as moving readily is concerned. This accumulation may be termed dead stock and, although the dealer may be able to dispose of it at invoice price, it represents a leak as long as it is allowed to remain on the shelves. This season of the year is a good time for the merchant to look up these slow selling lines, and make an energetic attempt to dispose of them.

To stimulate trade is the desire of every merchant yet he is frequently at a loss to know how to go about it. Properly conducted bargain sales, where genuine bargains are offered usually solve the problem.

One merchant, in going through his stock a short time ago, discovered that he had nine alarm clocks left out of an order of three dozen, the introduction of a newer style having resulted in their being shoved to one side.

London Wants Convention.

Mayor Graham, of London, stated that since the visit of the hardwaremen to his city, London had grown just as the association had done. He appreciated the courtesy done him in the extending of an invitation to again meet the hardwaremen of the province. Following the lead of Mr. Allen, he sang the praises of his native city, using his eulogy as an introduction to an invitation for the association to hold the exhibition and convention in London next year. He promised them "a greater, grander and, bigger time." A number of the Forest city's strong points as a convention place were graphically portrayed. As mayor for 1913—he could not tell what he would be in 1914—he promised to deliver them the keys of the city, if they accepted the invitation.

Controller Bird, of Hamilton, introduced by chairman Bittues as the "youngest controller Hamilton ever had," put in a further word for the Ambitious City. "Hamilton," he said, "pities London"—and left the question at that without attempting any elaboration of his laconic comparison. He did, however, speak of the industrial advantages of Hamilton.

Speaking as an advocate of the laboring men, he urged the value of co-operation between the manufacturer and the working classes.

The Dean of the Trade.

William Vallance, of Wood-Vallance Co., was introduced very fittingly by Mr. Bittues as the "dean of the hardware trade." Mr. Vallance was given a rousing welcome, the gathering singing "For he's a jolly good fellow."

He congratulated the associations on their choice of Hamilton as the convention city. The first industries in Hamilton had been hardware industries. In the early days, Hamilton had four stove foundries and all were still in operation. In 1864 they had a nail factory operating in the city—a fact which might be news to many hardwaremen.

One of the previous speakers had referred to the profits that the importers made in the early days. He proceeded to enlighten the gathering on the subject of profits, showing that they had lessened appreciably. Fortunately, however, the volume of business had grown.

He referred to the fact that he was nearing the sixtieth anniversary of the time of his starting in the hardware business. (Applause.)

Lapsing into a reminiscent vein, Mr. Vallance told of conditions in the early days. A great volume of goods was imported from the old countries, being shipped over in casks. There was no such thing as a cardboard box then, and

goods had to be handled very carefully. "You salesmen are slovenly to-day," he declared, "compared with what they were in the early days." He read from an old issue of the Hamilton Times of 1846, quoting from an advertisement of Richard Hewson, hardware dealer, which mentioned among other articles, some of which hardwaremen of to-day had possibly never heard, "all sizes of Hamilton cut nails."

On the conclusion of Mr. Vallance's highly interesting reminiscences, the party heartily pledged his health, wishing him long life.

Eloquent Message From Past President.

M. S. Madole spoke briefly but with his usual happy fund of felicitious expression. He referred to the statement of Mr. McCullough on the score of the spirit of compromise which had resulted in Confederation. It was this same spirit which was causing Canadians to strive to make the Dominion a nation among nations. Warming to his subject, Mr. Madole dilated on the events which led to the formation of the Dominion and the selection of the name.

The same spirit of compromise had brought the manufacturer, the jobber and retailer to see that their interests were so intertwined that what helped one was bound to help the others. He quoted figures to show the increases that had been made in Canada during the last ten years—increases in industries, capital, population, etc.

"We can afford no discord," he declared. "Let us get together, as we have this week, in open debate. We can be prepared to meet on even ground and, with our common interest in view, we shall endeavor to build up a closer relationship, which will endure for years to come." (Applause.) In conclusion, on behalf of the retailers, he thanked the manufacturers for their courtesy and many kindnesses.

President Bittues expressed the belief shared by all manufacturers that the retail body had done their share to bring about the prosperous condition shown by the figures Mr. Madole had given. He hoped that they, the manufacturers, would be able again to act as hosts to the members of the retail association.

Owing to the lateness of the hour, L. C. Abbott, the next speaker, made his remarks brief, telling a number of bright stories in happy vein. He had visited the convention, he declared, in a spirit of reciprocity for the visits that had been paid to American meetings. He could truthfully say that he was glad he had come; he had had a beautiful time and could compliment the retail association on the way the convention had been conducted.

President Lawson of the Hardware

Wholesale Association spoke briefly, extending greetings from that body.

The Trade Press.

Col. J. B. MacLean, publisher of Hardware and Metal, congratulated the manufacturers and the retail association on the magnificent gathering. He could not help but recall the meeting in his office a few years previous when, with but five or six retailers in attendance, the association was first formed. It had gone on ever since and he trusted that the future would see continued growth.

Reverting to the remarks of Mr. McCullough on the subject of co-operation, Col. MacLean stated that it was largely with recognition of this truth, that he had first urged the organization of a hardware association. There had been a tendency of late years to sow discord among the various classes in the country—a movement directly at variance with the spirit of compromise which had prevailed at the time referred to by Mr. McCullough. This false spirit was fostered by certain publications which did not have the interests of the country at heart. He owned a farm magazine and had through it continually urged the value of protection to the farmer with the idea of bringing the farmer and manufacturer closer together.

D. O. McKinnon, of the Commercial Press, Limited, published of the Canadian Hardware, Stove and Paint Journal, spoke of the policy of that publication and the other papers published by them. Efficiency was what they sought to teach, efficiency being needed on the part of the retailer to face the opposition of mail order houses. He paid a compliment to Col. MacLean as the man who first put trade papers on a good basis.

The chairman stated that he had been anxious to have a few words from Mr. Lariviere, but the latter had begged to be excused.

Mr. Callahan voiced the sentiments of the whole gathering in expressing his admiration of the way in which Mr. Bittues had officiated as chairman. He moved a vote of thanks which Mayor Allen seconded. It was tumultuously carried. On the motion of Adam Taylor and W. Wrigley, the vote was extended to include F. M. Tobin, whose hard and indefatigable work had made the exhibition the most successful on record. Three cheers were given all around.

Messrs. Bittues and Tobin replied, modestly disclaiming the great share of credit given to them and stating that it belonged to the other officers and directors.

The gathering broke up after singing Auld Lang Syne.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, February 22, 1913

THE EXHIBITION AND CONVENTION.

"Hardware week" is now over and members of the trade in all parts of the country will be interested in a summary of the benefits derived and the lessons learned from this gathering of men from all three branches of the hardware trade.

With reference to the Exhibition, the opinion is universal that it was one of the best things that has ever been arranged in the interests of trade. Covering as it did all lines of goods sold by hardwaremen and presenting them in such a way that the merchants could learn the most about them, the exhibition was in itself a liberal education. The scope of the hardware trade has been widened very considerably of late years, but it required a trip through Exhibition Hall to realize to the fullest extent the infinite variety of goods that the hardware dealer handles—or should handle. From the time that the hall was formally opened, until closing day, the exhibition was open to the merchants, and this gave them full time to inspect every line of goods and to take to the men showing them. It was hoped that the attendance would be unprecedentedly large, as the benefits to be derived by hardwaremen were so great. It is certainly to be regretted that every dealer in the province was not on hand to visit the Exhibition.

* * *

The outstanding feature with reference to the convention was the marked desire shown by the members to get down to the work of dealing with trade problems and evils. "Action" was the keynote of all discussions. The members were anxious as never before to place the association on a footing where the greatest amount of good could be done. This development was hailed with acclaim, as it was pretty generally felt that vigorous action on outstanding questions with the whole-hearted support of the membership behind it, was what was needed to put new life into the association and insure a larger future. It is sincerely to be hoped that, as a result of the 1913 convention, the individual members will continue to show an active interest the whole year around and to lend

to the officers the support which is needed to effect really useful work.

One of the first evidences of this striving after practical results is the campaign launched to remove the cost of weight inspection from the shoulders of the retail merchant. If vigorously prosecuted, this campaign should bear fruit. To make it successful, however, individual action is what is required.



COMMENT ON CONVENTION TOPICS.

The convention was resultful in the extreme in one respect. Many ideas were brought out with reference to the management of a business which were distinctly new to most of the members and deeply interesting to all. Some of the points introduced were too good to be allowed to pass without comment.

S. R. Miles pointed out in convincing phrase that the majority of retailers have been working toward what he termed a false ideal, the building up of business volume. That profits will follow as a matter of course when volume has been attained has been the general supposition. But profits do not follow as a matter of course. The result of struggling after volume, blind to the fact that it is net results that count has been the creation of conditions far from satisfactory.

Many dealers who have a comparatively small turnover clear a larger margin of profit than others who sell a much larger amount in the course of a year. This is due to the fact that the one keeps profit in sight all the time and gets his margin on everything he sells, while the other frequently subordinates profit to turnover. At the same time it must be realized that retailers have been forced into the attitude of seeking volumes of sales by the grim opposition that they meet. When it is necessary to sell at a low margin in order to meet foreign competition, the only remedy for the dealer lies in expanding the turnover to bring his profit up.

* * *

The worst feature of the credit business is the handling of small accounts. They are the hardest to collect. Difficulties in bookkeeping arise from the accumulation of paltry items which are insignificant singly but total up to astounding proportions. If the small account could be eliminated, carrying on a business on the credit basis would be comparatively free from the unpleasant features. It is as difficult to collect a large account as a small one.

Under the circumstances, the method that one dealer has adopted, and which he explained, proved of particular interest to the convention. He refuses to charge amounts less than one dollar, although he allows credit on purchases aggregating more than that amount. By this means, the bookkeeping is rendered comparatively simple and less difficulty is experienced in making collections. The proof of the pudding is in the eating, as the old saying has it. This dealer has cut his book accounts 40 per cent., and has at the same time increased his turnover. He has established the practical value of the plan—for his own business, at any rate.

This is a new sidelight on the old controversy of credit vs. cash. If the small account is at the bottom of the troubles of the credit dealer, cannot some way, along the lines indicated, be found to eliminate it?

* * *

Do the mail order houses benefit from Parcels Post? Any who doubt it—and there are some who do—should give thought to the announcement made at the convention that the largest catalogue house in the United States has increased its staff in one branch office alone from 100 to 600 since the parcels post went into effect in the United States. If this house expects to increase its business in that proportion, it can be fairly assumed that some unusual

condition has been created to justify its truly astounding acceleration of activity; and that condition quite obviously is the inauguration of Parcels Post. The extra business this house is getting is being wrested from the hands of the local merchants.



CO-OPERATIVE STORE HANDICAPS.

In two or three cities and towns in Ontario there are efforts at work at the present time to establish co-operative stores. These, as has been frequently explained in the past, are merely joint stock companies with an overabundance of small shareholders, usually an unwieldy number, if we are to judge from the success and failures experienced in this country already.

The cry that brings in the shareholder is, of course, "the-high-cost-of-living." This is alleged to be largely due to excessive profits charged by the retailer. At the very beginning, therefore, co-operative stores are under a serious handicap because of this belief.

In Great Britain and Germany the success of these enterprises has been largely due to national habits of thrift and density of population. A Scottish or a German housewife, it is said, will walk some distance to make a small purchase at the co-operative store. She is prepared to put up with inconveniences in complying with the regulations of the society. But the temper of the people on the American continent is different. Minor rules and regulations are apt to be resented by the average housewife here. Students of the movement in the Old Country declare it is the eager desire to save on the part of the housewife that permits of the success of co-operative societies there.

In Canada during recent years there have been many co-operative stores established. A few of them are no doubt making money, but from all appearances the majority have failed in their hopes. The prospects are therefore not very bright for the co-operative store stock subscribers in this country.



"TARIFF TINKERING" AND TRADE.

The eyes of all Canadians are turned with interest on the coming occupant of the White House. President-Elect Wilson is pledged to tariff reform. Just how he will go about it remains to be seen, and, in view of the intricacies of the situation, few have cared to predict what course he is likely to take. The fact remains, however, that Canada will almost certainly feel some of the effects of the change, whatever it is, and, for that reason, Wilson's "tariff tinkering" (as the cartoons have termed it) will be watched with more than casual interest.

Radical reduction of the American tariff would, it is claimed, mean a reduction in the prices of many goods. Protectionists advance the counter claim that it would mean lower wages. In any case, the effect would communicate itself in some lines at least to Canada. Progress will be watched closely.

The problem of tariff reform is a "ticklish" one and American politicians have shown a marked aversion to handling it. The cartoon reproduced has undoubtedly a basis in fact.

Significant Figures

THAT money is tight in Canada and likely to remain so is now accepted by all who have studied the situation. Any doubts which may have been felt on this score have been removed by figures contained in the statements of the condition of Canadian banks reported to the Government at the end of January.

Circulation has decreased \$15,472,713, and is now well under the hundred million mark. Demand deposits are \$25,258,255 less than at the end of December, but there is a small growth in savings deposits.

Canadian banks have recalled \$13,564,254 of their call loans from Wall street, but they still have on call there \$11,516,729 more than they had a year ago. On the other hand, call loans in Canada have remained about stationary during January and are practically the same as they were a year ago.

Business loans in Canada have been decreased during the month by \$6,626,365, which compares with an expansion of over a million dollars during January, 1912. Current loans are now just under one hundred millions in excess of a year ago.

The following compilation shows the principal items from the statements as of January 31, the changes during the month, the changes during the past year and the changes during January, 1912:—

	Jan. 31, 1913.	Changes in Jan., 1913.	Changes Jan., 1912.
Paid-up Capital	\$115,327,032	+\$ 445,118	+\$ 1,423,730
Circulation	94,575,644	— 15,472,713	— 13,971,784
Demand deposits	354,518,964	— 25,258,255	— 18,083,731
Savings deposits	635,000,065	+ 2,358,725	+ 5,778,242
Total deposits in Canada...	989,519,039	— 22,899,530	— 12,305,489
Deposits elsewhere	83,284,404	— 3,765,728	— 3,557,173
Call loans in Canada	71,376,510	+ 720,849	— 1,357,360
Do., elsewhere	92,387,847	— 13,564,254	— 11,235,577
Current loans in Canada ...	874,705,616	— 6,626,365	+ 1,063,071
Current loans elsewhere ...	40,098,146	— 891,980	— 852,758

While these figures are convincing and significant, there is no reason why a pessimistic view should be taken of trade conditions. Business is good now in all lines, and in all sections, and there is evidence, no proof, that it will continue good. The tightness of the money market will simply mean that expansion will be conducted on conservative lines. Every enterprise will be carefully weighed before the initial step is taken. In fact, it will serve as a means of checking the tendency toward "booming" and, as a result, may be regarded as somewhat in the nature of a blessing in disguise.



POINTED EDITORIALS.

The exhibitors certainly did themselves proud.

Hamilton gave a cordial welcome.

It will now be possible once again to enjoy a sound sleep and a leisurely meal.

These are the profitable pain



CP SANITONE

This is one of the very best lines for you to push. It meets the growing demand for a sanitary and durable wall finish. This new oil paint does away with stippling, and produces artistic flat velvety effects in 24 shades and white. It is easily applied on plaster, cement, stucco, plaster board, canvassed or metal walls and ceiling, etc. It is absolutely sanitary, and can be washed with soap and water without injury. Put up in 1/2 pints, pints, quarts, 1/2 gallons, gallons.

PAINTS AND

These attractive lithographed V a good trade in the products desc not only good sellers, but they h for your store, and besides that,

Send for our 1913 Catalogue an other finishes that many succe spring.

THE CANADA



LIME
PAINT-VARNISH & DRY COLOR
FACTORIES & OFFICES
WINNIPEG-OXIDE MINE

CP SUN

This bright, hard Kopal Varn that is very durable for inside good satisfaction on carriages, w and other exposed surfaces, a furniture. It is particularly go other parts of the house subject offers unusual value to the deal up in 1/2 pints, pints, quarts, 1/2

products for you to handle

VARNISHES

low Trims help you build up
d below. These finishes are
the quality that holds trade
bring good profits to you.

Price List, it tells a lot about
dealers are pushing this

PAINT CO

PS-LINSEED OIL CRUSHERS
REAL-TORONTO &
D MILL-QUEBEC



VARNISH

produces an excellent finish
outside use. It gives equally
s, boats, store fronts, doors,
n interior wood-work and
or bathrooms, kitchens, and
severe wear. Sun Varnish
well as the consumer. Put
ns, gallons.



CP SUN VARNISH STAINS

These stains give the color of the wood and a durable varnish finish with the one application. They are made from permanent pigment stains, combined with good quality varnish, and retain their color. They are just the thing for touching up marred chairs, tables and other furniture, cupboards, floors, etc. They are easy to sell, as everyone has use for just such a stain. Made in ten attractive shades representative of the popular hardwoods. Put up in 1/4 pints, 1/2 pints, pints, quarts, 1/2 gallons, gallons.

Current News of Hardware Trade

The Retailers Lost.

London, Ont.—The James Cowan & Co., hockey team, defeated the Cowan Hardware Company team in a fast game last night by the score of 8 to 1. The score at half-time was 1 to 1, but in the second half the wholesale boys came back strong as the score indicates.

New Dealer Arrives.

A news note from Rosthern, Sask., reads:—Mr. Lindleblom, of Waldron, Sask., our new hardware merchant, arrived here last week, and is getting the Fumerton Block put into shape for his stock of hardware, furniture, etc. His son, who is a tinsmith accompanied him. They expect to open up in a few days.

Business Changes.

Kingsville, Ont.—C. Hendershot Co., of which C. W. Hendershot is local manager are starting a general store in the Conklin premises.

Blenheim, Ont.—M. Samson has disposed of his carriage and implement business to Budd Stewart, who has been associated with him for some years. Mr. Samson states that though in his time he has done over \$500,000 business he has not made a loss for himself or his companies of \$100.

Aberarder, Ont.—A. B. Frayn has sold his general store to Alf. Shepherd, of Forest, who took possession Feb. 17.

Erieau, Ont.—Loren Handy has sold his store here to T. H. Jones and Lindsay Shillington, of Blenheim. Mr. Handy is going West.

Peterboro, Ont.—A. P. Brown, recently of Higgins Hardware Co., Peterboro, and formerly of Morden, Man., is preparing to open a new hardware business in Peterboro, at 171 Simcoe St., under the firm name of A. P. Brown & Co. Mr. Brown expects to be ready to open for business in about a month.

Eburne, B.C.—Gordon & Son are negotiating the sale of their hardware business.

Vancouver, B.C.—Brown & Hartley, hardware dealers, have dissolved partnership.

Colborne, Ont.—The hardware stores in Colborne will close every evening at 6.30 o'clock, with the exception of Saturday.

Walkerton, Ont.—J. Jacobs, of Guelph, was on business here recently. Mr. Jacobs addressed the Board of

Trade on matters pertaining to the location of a factory for the purpose of manufacturing screen doors and windows, kitchen cabinets and a patented ventilator. He will present a proposition to the town in a short time.

Moose Jaw, Sask.—Metal Specialties has been incorporated with a capital stock of \$500,000. Plans for a plant are being prepared.

Huxley, Alta.—The Huxley Hardware and Harness Co. has commenced business.

Calgary, Alta.—A change of ownership is announced in connection with the Queen's Quality Oil Co.

Abbotsford, B.C.—A. Hope's hardware store has been burned out.

Albarni, B.C.—P. A. Watson has sold the plumbing department of his hardware business to Stevens & Hibbart.

Lethbridge, Alta.—The Crow's Nest Portland Cement Co. has been incorporated with \$2,000,000 capital.

Swift Current, Sask.—The Winnipeg Paint and Glass Co. propose to erect an addition to their warehouse. The new building will be 40ft. x 60ft.

Le Pas, Man.—De Villers & Co. have been succeeded by the Pas Hardware Co.

W. H. Cooney, of the new firm, has been for some years a traveling representative of Merriek, Anderson & Co.

Calgary, Alta.—The Calgary Furniture Co.'s present property has been sold to J. T. MacDonald, hardware merchant.

Plum Coulee.—W. Stewart has been succeeded by the Plum Coulee Hardware Co.

Binscarth, Man.—A. Nixon has taken over the management of Braendle & Hope's hardware store.

Killarney, Man.—W. F. Ramsay & Sons have sold their hardware business to W. Cooney & Sons.

Guernsey, Sask.—The assets of the hardware business of O. A. Snider have been taken over by M. Snider.

Killarney, Man.—Messrs. O. Lawrence & Son have disposed of their hardware business in Killarney to W. Cooney & Sons. The latter took possession on February 13.

Toronto, Ont.—The hardware stock of C. P. Godden was badly damaged by water during a fire in the building above the store.

Fire Losses.

Toronto, Ont.—Damage estimated at \$4,000 was caused by a fire last night in a three-storey building at 154 King St. east, occupied by four firms. The occupants and their losses are:—Main floor, C. P. Godden, hardware supplies, \$2,000; second floor, Sheppard & Son, harness supplies, \$700; third floor, John Carey boots and shoes, \$500, and the Commercial Trunk and Sample Case Company, \$800.

BELGIAN GLASS EXPORTS.

The total export of Belgian window glass in the year 1912 amounted to 216,600,000 kilos, which compares with 204,600,000 kilos exported in the preceding year, 1911. Thus the improvement is one of close upon 6 per cent. The value of the export in common window glass amounted to 38,900,000 francs. This compares with 36,800,000 francs in the preceding year. The plate glass exported reached in quantity 39,400,000 kilos last year against 36,900,000 kilos in 1911, and the respective values were 29,500,000 francs and 27,600,000 francs. Respecting other glass goods, such as tumblers, carafes, etc., of all kinds, the total exported amounted to 33,900,000 kilos, against 33,000,000 kilos in 1911, the respective values having been 19,100,000 francs and 18,600,000 francs.

The distribution of the foregoing goods for the world is, of course, of particular interest. In common window glass there was a considerable increase in Japan's purchases. These increased by 8,500,000 francs to the total of 29,000,000 whilst the English purchases made an increase of 4,200,000 francs, the total having been 50,400,000 francs. The next largest buyer was Canada; but all the same, she shows a slight decline in her takings, which fell to 19,800,000 kilos in weight, whilst on the other hand Holland improved her position in the list for window glass imports from Belgium to 16,300,000 kilos after having been 13,700,000 kilos in 1911. Countries that have decreased their purchases are as follows: Argentina, 8,900,000 kilos; United States, 7,600,000 kilos; Turkey, 5,500,000 kilos; Germany, 5,200,000 kilos, total purchases in 1912. But Australia improved 8,900,000 kilos; China, 8,500,000 kilos; British India, 7,900,000 kilos; Brazil, 5,400,000 kilos; Switzerland, 4,800,000 kilos; Denmark, 3,600,000 kilos; Mexico, 2,090,000 kilos.

Petition Government re Scales Inspection

The campaign started by Vice-President W. F. Macpherson to improve conditions with reference to inspection of weights and scales, will be waged vigorously. Printed copies of petitions were distributed to the members who in turn will hand them to all the merchants in their home town. When signed, these petitions will be sent back to Mr. Macpherson at Prescott, who in turn will forward them to Ottawa. In this way, the opinion of the retail merchants as a body will be most forcibly evidenced.

The petition reads as follows:—

Petition for submission to the Honourable, The Minister of Inland Revenue, Ottawa.
Sir:—We, the undersigned merchants of the Province of Ontario, wish to express our hearty approval of the principle of the establishment of Uniform Standards of Weights and Measures, and also the customary re-inspection, by duly qualified Officers of the Department, of Scales, Weights and Measures, as a protection to both consumers and merchants.

But, whereas, this re-inspection system is in the interest of the public in general, and firmly believing that the expense of said re-inspection should be borne out of the general revenue of the country, we, therefore, petition that the Government assume the expense of such re-inspection charges and that the Ontario Retail Hardware and Stove Dealers' Association submit this petition to the Honourable, the Minister of Inland Revenue, praying that the necessary amendments to the Act be made to carry out the substance of this petition, and to relieve us of the payment of fees, which we firmly believe to be unjust.

.....
Name of Firm.

.....
Residence.

Cement Situation Placed Before House

A Strong Plea is Made to the Government Not to Take Off Duty This Year—Figures With Reference to Cost of Production Are Given—Blame for Shortage Laid on Railroads.

Ottawa, Feb. 18.—If the Government does not continue to protect the cement industry and ventures to re-enact the duty remission of 50 per cent., enforced from June 1st to October 31 last, it will not be without having had due warning from the Canadian Cement Company. This is the principal feature of the correspondence tabled in the House yesterday dealing with the action of the Government in remitting half of the cement duties for four months of last summer.

The memorial submitted by the independent companies declared that the average cost of production in 1910 was \$1.34 per barrel, whereas the average selling price was only \$1.35 per barrel for all the independent companies.

Company's Position.

F. P. Jones, general manager of the Canada Cement Company, in a long correspondence with Hon. W. T. White, Minister of Finance, laid the blame for the scarcity of cement in Western Canada entirely upon the transportation companies and the inability to get cars from all three of the big roads. The company would be, Mr. Jones said, "in a position to take care of the whole requirements of Canada for years to come."

He maintained that since 1907 there had been a reduction of 20 per cent. in the average price charged for cement in Canada, despite increases in coal and freights, and despite the fact that the price of every other building commodity had advanced. In regard to the present protection of the Cement Com-

pany, he claimed that, considering the average price of \$1.55 per barrel now charged in the States, the net protection afforded in Canada is only 33 per cent. ad valorem, and not the 60 to 70 per cent. stated in the press and even by the Finance Minister himself.

COLD WEATHER BRACES UP TRADE.

St. John, N.B.—Local dealers were greatly pleased during the last week at what has been the first real snowstorm and the first touches of cold weather in this city, as both meant an increase in different departments for them. The solid freezing of the ice in the Kennebecasis River brought to the city many farmers who had not been here since the close of navigation in October, and these were purchasers of supplies of different sorts, while dealers pushed to advantage such articles as are first thought of when cold weather and storms are experienced. Things in the hardware business since the New Year have not exactly been dead, but there has been a little greater quietness than usual, and trade is now commencing to pick up somewhat. The demand for skates, hockey sticks, pucks and other essentials of the hockey game has not been so keen as in other years, owing largely to the fact that there has been but little skating and practically none but open-air rink provision for hockey matches. This is not true in other centres of the province, where a more

lively interest is evidenced in the game, and wholesalers in this city report good sales in these lines in Moncton, Fredericton, Chatham and elsewhere throughout New Brunswick.

Dealers are looking forward with interest to the end of the winter season for an unprecedented rush in building materials. There are planned several large structures for the city, of a public, commercial, or private nature, and this will naturally mean a vast increase for building necessities in the hardware houses. Already it is noticeable that one or more firms are catering for a portion of this trade by featuring their lines in this connection both through window and newspaper display. It is the general opinion that this year will see a great activity in building, and hardwaremen are preparing to cope with it.

Some of the local dealers ship goods to the West Indies, and they are naturally very much interested in matters of legislation and trade which tend to affect their business with those islands. W. H. Thorne returned to the city this week from Ottawa, where he had gone as one of a delegation of four representing the Board of Trade in entering a protest to the Minister of Trade and Commerce against subsidizing a company which proposed to establish steamship connection between St. John, Halifax, Boston and the West Indies. The delegation returned home quite satisfied, however. Mr. Thorne said that they had had a distinct understanding in the matter, and that the call at Boston, to which objection had been made, would be only for passengers, except during January, February and December, when certain perishable goods are shipped, and then freight would be allowed. The new service is expected to be of benefit to local dealers, and, in fact, to merchants throughout Canada who have business with the West Indies, where it is thought an important territory is being opened for trade.

Hardwareman is Chairman.

Thamesville, Ont.—G. C. Hubbell, hardwareman, has been elected chairman of the Thamesville school board for 1913.

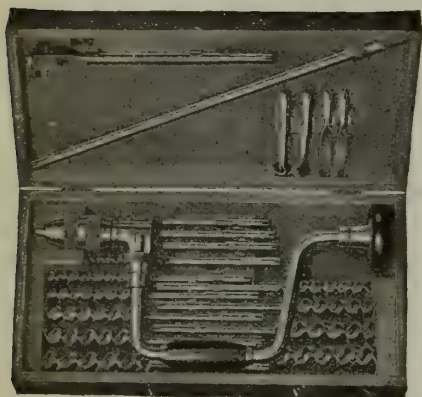
Industries for Wallaceburg.

Wallaceburg, Ont.—The announcement is made that a cut glass factory, employing between 40 and 50 hands, will shortly be established here. A fertilizing plant, to be run in conjunction with the Dominion Sugar Company, will also be erected at a cost of \$50,000 to employ between 50 and 100 hands. D. A. Gordon, M.P., is understood to be interested in both enterprises.

New Hardware Goods

NEW PRECISION TOOLS.

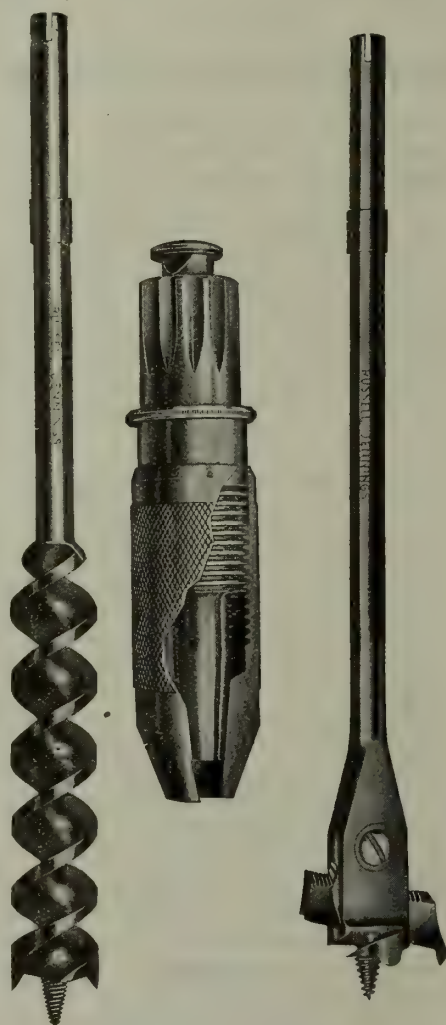
A new way of holding tools in a bit brace has been devised by the Russell Jennings Mfg. Co., Chester, Conn. The new way of holding tools has called for a change in the shape of the bit shank and an entirely new design of holding chuck. It is claimed that the new pattern prevents the annoyance that is



sometimes caused by the looseness of bit of the common square shank bit as held in some of the chucks now in use.

The new boring tools have a patented turned shank about 2 inches long with a slot $\frac{3}{8}$ inch deep in the end, in place of the common square shank. A portion of this shank is tapered slightly down to the shoulder as shown in the accompanying illustration. When inserted in the chuck, the shank is prevented from turning by the slot fitting over a key in the bottom of the chuck, which also is patented. It is kept in perfect alignment by the close-fitting split bushing in the chuck which fits over the bit shank both bushing and shank having the same taper. Tightening the chuck even with slight pressure grips the taper shank so that the bit cannot be pulled out. The advantages claimed for the new Precision tools are perfect alignment, reduction of the time required for placing or removing tools, and the secure hold on the bit shank with little effort applied to the chuck. Further there is no tendency of the shank to work loose, while the bit is in use. The bit extension for use with these tools is fitted with a small "Precision" chuck which is of exactly the same design as the brace chuck and therefore holds the bit in the same way. The bit extension itself has the same taper and slotted shank at its other end for use in the bit chuck.

Provision has also been made to enable the carpenter or mechanic to use any square shank bits he may have on hand. To provide for this the Russell Jennings Mfg. Co. make a Universal precision chuck which readily takes either the common square shank or the new "Precision" shank. The boring tools with the new shanks are supplied in sets packed in special boxes which contain one brace fitted with either "Precision" chuck or "Universal Precision chuck," one bit extension also fitted



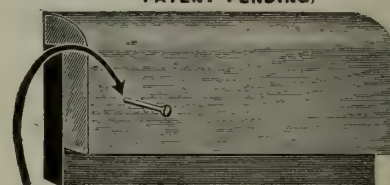
with small "Precision chuck," one expansive bit with large and small cutters and a set of bits from $\frac{1}{4}$ inch to 1 inch by sixteenths, two screw drivers, a countersink for metal and one for wood.

DENNIS CLINCHER FELT WEATHER STRIP.

W. J. Dennis & Co., 2222 Lake St., Chicago, are bringing to the attention of

the hardware trade, the "Dennis" Clincher felt weather strip, patent pending, which they claim is the most practical and durable procurable. The felt which is extra heavy is glued to the bottom of the moulding. The nail used to apply the strip passes through both moulding and felt, which makes the strip easy to apply and thoroughly excludes rain, wind, snow or dust from windows and doors.

THE DENNIS "CLINCHER" FELT WEATHER STRIP (PATENT PENDING)

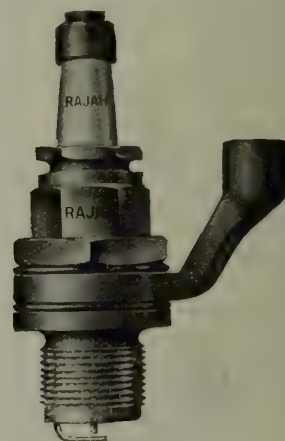


NOTE - NAIL PASSES THROUGH BOTH MOULDING AND FELT.

The mouldings are made in two styles, one in oil finish, imitation walnut and the other 'oak' finished, light or dark. Five sizes are made: No. 70 and 71 being intended for use on windows; No. 71½ for sides and tops of doors; No. 74 (illustrated herewith) for bottom of ordinary doors; No. 75 for bottom of heavy doors.

RAJAH SPARK PLUGS.

The Rajah Auto Supply Co., Bloomfield, N.J., have added two new lines of Rajah spark plugs to their line for 1913. The self-starter Rajah Plug has a shoulder



der at the lower end upon which rests a yoke held by a jam nut, gaskets being used on each side of the yoke between

the shoulder and jam nut to make an absolutely gas tight connection. The gas enters the cylinders through the yoke, following the channel grooved in the shell to the passage through the shell into the cylinder. The yoke on account of being adjustable, can be moved to the most convenient position for connection. The Rajah self-starter plug, in addition



to the specially designed shell, has the patented knife edge bushing and standard porcelain with an extra long wire. All parts are interchangeable and broken parts may be replaced at small cost.

The Rajah Giant Plug is very simple in construction, not including a Rajah Clip Terminal which is supplied free of charge with every spark plug. There are only four parts, namely,—the imported porcelain, brass bushing, inside copper asbestos gasket, and the steel shell. The plug may be easily and quickly taken apart for cleaning which is a desirable feature.

The patented knife edge "Rajah" bushing and special copper asbestos gasket obviate the necessity for the double gasket.

I. X. L. VACUUM WASHER.

A washing machine to sell at a price far below \$5.00 seems rather strange, but the Dominion Utilities & Mfg. Co.,



482½ Main street, Winnipeg, Man., have such a machine. The machine is simple in the extreme, and exerts a vacuum

force that is claimed to bring splended results.

The firm are working a rather novel selling scheme, using a combination mail order and dealer campaign whereby the dealer is helped, not injured by the mail orders.

MUSEUM CASE HARDWARE.

Hardware for museum cases and other show cases, where goods are kept on display and where protection is desired is being offered to the trade by P. & F. Corbin, New Britain, Conn. One item of the line consists of a bolt for single doors shown in Fig. 1. The tube of the lock protrudes through the wood and the strikes are fastened in a casing at each end.

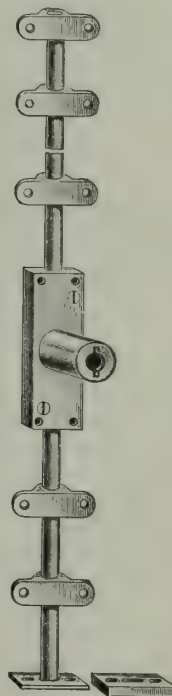


Fig 1.

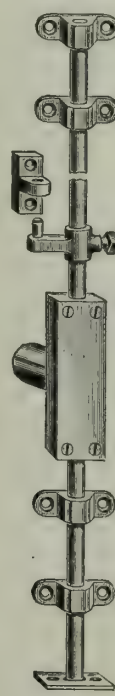


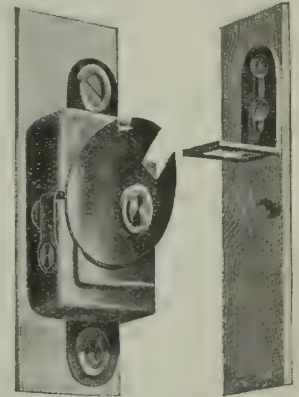
Fig 2.

Fig. 2 shows the bolt for double doors which is like the one for single doors, with addition of strikes and adjustable bolt heads. The strikes are fastened to one of the leaves and when the key is turned in the lock the bolt heads on the other end enter them, fastening the two doors firmly together. This provision makes it unnecessary to have a rail between the two doors for locking.

AUTOMATIC SCREEN DOOR CATCH.

The Waterous Mfg. Co., Des Moines, Ia., are offering to the Canadian trade an automatic screen door catch as shown in the accompanying illustration. It has the positive side lock which makes unnecessary the use of a hook and eye for fastening the door from the inside. In addition to the advantage of having a

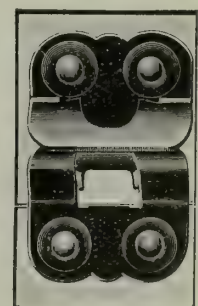
positive lock, the makers call attention to the very convenient strike which forms a part of the device. This strike is made of heavy steel and has a good sized slot in the part which fastens to the door frame. Two screws are used in attaching it, and by means of the slot perfect adjustment can always be secured for the catch, by simply loosen-



ing the screws a trifle, and then shifting the strike up or down as may be desired.

Safety Hanger.

They also show a safety hanger for screen windows and storm sash for which several points of excellence are claimed. The first is the broad overhanging guard on the upper section which makes accidents impossible. To remove the sash or screen it is necessary to lift it a little pressing out and then down. No gust of wind or bit of carelessness is going to cause an accident. The lower section is provided with a sharp point or lug which serves as a guage for locating the hanger properly. Barbed nails are also



supplied for putting up the hangers. The Canadian representatives of the company are A. MacFarlane & Co., Coristine Building, Montreal.

The Household Goods Department

Methods of Pushing Household Goods Sales

How Certain Dealers Arrange and Display Their Goods—One Man's Argument for Selling the Best Quality Goods to Customers—Window Displays Are Found a Valuable Adjunct.

"Yes, I have a big display of kitchenware, and it takes considerable space—perhaps more than I can profitably afford—but I have customers who have been coming here for thirty years to get their kitchenware, and I cannot disappoint them now. So I am adding to this department." So said a hardware man the other day when the writer complimented him on his big display of kitchenware, which occupied fully one-half of the store space.

Right down the centre of the store are display tables, about 3½ feet high, on which are placed all kinds of kitchen utensils, arranged according to price, and each group plainly priced. The space under the table top was arranged with shelves, which extended farther out than the top, and each shelf farther out than the one directly above, thus presenting a larger display space. On these shelves were arranged frying pans, dish pans, pans of all kinds, kettles, saucepans, covers, aluminum ware, enamelware and all kinds of kitchenware.

Showing Aluminum Ware.

Especial attention is given to aluminum ware, and only the very best obtainable is stocked. The merchant is quite enthusiastic about it, and stated that there was a good demand for this line, and that it was rapidly growing, as one sale invariably made another. This trade had been built up by handling only the best quality, which, while they cost more in the first instance, cost less in the long run, for, as the dealer said: "Which brings the dealer the most profit—selling a cheap pan for 90c to-day and having the customer coming back to-morrow unsatisfied with her purchase, or selling her a good pan at 1.00 and having her come back to-morrow with a friend, who also buys a dollar pan and perhaps more."

This dealer is a great believer in window displays, and spends much time and thought over the arrangement of these.

The secret of success in handling kitchenware is in keeping a full line, so that you are always in a position to meet every customer's wants, for a dis-

appointed customer rarely returns, while a pleased and satisfied one invariably returns. Of course, aggressive methods have to be adopted to keep the pots and pans moving, but it is the same with every line.

In the city of St. Catharine is the

shop of a specialist in household goods. In this store can be found any utensil or article that any housekeeper could ever want. The range of the stock is very wide, but is confined chiefly to articles used or needed in the house. Geo. Colgate, the proprietor, prides himself that no one can ask him for an article used in the home that he hasn't in stock, and it would have to be a very rare article that a customer couldn't get at this store. Mr. Colgate has built up his large business by always having in stock what his customers wanted, and when they wanted it.

Encourage the Cash System

The cash system is being introduced by a large number of hardware dealers throughout Canada. In several places, the cash system has been in force for some time and merchants claim that in the majority of cases it is working out in a very satisfactory manner. Where a factory and contracting trade is done, it is almost impossible to run an entirely cash business, but with firms of good standing arrangements can generally be made for a 30 day settlement. The store with a cash system has many advantages. Bookkeeping expenses are reduced and it also does away with the possibility of bad debts and long drawn out accounts. It very often happens that when credit customers have cash to spend that they will go to a store where they have no credit account and the dealer who is carrying them loses the profit that he might be enabled to make providing they went to him to spend their cash. On the other hand there are certain customers who will ask for credit occasionally but will always settle their account in the time promised or give an explanation for the delay.

The merchant who does not get cash for his merchandise is at a great disadvantage with the mail order houses who always demand cash for their goods. If buyers are willing to pay cash for goods they have never seen, they should be doubly willing to pay cash for goods they can see before they make a purchase.

In the early days, the credit system was a necessity but at the present time, which is a very prosperous one, there is no reason why dealers cannot devise some method that is suitable for their locality by which they could induce the majority of their customers to do busi-

ness on a cash basis and thereby assist the men who above all others are usually doing their utmost to further the interests of the community in which all are mutually interested.



Firms are Amalgamated.

Wallaceburg, Ont.—The amalgamation has taken place of the hardware firms of the J. C. Shaw Hardware Co., and J. W. Husband & Son, the new firm, under the name of Shaw & Husband, carrying on business in the Shaw store. E. W. and J. B. Shaw and H. A. Husband form the new partnership. The new firm will erect a handsome modern brick block 25 x 135 on the Husband premises, building operations being commenced in the spring.

Manufacturing Lamp Attachment.

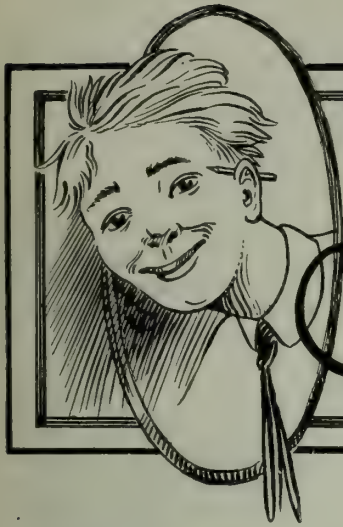
Windsor, Ont.—G. C. Brimmer, of Detroit, has commenced the manufacture at Windsor of a steel mantle attachment for lamp and lantern burners, on which he secured a patent some two years ago.

Stove Factory for Kingsville.

Kingsville, Ont.—The Dominion Stove Co. is to establish a factory here, the ratepayers voting on March 3 on a by-law to provide a \$2,500 site and \$10,000 loan at 6 per cent., together with tax exemption.

Hardwareman Secures Contract.

Kingsville, Ont.—D. H. McCay, hardware dealer, has secured the contract for building the tuberculosis sanitarium for the Daughters of the Empire at Union.



THE JUNIOR CLERK'S P · A · G · E

WHAT LINE DID HE SELL.

A good story is going the rounds that I thought was worth repeating although the incident occurred some months ago when linseed oil was very high in price.

A number of travellers were talking about their lines one evening when a paint traveller remarked that linseed oil was very high in price and that the supply was limited. Another traveller in the party stated that it was too bad they could not find some more linseed oil wells so as to relieve the situation. He is still wondering why the others laughed so heartily at his remark.—Junior Clerk.

A LIVE SALESMAN.

I was talking to a business man a few days ago and he told me that he had met a real live hardware salesman a short time ago. This was good news to me as they generally tell us about the dead ones. He had entered a hardware store to purchase a package of brass headed tacks. The young man took the dime with as good grace as if a ten dollar sale had been made. "If you have a couple of minutes to spare we've just unpacked something I would like to show," he said as the customer prepared to leave. It was an electric vacuum cleaner.

"Finest thing of its kind the customer had ever seen. Then he proceeded to show the good points in connection with the cleaner. The clerk was well posted and his talk was very interesting. There was no suggestion of a sale although he did not fail to point out the many advantages to be gained by having a cleaner of that kind in the home. He also explained that they were willing to demonstrate the cleaner in a man's home without placing him under any obligation to purchase. The result is that the customer has one of those \$85.00 clean-

ers in his home now and he is delighted with the work it does. Ten cents worth of brass tacks and a live salesman cost me \$85.00, but I don't think I will ever regret it," was the way he described it.—The Junior Clerk.

FATIGUE.

Left home in the morning,
Dodged a trolley car,
Got wet by a sprinkling cart
Before I'd travelled far,
Nearly got run over
By a passing train.
Had to step from underneath
A capsized aeroplane.
Motor car came whooping
As it turned a curve;
Managed to get past it but
It surely took my nerve.
I love my work sincerely.
There isn't any doubt;
But getting down to do it is
What wears a fellow out.—Junior Clerk.

REMARKS OF THE JUNIOR CLERK.

A fee in the hand is worth two in the book.

The man who is busy never gets lonesome.

Age may bring wisdom, but it does not leave us much time to use it.

Friend of mine says one reason why its slow work getting to the top is because he has to spend so much time dodging other fellows who are coming down.

Look forward to better things, but do not be discontented with the present.

An honest man seldom blows his own horn—probably because he is too poor to own one.

Wall Street trembles when outsiders go down there. It trembles with anticipation.

Do not show too many kinds of goods at one time—you will confuse your customers.

A real salesman is one part talk and nine parts judgment to know when to use the one part of talk.

Many a man imagines he is painting the town, when in reality he is only nailing shingles on the saloon keeper's roof.

He who imagines he can do without the world deceives himself much; but he who fancies the world cannot do without him is under a still greater deception.

MAKING OF PAINT.

On Wednesday night, J. R. Greene, advertising manager of Sherwin-Williams Co., of Canada, gave an interesting lecture on the process of paint and varnish manufacture. A full report will appear later.

Calgary, Alta.—It is reported that H. A. Ward, of Toronto, is contemplating the erection of a large paper mill at an early date.

Weekly Market Report --- Metals

METAL NOTES.

Spelter has declined 50 cents at Montreal.

Tin is reported to be weak in sympathy with sharp break on New York market.

Copper has been dropping in price during the past week.

Tinned sheets are quoted higher.

MONTREAL.

Montreal, Feb. 19.—The weakness in Spelter that has been ruling for the past two weeks has culminated in a decline of 50c in the quotations on the local markets, Spelter now selling at \$7.00 per cwt. This decline has been anticipated by the trade for some days and went into effect at the beginning of the week. Buying is fair. New York advises a steadier tone to the market owing to the fact that producers are putting out very few unsolicited offers to sell and buyers are making few inquiries. London quotes Spelter at £25.

Tin.—The local market is very weak in sympathy with the sharp break in New York market which in turn has been upset by the foreign markets. The foreign operators seem very pessimistic and are hammering the price down but the feeling among the dealers here is that there will be a sharp rebound as demand continues strong and is all that could be expected. However the market at present is quite uncertain and buying would be more or less speculative.

Tin is quoted at \$48.70 as compared with \$49.25 quoted last week this means a decline of about $\frac{1}{2}$ c on the local market.

Copper.—Copper has been declining all week but is fairly steady at this writing. Quite a little buying resulted from the decline of last week but this is falling off. Copper is quoted at 14 $\frac{3}{4}$ which is a decline of about three quarters of a cent from last week's prices. London markets seems to be considerably demoralized and it is expected that April and May copper will be lower. Prices on the local market have not been affected as yet by the decline in the primary markets probably owing to the belief that the market will regain its strength.

Lead.—The market on lead has eased off a little following the slight advance advised last week. Prices remain unchanged with a quiet tone to the market.

Pig Iron.—English pig iron is lower, but there is no change in stock prices. Pittsburg advises a dull market with very few signs of it livening up even though it is past the middle of the quarter. There is a good demand for iron.

Aluminum.—Trading is dull and prices unchanged.

There is no change in the antimony or babbitt metal markets and trading in the latter metal is fairly active.

Sheet Metals.—Tinned sheets 72 x 30 up to 24 gauge in case lots are quoted \$8.50 which is an advance of 50c while case lots up to 26 gauge are quoted at \$8.95, and in less than case lots the above prices are 25c higher.

TORONTO.

Toronto, Feb. 19.—The demand for iron and steel continues unabated. There is still the same pressure in obtaining deliveries. Mills are working to full capacity, and are from five to six months behind in filling orders. Copper is down locally, and is being quoted at 16c in Toronto. Ingot metals have been affected by the stock market, and there is a cessation in buying for the present. Positions, however, are sound and lower prices are not expected.

Lead.—No changes in price are recorded, and business is rather quiet in this line.

Copper.—There has been a decided break in the copper market, and the ruling price in Toronto at the present time is 16c. As stated last week, much uncertainty prevailed at that time regarding future quotations, and a decline in price has been the result.

Iron and Steel.—No changes in price are reported, and the demand continues unabated. There is still the same difficulty in securing deliveries, and no relief is in sight. The scarcity has existed for some time. Conditions have shown no improvement during the past week.

Tin.—Tin is unchanged, and is quoted at the same prices as were in effect some weeks ago. It has resisted the depressing influence of some of the other metals. There is a good demand at present.

Spelter.—Business in this line is quiet at present, and quotations remain unchanged.

Ingot Metals.—There has been a cessation in the buying of ingot metals for the present on account of being affected by the stock market. Positions are sound, and lower prices are not looked for.

Sheet Metals.—Sheet metal workers and manufacturers are very optimistic regarding prospects for spring business.

A large amount of new work is in sight, and a busy season is expected.

Babbitt Metal.—No price changes are noted, and the demand is normal.

WINNIPEG.

Winnipeg, Feb. 18.—The situation in metals here has not varied since last report. Prices are unchanged and very firm, and any revisions are likely to be upward.

An advance in Canada plate, reported on Eastern markets, has not yet affected prices here. Lead is again very strong, with every probability of going higher. Tin lines are a little easier.

The very great industrial expansion and heavy building programmes planned not only here, but in all Western towns, should be very favorable to the metal trade. If supplies can be got in to keep pace with the big demand likely to exist a year of great prosperity is in store for all dealers in sheet metal, structural steel and kindred lines.

COPPER COMMENT.

Butte—W. A. Clark says: "The copper situation is no worse than the condition which prevails in other like industries. All securities have gone down a little in the past week or two, probably caused by the unrest which seems to prevail in many different parts of the world at present. The last report of the Copper Producers' Association, showing an increase of 18,000,000 pounds over consumption last month, throws something of a damper on the situation, although there is really no occasion for this.

"Copper reserves amount to 200,000,000 pounds, only a six week's supply for the entire world. If the increase in production over consumption should be maintained at the rate of last month, it would take two years to affect the copper market seriously.

"The industrial situation throughout the United States is good. All manufacturing concerns have all the orders they can handle. The position of steel is unusually good, and it is impossible to secure equipment and structural steel without months of delay in fulfillment of orders.

"The new smelting plant for United Verde in Arizona is progressing favorably, and we are now beginning to put up structural steel. New town is being built near the smelter which will be known as Clarkdale. Capacity of new plant will be 6,000,000 pounds per month. It should be finished in about a year."

Weekly Market Report --- Hardware

SHORTAGES DEVELOPING.

Business generally is so brisk that the pinch of short stocks is being felt in many lines. The outlook for a brisk spring trade is certainly of the best.

A few price changes are announced, and there is a general feeling of anticipating that a movement upward will commence shortly in many lines.

MONTREAL.

Montreal, Feb. 20.—All lines of general hardware are very active, and the pinch of short stocks is just beginning to make itself manifest. Shortages are reported in nearly all lines that have malleable trimmings, such as carriage trimming. Some lines of builders' hardware are running short. Generally speaking, trading is very brisk, although in some instances it is reported as being a shade easier than last week. However, this is merely a slight reaction from the exceptional business of the past few weeks.

Very few price changes are recorded, as nearly all the changes are hinging on the outcome of the meeting in Toronto this week. It is the general belief that prices generally will be revised, and it is likely that several changes will be announced next week. Prices are very firm in nearly all lines, and the movement is upwards.

Standard scales have advanced this week about 10c, and the discounts are now 30 per cent. instead of 35 per cent. as before.

Lead pipe in coils is now quoted at \$7.50 per cwt., less 15 per cent., while cut lengths are quoted at \$9.00, less 15 per cent., and waste lead pipe is the same.

The expected advance in iron pipe has not been announced, and there seems to be no indication of just when it will be handed down.

Household Goods.—There is a good demand for nearly all lines of household goods, and washing machines and cleaning appliances are moving very freely. Tacks and screw hooks seem to be in good favor, and pails and buckets, kitchen utensils are moving quite freely.

Builders' Hardware.—There is a much brighter tone to the builders' hardware demand, and there is a considerable movement in this line. Dealers are getting in their supplies in anticipation of an early spring. Locks and hinges are being shipped in large quantities, while tools, axes and hammers are running

them a good second. It is expected that the prices on builders' hardware will be revised in Toronto this week, and it is certain that the change will be to a higher level than that prevailing at the present.

Cutlery.—There is very little cutlery moving, and orders for this line are mostly sorting up orders.

Ammunition.—There is a fair demand for ammunition for out of season shooting, the demand being mostly for the smaller calibres. There is a likelihood of prices on all lines of cartridges advancing. Orders booked for future shipment are quite satisfactory for this season of the year.

Tools.—All lines of farm tools are beginning to move, with forks in marked demand. Shovels and other tools are moving quite freely too.

Electrical Goods.—There is an ever-increasing demand for this line of goods, as dealers are beginning to push these goods more aggressively than in the past. The manufacturers are also giving these articles more publicity, which is creating a larger consumer demand.

Sporting goods are still moving quite freely as the cold weather continues.

Cement.—There is considerable cement moving these days, as dealers are laying in their stocks in anticipation of a shortage again this year in view of the increased building operations. Prices remain unchanged from last week.

Deliveries are beginning to cause trouble, and in some lines the delays are getting serious.

TORONTO.

Toronto, Feb. 19.—Business is very brisk with the jobbers for this season of the year. Spring orders are being shipped in large numbers. Sorting orders for immediate shipment are also being received in large numbers.

Booked orders are heavier and far in excess of last year and a large volume of business is looked for during the coming spring.

A large number of travellers are spending a few days in Hamilton this week on account of the Canadian Hardware Exhibition. It is deemed advisable by many dealers to stock up early this year on account of the expected shortages on several lines.

No price changes have been reported during the week. Rope is still quoted at 13c for British and 17c for pure Manila.

Builders' Hardware.—The new price lists on builders' hardware are now in

the hands of the printers, and will be issued shortly. There has been a general revision and while a large number of lines have advanced in price, there are also reductions on certain lines of goods. A large number of new designs, in lock sets, door bells, etc., will be shown this spring.

Cutlery.—There is a good demand at the present time and factories are very busy.

Household Goods.—Kitchen utensils, woodenware, washing machines, wringers, etc., are moving in large numbers. Special sales are also being held on many of these lines by retailers.

Electrical Goods.—The spring campaign for the sale of vacuum cleaners has started in earnest. There will be a large sale for electric cleaners this season. Irons, toasters, percolators, etc., are also selling rapidly.

Tools.—Toronto merchants are specializing on tools at present and windows of high grade tools may be seen in many of the hardware stores. Dealers are beginning to realize that this line can be sold during all seasons of the year if properly displayed.

Lanterns.—There is a good sale for lanterns at the present time, the short bowl type of lantern, recently placed on the market is being sold at \$7.00 per dozen which is the same price as for the No. 2 or 4 Cold Blast.

Rope.—No change has been reported during the past week.

WINNIPEG.

Winnipeg, Feb. 18.—The past has been a busy week, and wholesale hardware circles and warehouses have been busy rushing out supplies for the requirements of the spring trade.

During the bonspiel a large contingent of Western business men was on hand, and wholesalers and jobbers had opportunity to personally meet many of their customers. It may be said that the optimistic spirit was never more in evidence in the West than at the time of writing. No one that your correspondent has talked over prospects with during the past few days but expresses entire satisfaction with the business outlook and but what takes a most hopeful view of the future.

Excavation work has already commenced on the sites of several large buildings to be constructed this season, and house building is beginning in the outskirts of the city.

It is, however, a little early for any strong retail demand for builders' supplies or contractors' tools, etc.

Prices are firm, and any changes are likely to be upward.

Stoves, Furnaces and Accessories

Following the Catalogue House Example

Stove Dealers Should Model Their Campaigns on the Lines Followed by Mail Order Houses—Some Ideas Which Retailers Will Find Valuable—Following Up Prospects.

Spring is rapidly approaching and manufacturers and retailers are looking forward to a large volume of business in the stove department. It is not too early for the retail merchant to start hunting up prospective customers for his stove department during the coming season. It is true that there are certain lines on which the sale will be small, but there are also a large number of lines that will be purchased during the spring and in which there will be a big demand. Manufacturers are continually adding new lines and improving old ones and there are always a number of new features being brought out that are interesting to the public. Dealers should make it a point to impress these new features on the minds of the buying public. There is a growing demand for high grade stoves, this is especially noticeable in the gas range line, and this is one of the lines that will be featured strongly during the coming season.

The present year is going to be an interesting and profitable one to the dealer with sufficient foresight to take advantage of the many opportunities that will present themselves. That there will be keen competition is evident, and mail order houses will make a strong bid for business during the coming season. Among the lines that they are already endeavoring to sell are gas ranges and ovens. The mail order house does business on publicity and price—more especially on publicity. If the methods of the mail order houses are watched closely, it will be noted in their descriptions of a gas range or any other article that they take great pains to describe all the features connected with the range, even down to the minutest detail. If a part of the range is nickel-plated or finished in any special way, it is made note of in the description. This is a feature that is often overlooked by the retail dealer when advertising or describing a range. If a customer reads a retailer's ad. or calls to see a range and only a few points are brought to their attention they are liable to get the impression that the mail order stove is superior on account of its having so many points described in its favor.

Of course it is not necessary to give a technical description that will confuse

the customer, but plain facts that can be readily understood. One reason why so many people like to read the mail order ads. is that they tell all about their goods in a manner that can be understood by all their readers, and prospective customers are not confused by a maze of technical information which is difficult for them to understand.

With the mail order houses already in the field and working hard, it is up to the dealer to start his campaign early. We are assured of a tremendous amount of building that will be undertaken during the coming year. Hundreds of the buildings contemplated in many localities are residences and in a large number of these residences new stoves and furnaces will be installed. A great many of the new houses will be occupied by the owners and these are the people who should be approached by the hardware firm, regarding their new gas range, furnace, or whatever kind of stove they will be in need of.

There are many ways in which the dealer can reach this class of trade. The local architects should be interviewed regarding the new residences that are to be erected. By following this method and calling regularly, for instance, once a week, the dealer is kept posted regarding the new homes where the owners should be good stove prospects.

These prospects should be followed up in a systematic manner. A good plan is to secure the co-operation of the stove manufacturer who will follow the prospect up regularly with interesting information regarding the stoves carried by the dealer, and which has proven a great aid to dealers who have followed this plan.

Newspaper advertising and window display are also good helps in endeavoring to secure a large stove trade.

The dealer who follows up the building prospects with the intention of selling them stoves when the house is completed will also find their names useful to the builders' hardware department. Furnace prospects may be secured in the same manner.

If the mail order houses are securing stove trade on the locality of the hardware and stove merchant, it should urge him on to greater activity in getting in

touch with prospects. When a mail order house secures an order for a stove they do not fail to let the purchaser know all about the kitchen utensils they also carry in the department. This is another point that should not be overlooked by the dealer.

In order to build up a successful stove business, it is necessary for the dealer and his salesman to have faith in the line they are selling and to give quality, service and satisfaction in selling the goods to their customers. The salesman should be thoroughly informed regarding the goods they are endeavoring to sell and should be able to answer in an intelligent manner any enquiries that may be made by prospective customers.

Catalogues and Booklets

The Magnolia Metal Co., of New York, N.Y., and Montreal, Canada, have gotten up a booklet of "Magnolia Talking Points," which is primarily designed for the instruction of salesmen, but it is full of babbit metal information that any mechanical man will benefit by knowing. Copies will be mailed on request.

Gourock Ropework.

The Gourock Ropework Export Co., of Scotland, with Canadian branch at 28-30 St. Peter street, Montreal, have issued their 1913 catalogue and trade price list covering awnings, waterproof cloth, horse and binder covers, blasting mats, coal bags, feed bags, hammocks, oiled clothing, tarpaulins, tents, wagon covers, cordage, twines, nets, horse blankets and many other lines manufactured by the company. It may be interesting to know that the firm have been in business for 176 years.

TO VOTE ON BY-LAW.

Kingsville, Ont.—A by-law has been prepared and will be voted on shortly for the purpose of authorizing the purchase of a site for the proposed Dominion Stove Co., not exceeding in cost the sum of \$2,500 and also the loans of \$10,000 for the purpose of erecting a factory, etc.

Weekly Market Reports--Stoves

THE STOVE SITUATION.

The situation is satisfactory, although larger orders are not being booked. There is considerable interest being shown in gas and oil stoves and the bulk of present business is being done in these lines.

The shortage in radiators has not yet been relieved.

MONTREAL.

Montreal, Feb. 20.—Trading in the stove line is rather quiet at this centre as for the past two weeks the weather has been unfavorable to the whole business. Manufacturers state that owing to the colder weather orders have not been coming in as freely as during the milder weather. Collections are also reported to be slower than last week.

Of course there are always some stoves moving and quite a number of stoves have been shipped during the past week but no big orders have been received. The volume of orders booked for future delivery is not as large as last year for the same period but it is expected that the business for next month will bring up the average.

Radiators.—There is still a shortage in this line and although the makers are running their factories to their fullest capacity they have not been able to catch up with their orders on radiators as yet. However, with continued cold weather the chances are that the orders booked will soon be filled and the decks cleared for the season's business.

Gas Stoves.—Inquiries are coming in for gas stoves and there is a brighter tone to this department this week than during the past few weeks. Several nice orders for gas stoves have been placed this week and the outlook for this season's business in this line is very promising. The demand seems to be pretty general from one end of the country to the other but of course it is confined to the gas producing centres. Manufacturers are preparing for the anticipated demand for these stoves and are well prepared to take care of the business. Several new stoves are seen on the market.

Repairs.—There is a good demand for repair parts and quite a little business is being done in grate bars.

Enamelware.—The demand for enameled goods is a little quieter in the cheaper grades, but continues about the same as last week in the better grades. More dealers are directing their attention to the sale of this ware with the

result that the demand is increasing steadily.

Tinware.—Considerable tinware is moving, especially pails, buckets and sheets. Galvanized goods are in good demand, especially oil cans and garbage tins, for which there seems to be an increasing demand due perhaps to the growth of the cities and the rigidity of the sanitary regulations.

The demand for oil stoves is increasing especially for the better grades. Aluminum ware is selling about as freely as a week ago, though the demand is not very brisk as the public seem to think that the prices asked for these goods is too high and while there is quite a volume of these goods sold, it is generally conceded that were the prices reduced more sales would result. As it is now, many consumers buy enamelware because they feel that they cannot afford the prices asked for the aluminum utensils even though they recognize the advantages of the latter.

TORONTO.

Toronto Feb. 19.—As may be expected at this season of the year, business in the stove line is quiet at the present time. Future business promises to be very large and manufacturers are looking forward to a record-breaking year in this line.

A large number of the manufacturers are exhibiting this week at the Canadian Hardware Manufacturers' Exhibition which is being held in Hamilton. A number of new improvements on stoves and furnaces are being shown.

A very large sale is expected in gas ranges and plates during the coming spring, a large number of apartment houses will be erected and this will help to enlarge the sales of gas ranges to a great extent. Manufacturers report that collections are good.

Ranges.—Very few orders are being received for ranges at present, but this state of affairs is expected at this season of the year.

Gas Ranges.—Sales are not heavy at present, but booking for future delivery is exceptionally heavy. An extra large volume of business is expected on this line during the coming spring.

Oil Stoves.—Orders for oil cooking stoves for future delivery are being received in large numbers and a large sale is also expected in this line during the spring. Oil stove ovens are also being booked in large numbers.

Radiators.—There is still a scarcity on some lines, but manufacturers are trying hard to cope with the demand.

Enamelware.—There is a good demand for enamelware and orders are large and numerous. It is pleasing to note that the public are demanding high-grade goods and are not asking for the cheap grades to the extent that they were a few years ago. Hardware dealers should endeavor to sell quality goods whenever possible.

Tinware.—There is the usual amount of business being done for this season of the year. No price changes are noted.

Aluminum Ware.—The demand for this line is increasing and the goods are being stocked by a large number of dealers who formerly thought the prices too high for the goods to be good sellers.

WINNIPEG.

Winnipeg, Feb. 18.—It was hard to get a word in edgeways with the stove men last week, as they seemed to have more visitors than most during bonspiel times. The reason of this no doubt is that a traveler cannot take stoves in his grip, and the retailer likes to size up the show rooms in warehouses, and thus get acquainted with new ideas that no illustrations can depict as advantageously as can be done by seeing and handling.

Stove furniture, graniteware and ironware have been moving out pretty freely of late, and it is no doubt a wise policy to stock up ahead of the certain higher prices sure to come in all metallic goods.

ROLLING MILLS CO. ELECTS DIRECTORS.

Guelph, Feb. 17.—(Special.)—At a meeting of the shareholders of the Owen Sound Rolling Mills Company the following directors were elected:—J. J. Drew, G. B. Ryan, Col. A. H. Macdonald, Frank V. Samwell, all of Guelph, and W. S. Middlebro, M.P., Owen Sound.

At a subsequent meeting the following officers were elected:—J. J. Drew, president; G. B. Ryan, vice-president; Col. A. H. Macdonald, secretary-treasurer. The executive offices of the company will be located in Guelph, while the mills will be located in Owen Sound. The construction of these will be rushed.

Personal Notes.

Following merchants were in Montreal this week:—

Mr. Robert, of Nobert and Lymburner, Three Rivers; L. J. Matts, Ferme Neuve; A. J. MacDonald, North Lancaster.

Methods of Retailing Paints and Varnishes

Why Prepared Paint is the Best

Reasons Which Salesmen Should Use in Convincing Customers That the Manufactured Variety of Paint is Superior to the Hand-Mixed Kind—A Complete Summary of the Situation, Containing Many Forceful Arguments.

The salesman in the paint department of a hardware store has a great many classes of customers to contend with. There are the customers who will put confidence in the information supplied by the salesman; there are also the doubtful ones who are afraid the goods they will receive are adulterated and that paint manufacturers use a large percentage of ingredients such as benzine, water, etc., that were not used in the good old days when the paint was mixed by hand.

Prepared paints have to-day a large number of loyal supporters among painters and householders. Paint manufacturers have done a large amount of good work in educating the public regarding the advantages to be gained by using the machine made paint if the best grades are purchased. Live hardware dealers have also assisted to a great extent in helping to educate the public regarding the many qualities of good prepared paint. Despite the efforts of manufacturers and dealers, there are a great many people who have still to be convinced that the old system is out of date. These people still cling to the old idea that paint makers spend so much money in sample boards, cards, labels, advertising, etc., that they cut down the quality of the paint. Seldom a day passes but what a salesman in a large paint department will hear some such careless remark passed. A great many customers will tell you there is nothing like the old stand-by,—lead and oil. There are also a great many painters who are continually waging a war against the use of the ready-mixed article and they succeed in convincing certain tenants and householders. There are on the other hand a large number of painters who are firm believers in the economy and quality of good ready-mixed paint.

In order to convert a non-user of prepared paint to the use of same a salesman must use many arguments and also be thoroughly convinced himself that he is doing the proper thing in advocating the use of the ready-mixed article.

There are a large number of good quality paints on the market,, in fact

the life of a firm that does not put quality in the goods is usually a short one in this discriminating age. Progress in paint making has been steady and scientific. There are still two kinds of paint being used, one mixed by hand, the other by machinery. One must be prepared and the other is ready for use. That there are these two kinds of paint is due to the same progress that has given us two ways to make clothes, one with a hand needle and the other with a sewing machine; two ways to reap grain, one with a power reaper, cutting binding, and gathering, the other with a hand cradle such as our grandfathers used. The same rule applies to the mixing of cement or concrete, in the former days it was done by hand and to-day we have the powerful and efficient cement mixers.

It has been said paint-making was once an art, then a trick, and now a science.

The wear on paint in the days when hand mixed paint held the upper hand was not as great as it is to-day. The wood was better in a great many cases. With conditions at that time much more favorable for the longevity of paint, the painters often had difficulty with the paint chalking when only lead and oil was used. Manufacturers' experts have studied the manufacture of paint on a scientific basis. They test their products on all kinds of lumber and other materials and in all kinds of climates. The leading paint-makers have also gone to considerable expense in securing competent chemists, well equipped laboratories, testing rooms and a great amount of testing apparatus that enable them to secure technical knowledge regarding their products whereby they can produce paint of the highest quality and efficiency. If it were the desire of paint makers to work principally for profits rather than quality, they could readily do so by dispensing with much of their up-to-date equipment and resort to the methods and material of those who mixed their paints by hand.

Paint is Ground Finer.

Among the many points that may be urged in favor of prepared paints over the hand-mixed article is that the paint

is ground finer and kneaded more thoroughly by modern machinery than can possibly be done by hand. One of the powerful grinding machines can grind more paint in one hour than a painter could do in several days, not to mention the thoroughness of the grinding done by the machine. The severe tests to which the raw materials and finished products are subjected by the manufacturers also ensure better results and better quality than can be produced by a painter who cannot base his work on these tests. It has been proven beyond a doubt that good ready-mixed, machine ground, paint will cover a much greater surface than the hand mixed article and the covering will be much more even, thus ensuring longer wear; it will also spread more easily and is not as liable to leave brush marks as the old style paint.

There is also a great advantage on account of one's being able to secure a large range of colors, and where a user runs short of a small amount of paint to finish a job, he is able to purchase a small can and feel reasonably sure that he is getting exactly the same color. This is impossible when using hand-mixed goods as there is great danger of the second or third mixing being a different color.

It is an easy matter for a customer to say that lead, oil and other materials will make good paint. This may be true to a certain extent, but there are very few people indeed outside of the large paint factories who know the exact proportions of these articles that should be used. Each color is studied by the experts employed by the manufacturer and ingredients suitable for that color are used in the making of it. The good pigment properly ground and mixed by the manufacturers up-to-date machinery gives a density to the paint that assures better covering qualities than hand-mixed paint and affords better protection to the surface.

There are a great many other points that may be brought out by the salesman such as convenience in re-ordering, re-sealing the cans if there is some of the paint left over, and also the guarantee of the paint manufacturers. Where hand-mixed paint is used, the party mixing the paint may use impure lead, oil, or other materials, not intentionally, but for the reason that they have no method of testing the quality of the goods.

The Quality Line

Younger's Ever Att

THE MAN BEHIND LIN-UNA

THE WINNIPEG PAINT & GLASS CO.
EDMONTON LIMITED WINNIPEG
CALGARY PAINT & GLASS CO. LIMITED
CALGARY, ALTA.

Lin-Una Dyed Burlap —A Live Line

Lin-Una Dyed Burlap is used extensively in homes, schools, churches, theatres, cafes, hotels, clubs, and in public buildings of all kinds. As a simple, artistic wall covering it has no equal. It gives, to a room or hall, a finished, attractive appearance; is durable and economical.

It is made in thirteen distinctive colors, so that all individual preferences can be met. The colors are all rich in tone and are dyed fast-to-light. The fabric is shrunk in the process, and when pasted on the wall there is no shrinking, and Lin-Una Burlap adheres firmly. The edges are despatched out perfectly for butting and joining.

A well selected stock of Lin-Una Burlap will put you in a position to take care of a large and very desirable class of trade.

Ask us to send you samples and full information about the selling advantages of Lin-Una Burlap.

The Winnipeg Paint and Glass Company, Limited

Calgary Paint and Glass Co., Ltd.
Calgary

"Everything for a Building"

Winnipeg

Edmonton Paint and Glass Co., Ltd.
Edmonton



HIGH STANDARD PAINTS

High Standard Paint is a product of scientific laboratory knowledge and the experience gained in practical paint making for the last 50 years; it will stand every test of time, wear and weather. Put this proposition up to a Lowe Brothers salesman and then you be judge as to whether he makes good on the demonstration.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

This

—together with this

make a team that will pull big trade into your store.

We believe High Standard Paints to be the best there are, but even if this were so and we did nothing to help YOU sell them, they would not form as good a stock as a less perfect product energetically advertised to the consumer.

We back High Standard quality against all comers. We demonstrate this quality right in your store to your satisfaction.

We ask you to compare our advertising and make your own decision as to whether it is likely to pull business.

Lowe Brothers

Limited, - TORONTO



Only Good Paint Stands This Test

A GREAT deal can be told about the quality of any paint by the first stroke of the brush. More can be told after the job is done. And then after a year, two or four years, you will know without being told whether the color and quality were in the paint.

Lowe Brothers
High Standard Liquid Paint is a paint of exceptional quality. You can tell this by the true color of the paint because you get the true color of the paint with every stroke. Note when you get the job done, you won't get variable shades of color, but every part of the job will have the true color of the paint. And then after one, two or even ten years, the quality and the color of High Standard Paint will show. Because High Standard colors are durable.

Are you interested in "True Colors"? Ask about them. We will gladly name any painter or householder on selecting the right color combination. Just as dependable as "High Standard" Liquid Paint are Lowe Brothers Varnishes and Enamels, for exterior or interior finish, porch paint, floor paint, oil stains, and Masticures for beautiful exterior effects. They are the best values to be had, and every can of Paint and Varnish is always full (imperial measure). Ask for color cards. See sample panels.

15 B

LOWE BROTHERS ADVERTISING

We advertise to the customers of our agents. Advertising which circulates in the Maritime Provinces does not sell goods for the merchant in Ontario. Lowe Bros. advertising is centralized around the agents who sell our goods. Lowe Brothers salesman will explain the details; wait for him.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report -- Paints

A BANNER YEAR.

All indications point to a banner year in the paint and oil industry.

An upward tendency is noted in many lines—linseed oil, turpentine and glass notably.

Business generally is good in all lines.

MONTREAL.

Montreal, Feb. 20.—There is continued activity in the paint market, with every indication pointing to this being the banner year in the paint trade. The cold weather has had the tendency to check the sales of paint a little, but the demand is still quite heavy. Booking for spring delivery is quite heavy, and the spring rush will soon be on. Prices on all prepared paints remain quite firm. In fact, there is a very firm tone to the entire paint market, and oils are advancing little by little.

Linseed Oil.—There is no change in the situation on oil here this week, and prices are quite strong. It is quite probable that an advance will take place during the week, but this may not materialize for some time. However, it is generally conceded that oil should be selling at a higher level in view of the price of English oils. Duluth seed market is quoted as steadier, with a recovery in prices. The demand for oil is larger, with few orders being accepted for future delivery at to-day's prices.

There is still a wide range in the prices quoted, but the quotations are more uniform than last week. Some dealers quote raw at 55c, but the majority quote 57c.

Turpentine.—The turpentine market remains steady at the prices quoted last week. Advices from Savannah state that the market is firm, with little to indicate any change. Turpentines are quoted on the local market at 60c, with an upward tendency. The demand is very good, with orders coming in quite freely.

White Lead.—Lead is quoted at \$8.25 per cwt., which is the price listed last week. There is nothing of interest to report on white lead other than that the demand continues quite heavy, with prospects of a big increase as the season advances. The pig lead market has eased off slightly, but it is not thought that this will affect the local market to any extent, and it would be some time

before this change would affect the white lead market.

Glass.—Trading in this line is rather quiet owing to the season of the year and the extremely cold weather, which almost prohibits any building operations. Reports from Belgium seem to indicate higher prices for glass, and if the rumored strike goes into effect prices will surely advance quite sharply. As it is now prices on glass are very firm, and the undertone is strong.

Putty.—There is only a nominal demand for putty on the local market, due perhaps to the quietness in the glass trade. Prices have not advanced as yet, although there is a tendency to boost the price a little.

Ready Mixed Paints.—There is a brisk demand for prepared paints, and orders are coming in quite freely from all sections of the country. Booking for the spring delivery is heavy, and the paint manufacturers are looking for a big trade this season. Prices on prepared paints are very firm, but no changes are in sight at present.

Oils.—Canadian prime white petroleum has advanced $\frac{1}{2}$ c on the local market, and is now selling at 16c. United States Water White also advanced, and is selling at the same price. United States Pratt's Astral has jumped to $20\frac{1}{2}$ c, and castor oil is $\frac{1}{4}$ c higher than last week, selling now at $8\frac{3}{4}$ c. Benzine is lower, bringing 27c instead of 28c, as quoted last week.

TORONTO.

Toronto, Feb. 19.—Conditions in the paint market are in exactly the same position as during last week. Oil and turpentine remains the same and no change is reported in the quotations on lead. A number of paint travellers are attending the exhibition in Hamilton and they are all very enthusiastic regarding the outlook for a record-breaking spring trade in ready-mixed paint. Spring booking is exceptionally heavy and a large number of spring orders are being shipped at present. A very small amount of business is being done in oil at present, as a large number of dealers stocked up when quotations were lower than they are now.

Glass.—No change is reported in the price of glass and no further information is available regarding the threatened strike in Belgium. The wholesale glass houses have decided that in future they will not pay cost of inward telephone or telegraph messages from customers.

Linseed Oil.—Raw linseed oil is still quoted at 58c and boiled linseed at 61c

in single barrels, with the usual quantity reduction. It is hard to predict at present what future prices will be but a decline is not anticipated.

Turpentine.—The ruling price on turpentine is still 64c per gal. which is the same as the ruling price last week. The price is firm, but the demand is not heavy at this season of the year.

White Lead.—No change is reported in the price of white lead, and the market is quiet.

Ready Mixed Paints.—A large number of shipments are being sent out by the factories, principally spring orders. Booking has been heavy and a good spring trade is expected.

Glass.—Wholesale glass houses have decided that in future they will not pay cost of inward telephone or telegraph charges from customers. Prices remain the same and business is as good as may be expected at this season.

Putty.—The demand for putty is good, the mild weather and building operations being carried on has caused a very good demand.

Paint Brushes.—Heavy orders have been placed for spring delivery on account of the expected heavy sale of paint during the coming spring.

WINNIPEG.

Winnipeg, Feb. 18.—Shipments of paints, oils and decorators' supplies have been heavy during the past week, and everything points to a good season's trade, with a brisk consumption of material to keep up the demand.

There is nothing new in the prices, although a firmer tone in pig lead might be taken as indicating an advance in white lead and lines of which it is a component.

Turpentine and linseed oil are steady, but with a firm undertone, and an advance in both these commodities would hardly be unexpected.

Window glass is quiet for the present, and no very free movement of it can be expected till the building season starts in earnest.

Varnishes and stains should be good lines to bring to the front just now.

NEW WIRE REEL.

Mathias Klein & Sons, Chicago, Ill., have made arrangements to manufacture and market the Eichhoff line-builders' wire reel. This reel combines a take-up and pay-out reel in one. A descriptive circular is in preparation and will be mailed on request.

THIS question of how much paint profit you are to make this spring is now almost as *urgent* as it is *important*.

A suggestion:

Write *all* the good Paint Manufacturers, asking for the plain facts of the proposition they have to offer you. If our advantage, as the *only* paint firm in Canada who corrodes and grinds its own White Lead, means nothing to you, your comparison will allow you to *know*.

Also you will be able to judge, by careful weighing of the evidence before you, whether or not our far-reaching sales-plans are likely to help you make a few extra dollars.

This coupon is for your quick use. Spring approaches rapidly, you know.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

I want the plain facts of your Exclusive Agency paint proposition. My intention is to examine and compare—that is all. I commit myself to absolutely nothing more.

Name

Address

Little time left—

HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS. ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00
BABBIT METAL
Canada Metal Company—Imperial, genuine, 1/2 Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c.

Talman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2.60 2.70
Heads, per 100 lbs. 2.85 2.95
Tank plates, 3-16 inch 2.70 2.80
Boiler tubes 2.60 2.80
" 2 " 8.65 8.70
" 2 1/2 " 11.00 11.00
" 3 " 12.60 12.70
" 3 1/2 " 15.75 15.80
" 4 " 20.20 20.30

BRASS.
Spring sheets, up to 20 gauge.. 0.27
Rods, size 1/2 to 1 inch, round.. 0.23
Tubing, seamless size, per lb.. 0.26
Tubing, iron pipe size, 1 inch base 0.26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.
Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.
Casting ingot 18.25
Cut lengths, round bars, 1/2 to 2 in. 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.00
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
Brazier, insheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal. Toronto
Canadian foundry, No. 1. 22.50
Canadian foundry, No. 2. 19.00
Middleboro, No. 3 pig iron 21.00 22.00
Summerlee, No. 2 pig iron 24.00 24.50
Carron, soft 25.00
Cleveland, No. 1 22.00 25.00
Clarence, No. 3 24.00 24.50
Jarrow 25.50
Glenamock 26.00
Radnor, charcoal iron 33.75 34.50
Aysome, No. 3 25.00
Ferro Nickel pig iron (Soo) 25.00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27.50
Angles 2.50 2.50
Common bar, per 100 lbs. 2.25 2.05
Forged iron, per 100 lbs. 2.25 2.35
Refined iron, per 100 lbs. 2.35 2.40
Horseshoe iron, per 100 lb. 2.35 2.40
Mild steel 2.20 2.20
Sleigh shoe steel 2.20 2.25
Iron finish machinery steel (domestic) 2.25 2.25
Iron finish steel (foreign) 2.20 2.25
Reeled machinery steel 2.50 3.00
Tire steel 2.30 2.30
Sheet cast steel 0.15 0.15
Toe calk steel 3.10 3.15
Mining cast steel 0.07 0.08
High speed 0.65 0.65
Capital tool steel 0.50
Cammell Laird 0.15
Black Diamond tool steel 0.08 0.08
Corona tool steel 0.06 0.06
Silver tool steel 0.12 0.12
Cold Rolled Shafting.
9-16 to 1-16 inch 0.06
1/2 to 1 7-16 inch 0.05
1 7-16 to 3 inch 0.65
Montreal, 36 and 1 Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2.70 2.70
12 gauge 2.75 2.75
14 gauge 2.60 2.65
17 gauge 2.60 2.65
18 gauge 2.60 2.65
20 gauge 2.60 2.65
22 gauge 2.65 2.75
24 gauge 2.65 2.75
26 gauge 2.75 2.85
28 gauge 2.85 3.00

CANADA PLATES.

Ordinary, 52 sheets 3.10 3.00
All bright, 52 sheets 3.70 4.15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4.45 4.45 4.75
60 4.70 4.70 5.00
20x28x80 8.90 8.90 9.50
20x28x80 9.40 9.40 10.00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6.75
24 gauge, per square 5.50
26 gauge, per square 4.25
28 gauge, per square 4.00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-lis Gorbals
Head de Ls Best Best
16-20 3.70 3.75
22-24 3.75 3.40
26 4.20 3.80
28 4.45 4.15
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.
Apollo brand— Montreal. Toronto
24 gauge, American 3.75 3.70
26 gauge, American 3.95 3.90
28 gauge (26 English) 4.30 4.20
10% oz., equal to 28 English 4.50 4.40

IRON PIPE.

Black. Galv.
1/2 2.04 2.86
3/4 2.72 3.67
1 3.16 4.31
1 1/4 4.54 6.19
1 1/2 6.19 8.44
1 3/4 7.43 10.13
2 9.90 13.50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto
Heavy copper and wire, lb. 0.11 0.11 1/4
Light copper bottoms. 0.09 0.09 1/2
Heavy red brass 0.10 0.10 1/2
Heavy yellow brass 0.08 0.08 1/2
Light brass 0.06 0.06 1/2
Tee lead 0.02 0.02 1/2
Heavy lead 0.02 0.02 1/2
Scrap zinc 0.03 0.03 1/2
No. 1 wrought iron 2.00 10.00
Machinery cast scrap, No. 1 16.00 14.50
Stove plate 12.50 13.00
Malleable 9.00 9.00
Miscellaneous steel 5.00 6.00
Old rubbers 0.09 0.08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs. 4.95 5.00
Imported (pig), 100 lbs. 4.95 5.00
Bar pig, per 100 lbs. 5.50 5.50
Sheets, 2 1/2 lb. sq. ft., roll 7.50
Sheets, 3 to 6 lb. ft. 6.75
Cut sheets 1/2 per lb. extra.
Cut sheets 3/4 per lb. extra.

LEAD PIPE.

Lead pipe, 7/8c, 15 per cent. off.
Lead waste pipe, 9c; 15 per cent. off.
Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guarant'd 0.30 0.30
Wiping 0.28 0.28

SHEET ZINC.

5-cwt. casks 8.25 8.00
Part casks 8.50 8.50

SPELTER.

Foreign, per 100 lb. 7.00 7.00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$54.00 \$54.00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7.00
I X, 14x20 base 8.25
I X, 14x20 base 9.50
Raven and Murex Grades
I C, 14x20 base 5.00
I X, 14x20 base 6.00
I X, 14x20 base 7.00
I X X, 14x20 base 8.00
"Dominion Crown Best"—Double.
Coated, Tissued.
I C, 14x20 base 7.00 7.00
I X, 14x20 base 8.25 8.25
I X, 14x20 base 9.50 9.50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4.65
I X, 14x20 base 5.65
I X X, 14x20 base 6.65

Bright Cokes.

Bessemer Steel—
I C, 14x20 base 4.50
20x28, double box 9.00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8.25
I X, Terne Tin 9.75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. 7.50
XX, 14x60, 50 sheet bxs. 7.50
XX, 14x65, 50 sheet bxs. 7.50
Tinned Sheets.
72x30 up to 24 gauge, case lots 8.50 8.00
72x30 up to 26 gauge, case lots 8.95 8.50
Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.35 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.30; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.
Poultry Netting.
2-in. mesh, 60 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in cases or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2.42 1/2
Galvanized, plain twist 2.95
Car lots and less.
F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2.85
Plain 2.55

PAINTS, OILS AND GLASS.

Barn Paint.
In barrels, 5-gal. tins 0.80 0.80

In barrels, 5-gal. tins 0.80 .85

Per lb. Beeswax. 0.40

Chemicals.

In casks per lb.
Sulphate of copper (bluestone) 0.07
Litharge, ground 0.07
" flaked 0.07 1/2
Green copperas (green vitrol) 0.01
Sugar of Lead 0.09

Colors in Oil.

Venetian red, 1-lb. tins pure 0.12
Chromes yellow, pure 0.18
Golden ochre, pure 0.13
French ochre, pure 0.13
Chromes green, pure 0.10
French permanent green, pure 0.15
Signwriters' black, pure 0.19
Marine black, 25 lb. irons 0.06 1/2

Enamels.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1.80
Cee Pee Co. enamel 4.50
Sterling Enamels 3.20
Anchor Floorlustr 1.80

Glue.

French medal 0.10
German common sheet 0.15
German prima 0.15
White pigfoot 0.15 1/2
Brantford medal 0.10
" golden medal 0.11
" brown sheet 0.10
" Golden sheet 0.13
" Gelatine 0.22
" white gelatine 0.20
" white glue 0.12
" 100 flake 0.10 1/2
Perfection amber ground, No. 1230 0.11

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0.13
XL 0.11 1/2
CL 0.12
C 0.11

Paris Green.

Drums, 50 and 100 lbs.
Packets, 1-lb., 100 in case.
Packets, 1/2-lb., 100 in case.
Tins, 1-lb., 100 in case.

Paris White.

In bbls. 0.90

Pigments.

Orange Mineral, casks 0.08 1/2
" 100-lb. kegs 0.08 1/2
Prepared Paints. Per gallon in qt. tins.

Sherwin-Williams paints, base 2.00
Canada Paint Co.'s pure 1.75 2.00
Globe house paint (Windor) 1.60
"New Era" house paint (Windor) 1.85

Benj. Moore Co.'s "Egyptian".

Brand 1.50
Moore's pure linseed oil, H.C. 1.65
Brandram-Henderson's "English" 2.00
Ramsay's paints, pure 1.80
Ramsay's paints, Thistle 1.60
Martin-Senour, 100 p.c. pure 2.00
Senour's floor paints 1.60
Sterling Pure 1.60

Maple Leaf Paint (Imp. V. & C. Co.)

Jamieson's Crown and Anchor brand 1.60
High Standard 2.00

Plaster of Paris.

Per barrel 2.10

Pine Tar.

Half-pint tins, per dozen 0.50

Putty.

Bulk, in casks 2.45
" 100-lb. drums 2.70
Bladders, in bbls. 2.90

Red Dry Lead.

Genuine, 560 lb. casks, per cwt 6.25 6.25
Genuine, 100 lb. kegs, per cwt 6.50 6.50
No. 1 casks, per 100 lbs. 5.75 5.75
No. 1 kegs, per 100 lbs. 6.00 6.00

Shingle Stains.

In 5-gallon buckets 0.75

Turpentine and Oil.

OILS.

Montreal. Toronto
Can. Prime white petroleum, gal. 0.16 0.14 1/2
U.S. Water white " 0.16 0.15
U.S. Pratt's astral " 0.20 0.17 1/2
Castor oil, per lb., in bbls. 0.08 0.09
Motor gasoline, single bbls. 0.27 0.24 1/2
Benzine, per gal., single bbls 0.27 0.23 1/2
Pure turpentine, single bbls 0.60 0.64
Linseed " " Raw.. 0.67 0.58
" " boiled.. 0.60 0.61

Rosin, "G" grade, bbl. lots 8.45

Varnishes.

Per gal. cans.
Carriage, No. 1 1.50
Pale durable body 3.90
" hard rubbing 3.00
Finest elastic gearing 3.00
Elastic Oak 1.50
Furniture, polishing 2.00
Furniture, extra 1.20
" No. 1 0.95
" Union 0.90

Light oil finish 1.25

Gold size Japan 2.00
Turps, brown Japan 1.80
No. 1 brown Japan 1.10
Backing black Japan 1.35
No. 1 black Japan 0.95
Benzine black Japan 0.75

Are You Prepared

to meet the enormous demand for Spring painting?
NOW is the time to stock up with

MINERVA

Paints and Paint Specialties, the famous British Brand with nearly 80 years' reputation for quality.

MINERVA PRODUCTS

are genuine profit-producers.

Full Imperial Measure in every can.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave.,

TORONTO

Established in England in 1834

S-3



HOW YOU AND YOUR CUSTOMERS LOSE No

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why them sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums — and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

S. F. BOWSER & CO., INC.,
TORONTO, ONTARIO, CANADA

70-71
FRAZER AVENUE

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES:

32 Victoria St., S.W. LONDON. 5 Rue Denis Poisson, PARIS.
JOHANNESBURG, BUENOS AYRES, PORTO RICO, MEXICO CITY
Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.



HARDWARE AND METAL

Crystal Damar	2 80
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastiline varnish	2 25
Copalline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	2 65
Everlastic Floor	3 00
Plattine floor finish	4 25
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United		Double	
Inches.		Star Diamond	
Under 26	4 25	5 00	6 25
26 to 40	4 65	6 75	7 50
41 to 50	5 10	7 50	8 25
51 to 60	5 55	8 50	9 25
61 to 70	6 05	9 75	10 50
71 to 80	6 55	11 00	12 50
81 to 90	7 00	12 50	15 00
91 to 95	7 25	17 00	20 50
96 to 100	7 50	20 50	

Toronto, 15 p.c.	
Montreal prices, no discount.	
Size United	Double
inches.	Star. Diamond.
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

White Lead Ground in Oil	
Per 100 lbs.	
"Anchor," pure	8 25
Brandram's E.B. Genuine	8 25
C.P.C. decorator, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators'	
pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50
Purity Co. Co. Ltd.	8 25
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 05
Sterling Pure	8 40
Tiger Pure	8 25

Terms—2 p.c. 30 days or net 3 months	
from date of shipment. Packages 25	
lbs. and over 500-lb kegs, 15c per 100	
lbs. lower. Delivery—F.O.B. Toronto	
or Hamilton; London, 5c per 100 lbs.	
extra.	

White Zinc (Dry)	
White Zinc in Oil	0 07%
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 06%
Whiting	
Plain, in bbls.	0 70
Gilders bolted	1 00

HARDWARE.	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Shingle hatchets	4 70 10 00
Claw hatchets	1 70 5 00
Barrell hatchets	3 50 6 85

Ammunition	
"Dominion" Rm Fire Cartridges and	
C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps,	
50, 10 and 2 1/2 p.c.; Centre Fire Pistol	
Cartridges, 25 and 2 1/2 p.c.; Centre Fire	
Sporting and Military Cartridges, 10	
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;	
Brass Shot Shells, 45 and 12 1/2 p.c.;	
Shot Cartridges, discount same as ball	
cartridges, f.o.b. any jobbing point east	
of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10	
p.c.; "Sovereign" Bulk Smokeless	
Powder, 30 and 10 p.c.; "Regal" Dense	
Smokeless Powder, 30 and 10 p.c.;	
"Imperial" Shells, both Bulk and Dense	
Smokeless Powder, 30 and 10 p.c. Empty	
Shells, 30 and 10 p.c. 90 days net.	
Shot discount, 4 1/2 per cent.; cash	
discount, 2 per cent. 30 days;	
net extras as follows, subject to	
cash discount only: Chilled, 40c; buck	
and seal, 80c; no. 28 ball, \$1.20 per 100	
lbs.; bags less than 25 lbs., 1/4c per lb.;	
F.O.B. Montreal, Toronto, Hamilton,	
London, St. John and Halifax, freight	
equalized Augers and Bits.	
Word's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40

Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	Special
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crecent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big	
Twist Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Deffance, dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10	
p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Meigh bells, bow straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Per cent.	

Carriage Bolts, common, new.	
1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 1/4c per lb. off	
Nuts, Hexagon, all sizes, 1/4c per lb. off	
Store rods, per lb., 5/4 to 6c.	
Store Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, 400 ft. roll	0 50
Plain Fibre, No. 2, 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	35 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	1 00
Liquid tins cement,	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barff & Nickel, No. 241,	
45 p. cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crecent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
"English	17 00 21 00
"American, low.	23 00 25 00
"high.	27 00 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr. 240	6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/2 in.,	
\$3.65; 3/4 in., \$3.60; 1/2 in., \$3.45; 1 in.,	
\$3.40.	

Stall fixtures, 35; trace chain 45; jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanised, 35 and 5.	
Churns.	
No. 1, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Tor-	
onto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 "	4 20
4 "	5 53
5 "	7 60
6 "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Wire.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 50 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 1/2 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 "	3 31
12 "	3 85
15 "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent. with dome	
top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Per cent.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66 1/2
Delta Files	60
Nicholson	66 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Blacksmiths' portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 25
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handle doz.	0 60
Adze eye nail hammer, 10 oz., wood	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Timners setting, 1/4 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
3/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in.,	
\$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly	
cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail,	
up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25
Heavy T and strap, 5-in., 100 lb.	

net	7 00
Heavy T and strap, 6-in., 100 lb.	
net	6 75
Heavy T and strap, 8-in., 100 lb.	
net	6 00
Heavy T and strap, 10-in. and	
larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5	
p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10,	
\$19.50; No. 20, \$29.25; No. 50, \$20.50;	
No. 51, \$8.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No.	
2280, \$19.55; No. 2275, \$21.85; No. 1192,	
\$19.55.	
Chicago hold back screen door, iron,	
gro.	\$12
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oar (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.			
Wrought iron hooks and staples—			
3/4 x 5, per gross	2 25		
5-16 x 5, per gross	3 40		
Bright wire screw eyes, 60 p.c.			
Bright steel gate hooks and staples,			
Iron screw hooks, 60 and 20 p.c.			
Iron gate hooks and eyes, 60 & 20 p.s.			
Creasant hat and coat wire, 60 p.c.			
Stove pipe eyes, kitchen and square			
hooks, 60 p.c.			
Horse Nails.			
M.R.M. cold forged process list, 10th			
January, 1912.			
Size	Length	Price per	10th
Nos.		25-lb. box.	Size
4	1 1/4-inch	\$4 10	
5	1 1/2-inch	3 75	
6	2	3 50	
7	2 1/2	3 10	
8	3	2 90	
9	3 1/2	2 75	
10	4	2 50	
11	5	2 40	
12	5 1/2	2 45	



WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH TAILOR SHEARS

*Are Reliable
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinish's Sons Co.,

Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, Street

19 Jarvis F. J. SCHUCH. Agent

Agents for Alberta: Tees and Perse of Alberta Ltd., Calgary

HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axe, dozen, from	5 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinmiths' 2 1/2x5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum vitae, round, 5 inch, per doz.	15 00
Caulking, No. 8, oak, per doz.	2 40
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattlocks, 6 lb., 18 inch, \$5 dozen.	
Picks, 6 to 7 lb., \$4.50 dozen.	
Pick handles, \$1.80, dozen	
Prospectors' hammers, 16 1/2 lb. per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Wire	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/3 per cent.	
Pressed spikes, % diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singlee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pits, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35c per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	13 20
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1/3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 15c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-1/2 twine	0 26
4-1/2 twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25

Sectional, 1/4 lb., each, per 100 lbs	2 40	
Solid, 3 to 30 lbs.	1 55	
Sash Cord.		
No. 8, per lb.	0 33	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Diston's Hand, 15 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.	Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10	
Beaver window screens, 11x18, open 28 1/4 inches	1 00	
Perfection window screens, 14x15, open 22 1/2 inches	1 80	
Model window screens, 14x22, open 36 1/4 inches	2 25	
Scales.		
Gurney Standard, 35; Champion, 50 per cent.		
Burrow, Stewart & Milne—Imperial Standard, 35; Champion, Scales, 50 p.c.		
Fairbanks Standard, 30; Dominion, 60; Richelleu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel	85 10 7 1/4	
" R.H., bright	80 10 7 1/4	
" F.H., brass	75 10 7 1/4	
" R.H., brass	70 10 7 1/4	
" F.H., bronze	70 10 12 1/4	
" R.H., bronze	65 10 12 1/4	
Drive screws	85 10 12 1/4	
Set, case hardened	60	
Square cap	50 and 95	
Hexagon cap	45	
Bench, wood, per doz.	\$5 00	
iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros., No. 30, per doz.	16 80	
Scissors and Shears.		
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and Japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 35 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$6.25.		
Fucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	60 55 and 2 1/2	p.c.
Draining tools	60 50 and 5	p.c.
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels	60 45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz. net		\$2 65
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 25 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 5.		
Tinners' trimmings, 72 1/2 and 5.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000		7 50
Eureka tinned steel, hooks, per 1,000		8 00
Staples.		
Poultry netting, 100 lbs.		6 70
Bed, 100 lbs. No. 14		6 75
Blind, per lb.		0 12
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1/3 p.c.		
Stove Boards.		
Lithographed, 60 and 10.		
5 and 6 inch, per 100 lengths		7 62
7 inch, per 100 lengths		8 18
Nestable, 40 per cent.		
Stovepipe Elbows.		
and 6-inch common, per doz.		1 20
7-inch, per doz.		1 35
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock		18 75
Stones—Oil and Scythe.		
Washite	per lb.	0 25 0 37
Hindustan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 16
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythes	per gross	3 50 5 00
Tacks, Brads, Etc.		
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; weights, 60; Swedes cut tacks, blued and		

tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, \$2 1/4; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 46; copper nails, 60; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; linings, 10; lining, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80	
Tape Lines.	
Universal, ax skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., steel, No. 1840, 50 ft.	1 95
Trowels.	
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount, 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hayley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	
Hold-Fast (formerly Devil) Rat Trap	0 25
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	82 25
Square re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
Favorit	125 50
Winner, C. Cor. No. 2 & 3.	85 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze. 10 in., per doz.	46 75
Bicycle, 11 inch.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	83 25
Ottawa E331	60 50
Favorit E331	64 50
Sunlight, 111	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa, Carriage neckyokes and whiffsa, ash 35, hickory 40 per cent.	
Team neckyokes oval and round whiffsa, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carrage, % and smaller, 60; 7-16 and larger, 50; machine, % and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 3/4, 50 1/2; 7-16 and up, 40 1/2c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 28c.

Crowbars—4 1/2c per lb.

Corrugated Iron—28 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Eiffel polish, 6 1/2 inch, \$3.65; 8 inch, \$3.90; full polish, 6 1/2 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 16 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent. Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 25 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes, Double glass, up to 25 united inches, \$5.75; 25 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$5.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/2 inch, \$5.75; 2 inch, \$7.80; 2 1/2 inch, \$9.35; 3 inch, \$12.50; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$53.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/2 inch, \$7.55; 2 inch, \$10.25; 2 1/2 inch, \$12.25; 3 inch, \$16.40; 3 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$8.00; 5-16 in., \$6.50; 3/8 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$5.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.50 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17 1/2; 10, 17 1/2.

Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handed, "Black Cat." No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$8.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Scrapers—Bright, 40 round head, 80 and 10 p.c.; flat head, 65 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c. Dutch Colonial white, lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.80; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.50; American vermilion, 15c; English vermilion, 1.00 per lb.; Canada dicalcetic oxide, barrel lots, 3s, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3 40

Paris Green—2 1/4 cents per 112-lb.

Moore's Paints and Varnishes

"The Proven Best By Comparative Tests."

If you want to get re-orders this is the line that you should handle.

Our products are the result of long experience and the embodiment of the highest quality materials

They allow the dealer good clean profits and are the assurance of quick turnover. Write for color cards and prices.

BENJAMIN MOORE & CO., Limited, West Toronto

NEW YORK
CHICAGO
CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :



AN AUGER BIT YOU CAN DEPEND ON
for fast, smooth work in every kind of wood and under all conditions—**THE FORD.**

The **FORD** twist saves the Wrist and saves dollars in time and labor. **WORKMEN WHO KNOW** prefer the **FORD** every time. Honestly made and sold with a solid guarantee. Write for free catalogue "G."

FORD AUGER BIT COMPANY, HOLYOKE, MASS.

When writing advertisers, kindly
mention having seen the ad. in this
paper.

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The International
Nickel Company

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLOURS

Will Add Tone To Your Paint Department

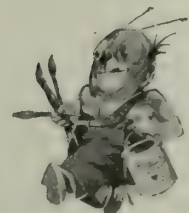
This is a flat wall colour that
is preferred by most house-
wives.

It is easily applied and makes
the wall look as though it is
covered with expensive ingrain
wall paper. Can be stencilled
over. Can be washed with
soap and water without soil-
ing the finish in the slightest
degree.

Dries as hard as stone and
as smooth as silk.

Let "Silkstone" help you
build your business—it will
bring you many agreeable
surprises.

We want good, live agents to
handle our products. Write
us at once for our proposition
and colour cards.



G. F. STEPHENS & CO.

LIMITED

WINNIPEG

Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

FOR SALE—ONE OF THE LARGEST CASH hardware and paint businesses in Toronto. Doing more than \$30,000 business per year. Sell for \$12,850.00, as follows: Stock, all in first-class condition, \$9,550. Fixtures, including 7 Bowser tanks, 5 silent salesmen, 900 display boxes, cash register, etc., \$2,700. Delivery, 2 outfits, \$600. Good reasons for selling. Store for sale or rent. Apply Box 749, Hardware & Metal, Toronto. (9)

FOR SALE—HARDWARE AND TINSMITHING business in good locality. Stock from two to three thousand. First-class chance for a tinsmith who wants a paying business from the start. Box 750, Hardware & Metal. (7)

GOOD GOING HARDWARE BUSINESS FOR sale in Southern Alberta. Stock approximately \$5,000. Box 754, Hardware and Metal, Toronto. (10)

HARDWARE STORE—FOR SALE OR RENT (Dwelling above)—in the famous grain district of Saskatchewan. (9) Apply Box 137, Lumsden, Sask.

HARDWARE, TINSMITHING AND STORE with dwelling attached for sale, doing a good business. Must sell quick. Chas. Sargent, Claremont, Ont. (9)

FOR SALE—A GOOD HARDWARE STOCK in a rapidly growing town of Southern Alberta. Stock about \$8,000. Coal Mines, Natural Gas and a Fine Farming Country; very large territory. In fact a splendid location for any one going into this kind of business. Full particulars on application. Address Box 753, Hardware and Metal, Toronto. (8)

HARDWARE BUSINESS FOR SALE—THIS business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 758, Hardware and Metal, Toronto. (11)

FOR SALE—OLD ESTABLISHED HARDWARE business in good Western Ontario city. Stock about \$9,000. A1 opportunity for right man. Owner has other interests in West. Address Box 756, Hardware & Metal, Toronto. (8)

FOR SALE

HARDWARE FIXTURE, 41½ FT. LONG, 8¼ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (10)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

MISCELLANEOUS

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MR. EMPLOYER WHO WANTS A STENO- grapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN- stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

BUILDERS' HARDWARE CLERK (22 years of age), wishing to have broader experience, would be open for position about spring. Also experienced in glass, paint and house furnishings. References if required. Box 751, Hardware and Metal, Toronto. (7)

EXPERIENCED HARDWARE CLERK (Canadian), desires position in retail store about March 1st. Good references. Must be first-class store. Write Box 759, Hardware & Metal, Toronto. (9)

SITUATIONS VACANT

WANTED—EXPERIENCED TRAVELLER— to sell English brass, wood and iron beds; also electric and gas fixtures, brass cornice poles and fittings, in Eastern Canada. Advertiser has splendid lines. Would pay 5% commission on all orders. Many accounts opened, now require following up. Box 7527, Hardware and Metal, Toronto. (8)

WANTED — AT ONCE — WALL PAPER salesman with hardware experience. Apply, stating salary and experience, Box 757, Hardware and Metal, Toronto. (10)

WANTED — LIVE HARDWARE CLERK, three or four years' experience, western preferred. State age, salary wanted. References. Duties begin soon after Mar. 1st, as possible. Apply W. C. Auld, Youngstown, Alta. (10)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE CLERK—EXPERIENCED MAN for good Western town. Must be temperate and be well recommended. Address Acheson & Hoskins, Alsask, Sask. (9)

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately ¼ Horse Power per Block and about ½% in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbrien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)



SEALED TENDERS addressed to the undersigned, and endorsed, "Tender for Customs Building, Ottawa, Ont." will be received until 4.00 P.M., on Monday, March 31, 1913, for the construction of a Customs Building on Mackenzie Avenue, Ottawa, Ont.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of R. L. Deschamps, Esq., 103 St. Francois Xavier Street, Montreal, and of Thos. Hastings, Esq., Clerk of Works, Postal Station "F," Yonge Street, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the sum of seventy-five thousand dollars (\$75,000), which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, February 17, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—35171.

JAMIESON'S

Pure Prepared Paints

will meet every requirement of your paint trade,—and give complete satisfaction.

Write us about the agency in YOUR territory, we can make you an interesting proposition.

R. C. JAMIESON & CO.

Established 1858 LIMITED
MONTREAL

Owning and operating P. D. DODS & CO., Limited.



10

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVASCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Co.
WINDSOR, ONT. LIMITED

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

**The Right
Paint**



**To
Paint
Right**

**COLD WEATHER
AND FROST**

have no effect on Ramsay's Paints.
Those dealers handling this line know
there is no danger of complaint that Ramsay's
Paints cannot be satisfactorily applied in cold
weather.

RAMSAY'S PAINTS

are made to stand the rigorous Canadian climate with
all its extremes. They are made right to paint
right, and your stock for this winter should
be Ramsay's

*Will you answer our invitation
to be a Ramsay Agent?*

A. RAMSAY & SON CO.
MONTREAL
Paint Makers Since 1842.

1842



to now



STRAIGHT PAINT TALK

About the Maple Leaf Paint and Varnish Proposition

MAPLE LEAF PAINT

M. L. PAINT is one of the most successful and prominent lines found in the **MAPLE LEAF PROPOSITION**.

M. L. PAINT offers a sufficiently wide range of shades to meet every requirement in color. Forty-two shades including the famous **M. L. OUTSIDE WHITE**.

M. L. PAINT is compounded of ingredients which give only the highest efficiency to its quality for the protection and preservation of property.

OUR M. L. PAINT TWENTY SHADE COLOR-CARD PROPOSITION is a selection from our larger range adapted especially to the lesser requirements of the smaller store.

M. L. PAINT QUALITY in itself develops business. It makes the first purchase the forerunner of more. The consumer needs but one conviction to bring him back to the dealer for more **M. L. Paint**.

M. L. PAINT makes and holds a lasting confidence in the minds of the paint consuming public which makes it profitable for the dealer to handle.

They remember the paint and where it was bought.

Dealers in smaller centres would do well to write us about our twenty shade color-card proposition.

OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

suggests color schemes and methods for exterior painting which assist the dealer in selling **M. L.** lines and enable the customer to obtain the greatest value for his money.

Every necessary suggestion offered for successful painting.

Their concentrated co-operative Spring advertising keeps **M. L.** lines moving briskly for the dealer.

THE
IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
LIMITED
CANADA

How to Make Money in the Paint and Varnish Business

THIS book is for every ambitious merchant, large or small, who recognizes the advantages of selling merchandise of quality and reputation, and is eager to build up a profitable business.

It tells how other shrewd retailers have made Paints and Varnishes—at first a side line—one of the best paying departments of their business, and illustrates some of the methods they followed in so doing.

In the pictures you will see why the Sherwin-Williams Agency is the greatest aid to success. After looking them over and reading the letters from prosperous merchants, we think you will agree with us, too, and want to know more about our proposition.

How to make money in the Paint and Varnish Business



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.



This book will be sent without charge to every Hardware Dealer who writes for it on his letterhead.

Do not hurriedly glance through this book, then put it away to read some other time—and forget it. It represents the condensed experience of men who have sold goods both sides of the counter, and no matter what line of merchandise you handle, is sure to suggest new solutions for your every day problems. Take it home to read leisurely and carefully.

These New Effective Ads in Great Magazines Mean Pratt & Lambert Varnish Sales and Profits



LOOK at these new Pratt & Lambert Magazine Advertisements. Then follow the arrows to the counter, where the Pratt & Lambert Dealer is *selling* Pratt & Lambert Varnishes. That tells the story.

These advertisements will appear this Spring, in the great magazines of national circulation, such as the Saturday Evening Post, Woman's Home Companion, Cosmopolitan, etc. Varnish users in your locality, will be reached, intensifying the indelible impression, that all past Pratt & Lambert advertising has made. So as soon as varnish or enamel is wanted, Pratt & Lambert will be thought of. The result will be a sale at your store, if you are a Pratt & Lambert Dealer.

Think what this Pratt & Lambert "good will" means to your store!
Why not be a Pratt & Lambert Dealer?

Write for Complete Dealers' Proposition.

Pratt & Lambert-Inc., Courtwright Street, Bridgeburg, Ontario



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SELLING POINTS

TO HELP

THE
DEALER
WIN
TRADE

The Civilizing Influence of Paint

As man became more and more expert in the use of paint, civilization advanced. As he learned the value of paint to protect what he made, he sought to improve the quality of the paint, so that what he fashioned would remain longer protected.

This endeavor for protection brought forth

MARTIN-SENOUR PAINT

100% PURE

since which time the spread of civilization has been more rapid than ever before in the history of the world. Paint has had its helpful influence in the civilization of mankind. Paint conserves resources—it preserves property and thereby insures wealth. It is cheaper to paint property than re-build or repair it. The dealer must remember the value of paint to sell it at a profit. He must sell pounds of service—not simply pounds of oil and pigment.

Let us tell you more of the service rendered by MARTIN-SENOUR PAINTS and VARNISHES.

The Martin-Senour Co. Limited

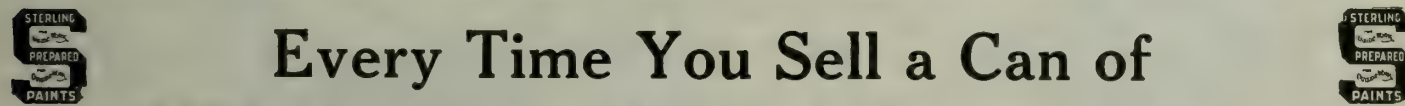
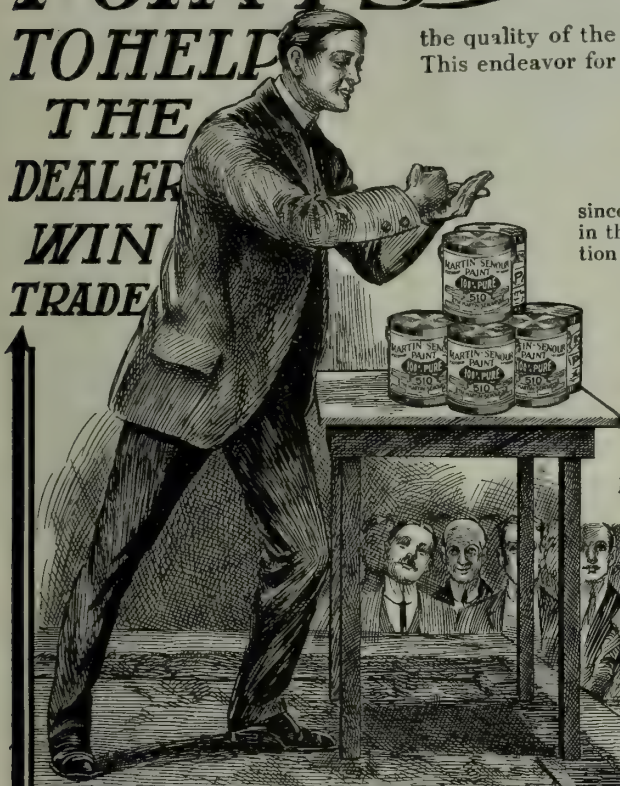
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



Every Time You Sell a Can of STERLING PREPARED PAINTS

You Sell a Full Imperial Measure
of Satisfaction



Sterling Paints embody experience and the purest materials. Their surface covering and lasting qualities mean economy to every user.

INVESTIGATE STERLING PREPARED PAINTS
Let us connect you with some hardwaremen who are handling them. Ask these hardwaremen questions about our paints. They will convince you that they are a splendid line to handle.

Mail us your inquiry to-day.

Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

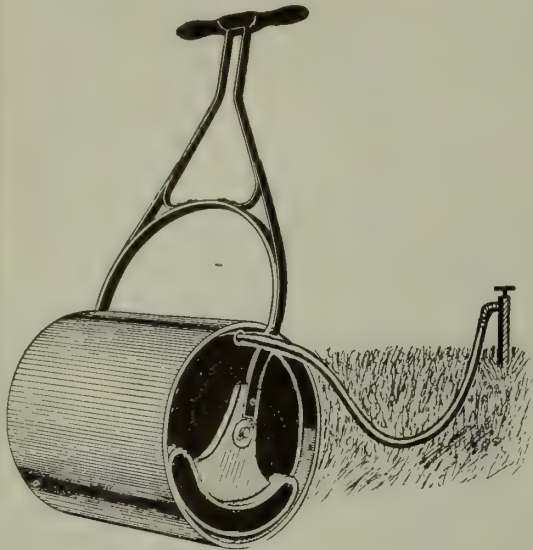
MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



NO MATTER WHAT CONDITION THE LAWN,
GARDEN OR TENNIS COURT IS IN OUR
"ANY WEIGHT" WATER BALLAST ROLLER
 (MADE IN CANADA)



CAN BE WEIGHTED TO SUIT

Your customers can easily see the advantage of having such a roller, therefore they readily pay the price for this high quality product.

Roller weighs from 100 lbs. up and is supplied in 9 styles, ranging from 18 in. dia. by 24 in. long to 24 in. dia. by 36 in. long, with and without weighted handle. Has double and single drum.

Put some of these rollers in stock now. They pay a profit that is better.

Write to-day for proposition.

ERIE IRON WORKS, Limited

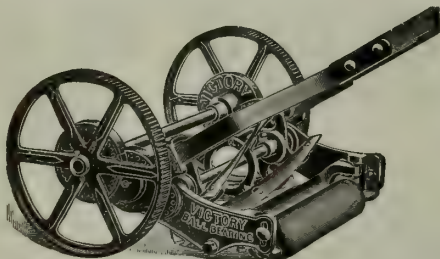
ST. THOMAS

--

ONTARIO

--

CANADA



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

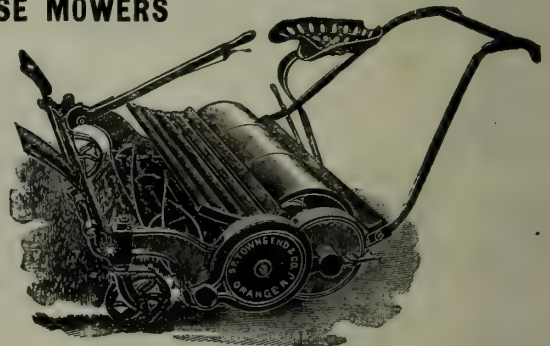
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



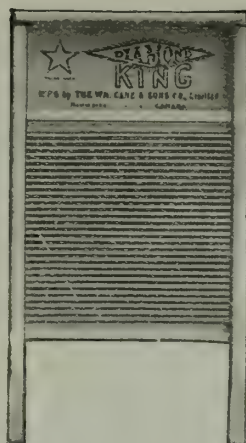
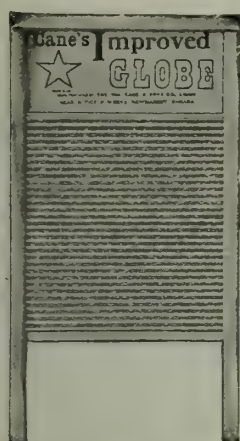
Increase Your Spring Sales By Handling
**The "Norcross" Line of
 GARDEN CULTIVATOR-HOES AND WEEDERS**

Close hand cultivation is best, and "NORCROSS" Cultivators, Hoes and Weeders are like a human hand; the fingers of which work closely around the delicate plants without injuring them; stirring the soil to any depth, and leaving it level and loose, without a footprint upon it. The "NORCROSS" is the only Cultivator-hoe with detachable handle ferule (Pat'd.), which provides for its use as a wheel plow attachment. Professional Gardeners declare that no wheel plow on the market has an attachment equal to our Cultivator-hoe. All prongs are detachable. Write any of the following Canadian jobbers for circulars and prices. McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; Merrick-Anderson Co., Winnipeg; J. H. Ashdown Hardware Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.

C. S. NORCROSS & SONS, - Bushnell, Ill., U.S.A.
 Patentees and Sole Manufacturers

THE QUALITY OF CANE'S WASHBOARDS

MAKES THEM QUICK
SELLERS AND SATIS-
FACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Your Trade

will appreciate the service giving qualities of our

Roped Extension Ladders

They are ideal for painters and decorators and are absolutely safe.

Automatic Hooks lock every round and unlock between rounds.

Easily converted into two ladders. These ladders are strictly high grade. Made of clear yellow pine and rock elm rounds.

Let us send you a trial order—we want you to be convinced that they are "real sellers" and very profitable.

Write for complete catalog and prices—NOW.

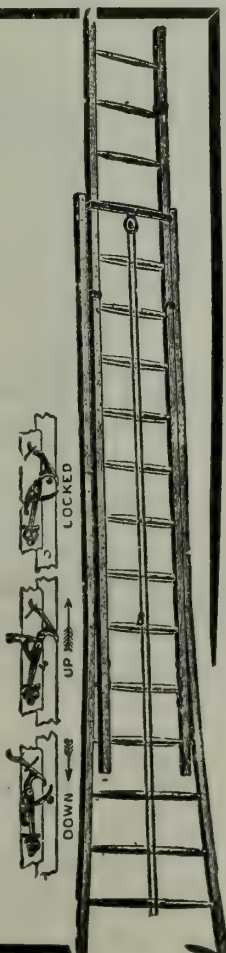
The Stratford Mfg. Co.

Limited

STRATFORD

—::

ONTARIO



You Will Benefit

by telling those who ask for bronze paint that they can mix a paint that will give a much longer service than the prepared kind by using

Reflex Bronze Liquid

and

Bronze Powder

Any novice can easily mix these ingredients—and mix them right if they follow instructions which go with Reflex Bronze Liquid.

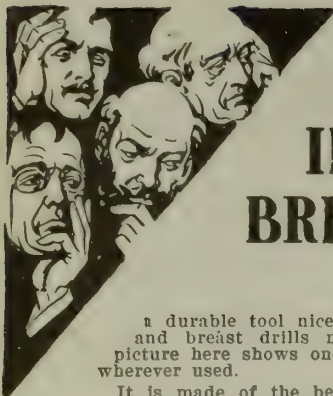
WE KNOW prepared bronze paints deteriorate much quicker and we want the dealer to profit by our experience.

Send us your trial order to-day.

**The
Ault & Wiborg Co.**
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



Thinkers Decide
in Favor of The
**IMPROVED
BREAST DRILL**
No. 12

a durable tool nicely finished. Of the many hand and breast drills manufactured by this firm, the picture here shows one that has proven most popular wherever used.

It is made of the best selected material throughout, and is a tool unequalled in its class for efficiency and durability.

It is ball bearing with cut gears, changeable from even to a speed of about 3 to 1.

The handles are of cocobola, and the stock and chuck are nickel-plated.

It has an adjustable crank and above the handle there is a level attachment which shows when the tool is being held true.

A thoroughly efficient tool in every respect, and one that will give long, satisfactory service.

MILLERS FALLS CO.
28 Warren Street, New York



Ensure Absolute Satisfaction
By Selling
**Peterboro
Hardware**

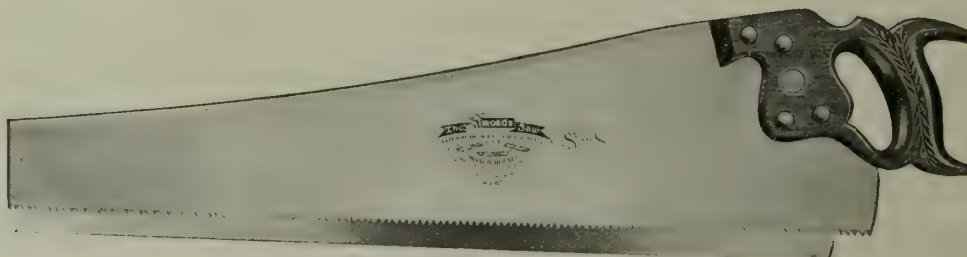


An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.



THE SIMONDS SAW

Illustrated above is one of the finest quality saws made anywhere by anyone to-day. It is a favorite with Carpenters and will make satisfied customers. Dealers in Canada make good profit by selling SIMONDS Saws.

Write for Catalog, or shall we send salesman with samples?

SIMONDS CANADA SAW CO., Limited

VANCOUVER, B.C.

MONTREAL, QUE.

ST. JOHN, N.B.

In the United States—Simonds Mfg. Co.



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.



Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is
uniform throughout, assuring the buyer intrinsic
value for his money.

Our methods of production enable us to produce
this high-grade Iron at the lowest prices. It will
pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, To-
ronto. Manitoba, Bissett & Loucks,
Ltd., Winnipeg.

BAR IRON

NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed
in which there is a Hardware Dealer or Manufacturer interested
in the hardware trade.

If there is a man in Canada interested in our proposition a
"Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

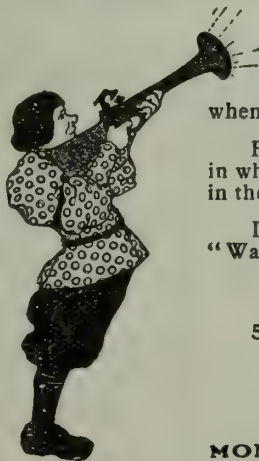
SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

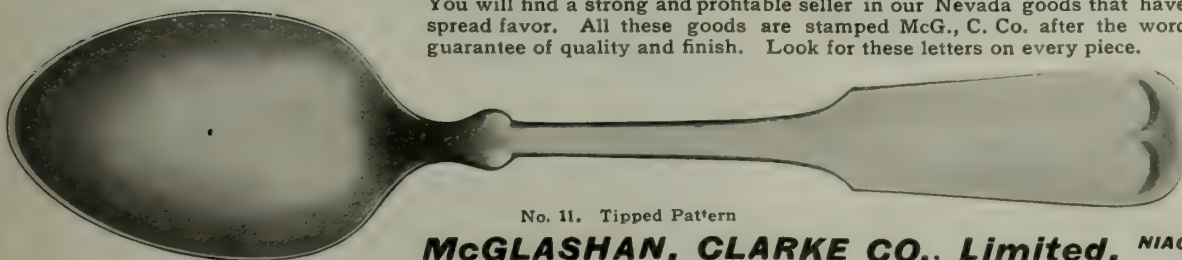
TORONTO

WINNIPEG



High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found wide-
spread favor. All these goods are stamped McG., C. Co. after the word Nevada, our
guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.,
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS,
CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto,
Ont. Benj. Rogers, Charlottetown, P.E.I.



Do You Need Drop Forged Wrenches?

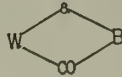


It's impossible for us to show our 58 styles of wrenches in a single ad., or in a dozen ads.

We therefore do the next best thing: Show a selected few of a distinct type — Drop Forged Wrenches.

These wrenches, as well as all of our 58 styles, are the product of our Canadian Factory. Here we also manufacture a complete line of screw wrenches.

Tools of Quality



Bear These Marks

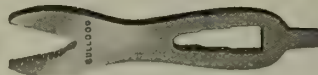
If you have used one wrench stamped with a "W & B" Diamond Trade Mark, you'll want the uniform quality in all the wrenches you use. Look up "W & B" tools at your nearest jobber or send your request direct.

Catalog No. 82-G is ready and free.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Offices and Factory at St. Catharines, Ont. Stocks carried at Winnipeg and Montreal



Over 5,000,000 Mendets in use.

Order from your jobber or write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Shall We Send It To You?

LAST YEAR:

¶ We were surprised at the remarkable results of the campaign planned to help our dealers sell Roofing with the "Certain-teed" label. It was certainly a winner—about the biggest thing of the kind we ever saw in the Roofing business.

¶ Some of our dealers did not get the book outlining our plans, and failed to get in on the big "Certain-teed" movement for better roofing profits. It's too good a thing to overlook, and we don't want you to miss it through any fault of ours. At least we want you to know what's "doing."

THIS YEAR:

¶ The plans will be bigger and better than ever—we will offer you the most complete and effective local co-operation in the sale of Ready Roofing you ever heard of. The plans are now complete.

¶ They are fully outlined in the big, new 16-page Book of "Certain-teed" Plans for 1913. We want you to have a copy, and to make sure that you get it, write us to-day for this valuable book.

Remember, our

"SANKOTE" and "CASCO" RUBBER ROOFING
Smooth and Sanded Surfaced. Bears the "Certain-teed" Label of Quality.

Write for samples and prices.

Canadian Supply Co., 220 King St., Toronto

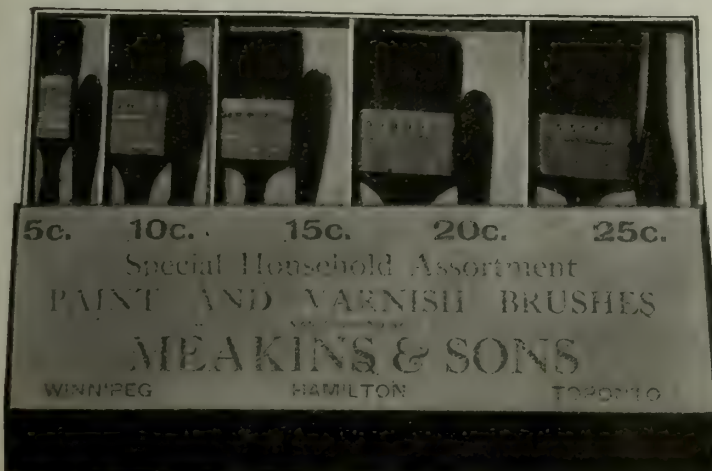


Paint and
Varnish

BRUSHES

That are
Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons
Limited
Hamilton, - Ontario

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

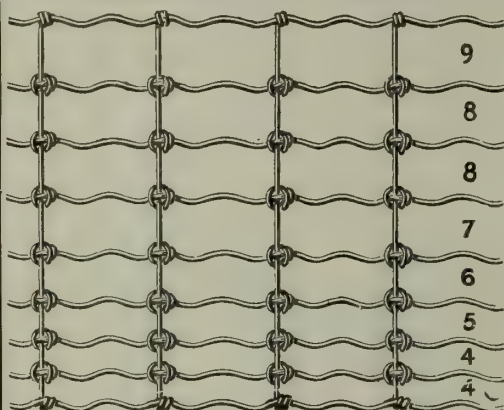
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

A Simple Way Of Keeping Accounts Which Is A Time, Money And Trouble Saver For The Large Or Small Credit Business

Dealers who are using the McCaskey Account Register say it is a profitable
investment. By its use many have saved enough to more than pay its cost in one
year.

With one hand writing you give your customers an itemized bill and keep
the duplicate in your register. There is no chance to make mistakes and cause
arguments with customers—no chance of forgetting to charge—and no night
work on books.

There are over 80,000 McCaskey Registers in use to-day.

You cannot afford to continue with the disadvantages of the old
system of bookkeeping when this account register is within your
reach.

When your customers come in to pay their accounts you can give
them the total in a minute instead of telling them to come in
again. One dollar in your store is worth more than two in the
hands of some of your customers. Let us tell you all about the
McCaskey Account Register. Let us get you in touch with some
users—ask them what the McCaskey saves.

We will send our booklet "John Ashley" on request.



Dominion Register Co., Limited

96 Ontario Street,

Toronto, Canada

(Trafford Park, Manchester, Eng.)

Double Register with Electric Recorder
and Cash Till.

Maxim CYCLES

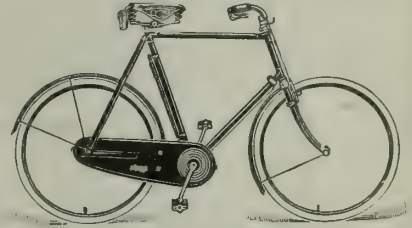
The MAXIM CYCLE MANUFACTURING CO., Dept. 19 COVENTRY, ENGLAND

BUY BRITISH BICYCLES!!

Because they are QUICK SELLERS and GIVE SATISFACTION

The WORLD-RENOWNED "MAXIM" CYCLES have a splendid record for Reliability and Fine Finish and the Price is Right.

Drop us a line Now for our Export list and Special Quotations to Canadian Dealers. AGENTS WANTED where not represented.



Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

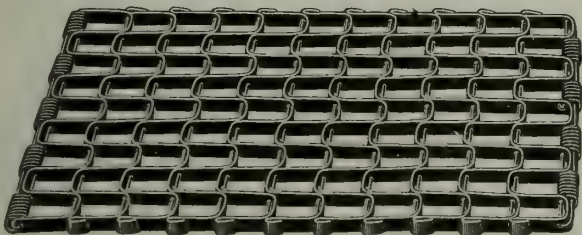
Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

"KEYSTONE" FLEXIBLE STEEL DOOR MATS



The Door Mats That Assure a Quick Turnover at a Good Profit

They are by far the best value in door mats on the market. While the price is a little more than that of the ordinary door mats, your customers will not hesitate to pay it. They can tell at a glance that this is a much better mat. Continuous Crimp, Ribbon Steel. No Short Pieces.

If your jobber does not sell them, write us direct.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA



Stanley Tools

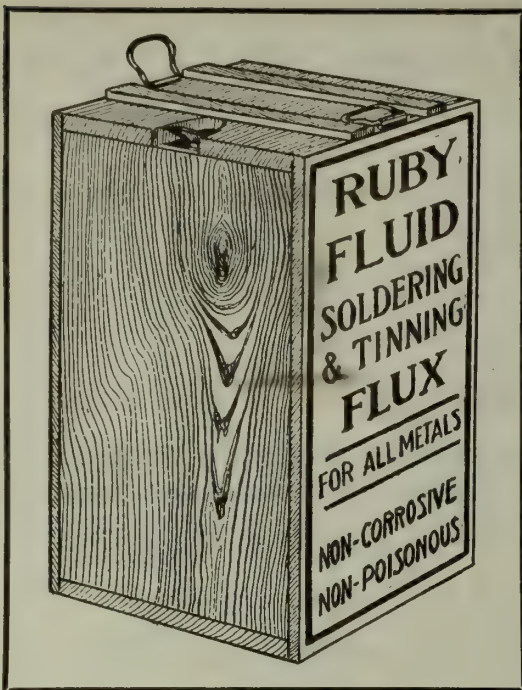
Always insist that your order be filled with Planes made by the Stanley Rule & Level Company, which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' Tools for over half a century.

These tools are now made at our Canadian Works.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.





Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

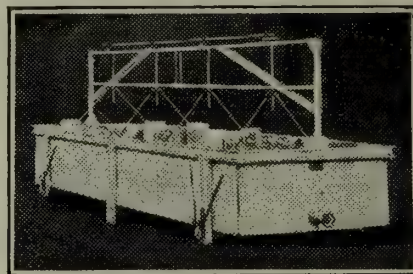
Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

Our "Perfect" Steel Cheese Vat



PAT. AUG. 14, 1906.

The vat that will give buyers the greatest service and satisfaction.

The main frame, legs, etc., are made of a combination of steel channel and steel angle—the strongest kind of material for the weight, same as is used building bridges and all structural work. The outer tank is made of heavy galvanized steel, thoroughly riveted and soldered, and is perfectly steam and water tight. We make the inner vat of No. 20 tinned with the fewest possible seams.

If you should sell one of these vats and it does not be as represented or give entire satisfaction, we will be perfectly willing to take it back.

Our confidence in this vat is the result of long experience and the embodiment of quality material and expert workmanship.

Any infringement on our patent rights will be promptly dealt with.

Write for full particulars.

The Steel Trough & Machine Co.
Limited

TWEED

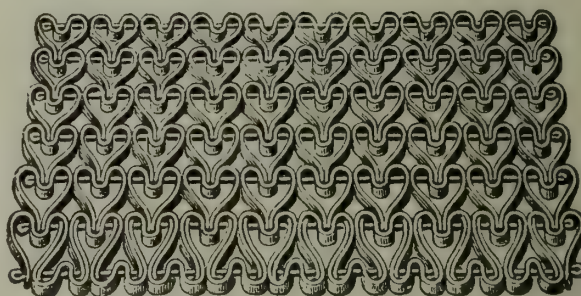
::

::

ONTARIO

STEEL FLEXIBLE DOORMAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. "Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO



The MARK of the MAKER
Guarantees P. S. & W. Hand Tools

THIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Co., Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co. Manufacturers of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware. Established 1819
Address 29 Murray St., New York, N. Y., U.S.A.

The Best Gun

with the

Best Selling Push Behind It

No matter how good a thing is it goes slow unless pushed. We can afford to advertise the FOX to the limit for the dealer because it **makes good**—and we guarantee it. The dealer who doesn't handle the FOX this season is throwing away money. It is business already created for him.

FOX GUN



"The Finest Gun
in the World."

To Create Business for the Dealer

is the object of our big 1913 advertising campaign. Not only will we use large space in the Outdoor Magazines all during the year, but we will co-operate with the dealer in direct mail advertising to the hunter right in the dealer's territory. We never sell direct where we have a dealer. We are working right now for **you**—if you're a FOX man. And we never stop this working—it's constant—all the time.

Be ready to fill the FOX demand

If you are not a FOX Dealer, get in touch with us at once. Don't let a single sale get away. Write us now for our plans for "Dealer's Helps" in your territory, and ask for special dealers' discounts and the "20 Reasons Why the FOX is Best." Do this now.

The A. H. Fox Gun Company

4768 North 18th Street
PHILADELPHIA

"RED CROSS"

Sanitary Chemical Closets

Have earned the
name

Sanitary

Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless—closets that are made right, and

that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.

Red Cross Sanitary Appliance Co.
GRIMSBY, ONT.

LITHARGE

GERMAN AND ENGLISH

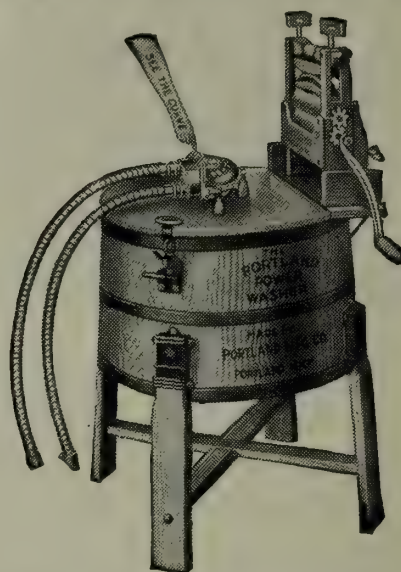
Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

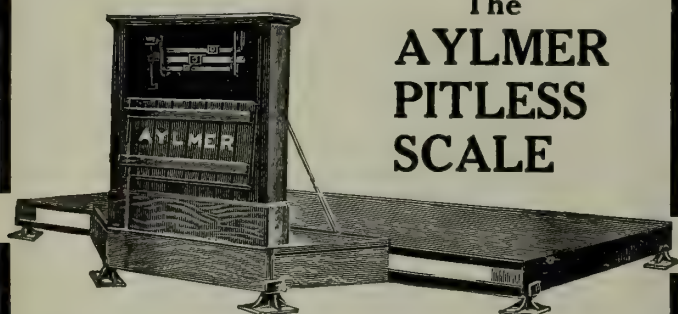
If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR
PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

Here's A Quick Money-Maker

The Connor Ball Bearing Washer is a quick seller. It has features that appeal strongly to women. The wringer adjustment, the hinged cover and substantial stand are three of these features. Our new catalogue gives full particulars, also describes our complete line of washers and wringers. Write for a copy. Other live hardware dealers find the Connor Line a profitable one. There's every reason why it should be a money-maker for you, too.

J. H. Connor & Son
LIMITED
Ottawa, Canada



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

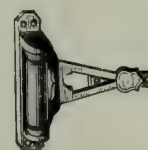
Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION 5753 IRON
3 in..... 4/3
4 "..... 6/-
5 "..... 8/6



5754 BRASS
3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.

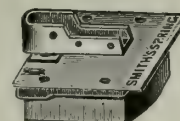
5355 IRON
4 in..... 23/6
5 "..... 32/-
6 "..... 40/-



5356 BRASS
4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each,



2860
With 2 in. Shoe,
28/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

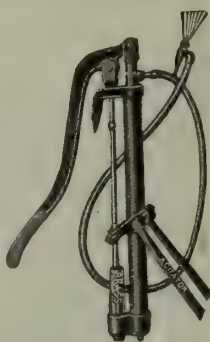
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

SMITH'S SPRAYERS

This Pump quickly attached to any barrel. All working parts brass. Requires no priming. Brass ball valves and valve seats, paddle agitator. 5-ply hose. Brass Vermorel Nozzle, throws any size spray or stream 50 feet, and impossible to clog. Adapted for spraying fruit trees, whitewashing stables. Forty other styles to select from. For spraying garden vegetables, trees, shrubbery, washing wagons, windows, etc. Write for free catalogue and agents' proposition on full line.



No 25 Fig. 300-bbl. Spray Pump.

D. B. Smith & Co.

500 Genesee St., Utica, N.Y., U.S.A.

There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Table and Butchers' Knives

Manufactured from Sheffield steel, with strongly fixed handles, by

G. PERKINTON

113 Broad Lane, Sheffield, Eng.

Shell Bolsters a specialty. For prices and samples apply to our sole agents (to the wholesale only).

Godfrey S. Pelton & Son

203 St. Nicholas Building, Montreal

ARCTIC METAL

For Cool Bearings

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

**ARE
YOU
ALIVE**

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S FAVOURITE CHURN

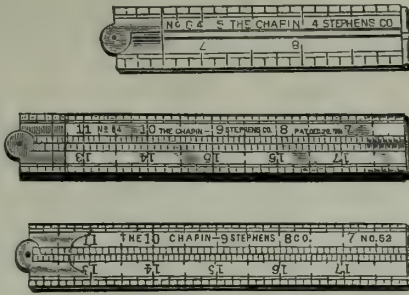
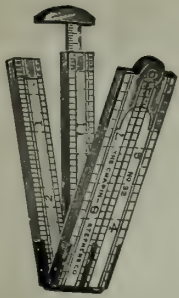
has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

DAVID MAXWELL & SONS, St. Mary's, Ont.

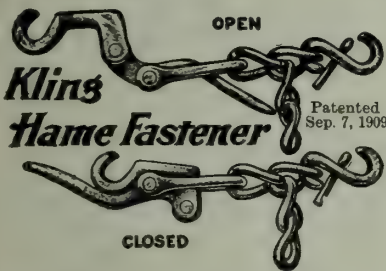




Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

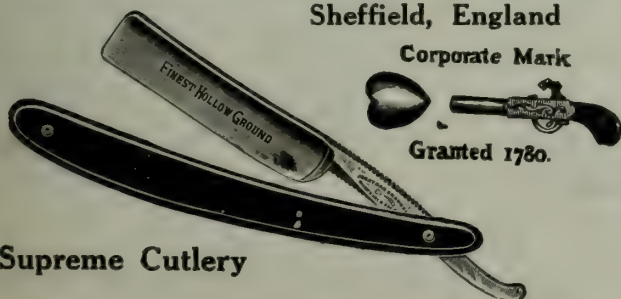
20 John Street South
HAMILTON, ONT.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by



sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.

Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Wilkes Martin Wilkes Company
NEW YORK, N. Y., U.S.A.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

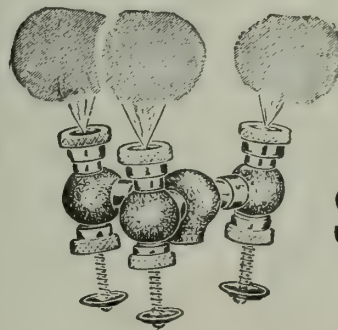
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



\$

When You Spell

\$PRAMOTORS

Start with the
Dollar Mark

There's money in Spramotors and Spramotor accessories for you. A definite statement that which you can easily prove true.

Take a pencil right now and mark down the needs of your best customers in the spring and the good old summer time. Figure out how many of them must use one or more spraying outfits. Then consider how much you sell them now and how much more you might sell them! Of course, there's money in Spramotor accessories. Stock them. They'll draw a paying trade and build up the reputation of your store.

N.B.—While you have that pencil handy drop us a card asking us to table the proofs. It's heads you win and tails we lose.

Spramotor Works

68 King Street, - London, Can.



DIRECTORY OF MANUFACTURERS

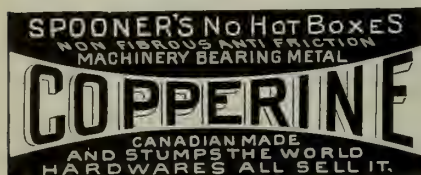
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your
Skating Rink a J. & R.
Ice Scraper, made by

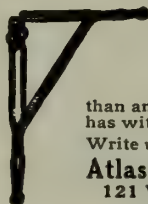
James & Reid
Perth - Ontario

A want ad. in this paper
will bring replies from
all parts of Canada.

COAL BAGS.

Coal Bags made of No. 2 or No. 6
heavy duck, well sewn with heavy twine
and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

BRACKETS.



The Atlas Bracket

This bracket brings you a
larger profit and is better
than any on the market. Our 5 x 7
has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO.,
LIMITED

GUELPH, ONT.

TOOLS.



Send For Our New Catalog

Most complete line of

**SCREW DRIVERS AND
SMALL TOOLS**

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

When writing advertisers, kindly
mention having seen the ad. in this
paper.

The Indestructible "ALL-ROUND" STEEL TRUCK GREATEST LABOR SAVER OF THE AGE



All steel except wheels,
which are of cast iron, with
broad tread and 9-16 axle.
Weighs but 17 pounds.

Handles boxes, barrels,
trunks, milk cans, garbage
cans, bags of grain, etc.,
easily with one hand.

The hook grabs the top
of box, barrel, can or bag,
and does away with neces-
sity for reaching over and
pulling same on truck—hook
stays where placed at any
position on frame.

Indispensable for offices,
milk dairies, breweries,
stores, warehouses, etc. For
private homes its uses are
manifold. Stands alone or
can be hung on a nail: it is
very strong, though light;
45" long, 14" wide at base;
easily operated with one
hand; hook drops out of way
when not in use.

For a General Purpose
Truck it has no equal

Equipped with
rubber tires when
so ordered.

PECK-HAMRE MFG CO.
MAKERS BERLIN WIS.

Stock carried in Montreal by
HENDERSON & RICHARDSON
Board of Trade Bldg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tiling
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ALUMINIUM SAUCE PANS

1 Pint



13c
ea.

TEA KETTLES—
TEA POTS—
COFFEE POTS—
OUR SPECIALTY.

Ask for Quantity Prices.

CANADIAN
ALUMINUM PRODUCTS CO.
75 BAY STREET, TORONTO, CAN.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ANTI-SOOT

The Twentieth Century
Chimney Sweep

Cleans Flues
Saves Fuel

MONCRIEFF & ENDRESS
Limited

WINNIPEG VANCOUVER
Sole Distributors for Canada

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. McFARLANE & CO. Montreal
Canadian Agents

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

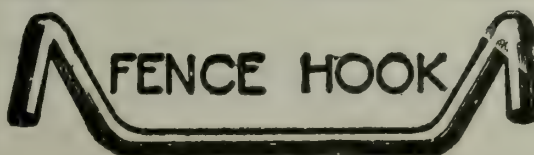


Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

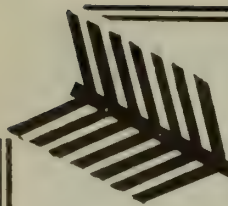
GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

Every Hardware Dealer Who Does Plumbing Work Should Get Full Details Regarding Our
BATHS, LAVATORIES, BRASS GOODS, FITTINGS, WROUGHT IRON PIPE, SOIL PIPE, SLOAN VALVES, Etc.

They Produce Substantial Profits

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG



The Best Offer In The Saw Business

You can now buy Saws, made in Canada, that will delight your best mechanics. Of finer material and more scientifically made than any other in the world.

This picture shows a man who has used this "self-same" Saw for thirteen years. It has always stood up to its work because it was made as good Saws should be made.

ATKINS STERLING SAWS

You can more profitably push this kind of tools, because they bring and hold the best trade and pay the largest legitimate profit. A money-back guarantee behind them and a world of selling help—free—no strings tied to it—at your command.

Write us for details.

E. C. ATKINS & CO.

Makers of Sterling Saws

FACTORY, HAMILTON, ONT.

BRANCH, VANCOUVER, B.C.

J. A. HENCKELS

Henckels Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

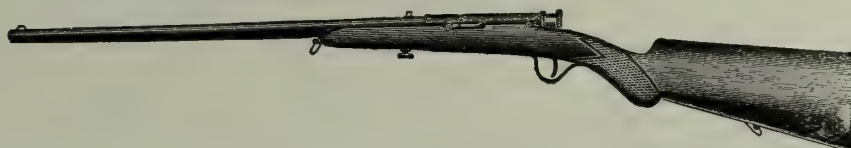
Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet

McGill Cutlery Co. (Reg'd.)

P.O. Box 580, Montreal, Canada

You Want to Earn More,

Don't You ?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.



Our Prices Will Interest You

Quality and Service considered you can not equal the value received for the money



expended in a Stock of "Bur-Nor" All Steel Hatchets. The Reinforced Handle enables us to give 50 per cent. more service than can be secured from any other line. The Blades are polished and tempered in oil.

Get our Prices and Catalogue to-day.

Burgess-Norton Mfg. Co.

GENEVA,

-:-

-:-

ILL., U.S.A.

Remember the date of
Hardware and Metal's
Annual Spring Number
———March 22———

There will be hundreds of dollars' worth of ideas for you in Hardware and Metal's Annual Spring Number.

Our Editors are picking up suggestions, all over Canada, for the strongest group of articles on hardware retailing ever presented to the Canadian trade in one issue of any trade paper.

Have you any problems in your business that Hardware and Metal's editors could help you to solve?

If so, write us, and our staff will study the subject carefully, will secure the ideas of successful hardware retailers, and will make their recommendations in the shape of an article for the Annual Spring Number.

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

Montreal, Toronto, Winnipeg, Vancouver, New York, Chicago, London, England

EGG

Cases and Fillers

Buggy Egg Carriers

Humpty Dumpty Egg Case

Car Lots or Dozens

????? Ask us about these Goods

Walter Woods & Co.
HAMILTON - WINNIPEG



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

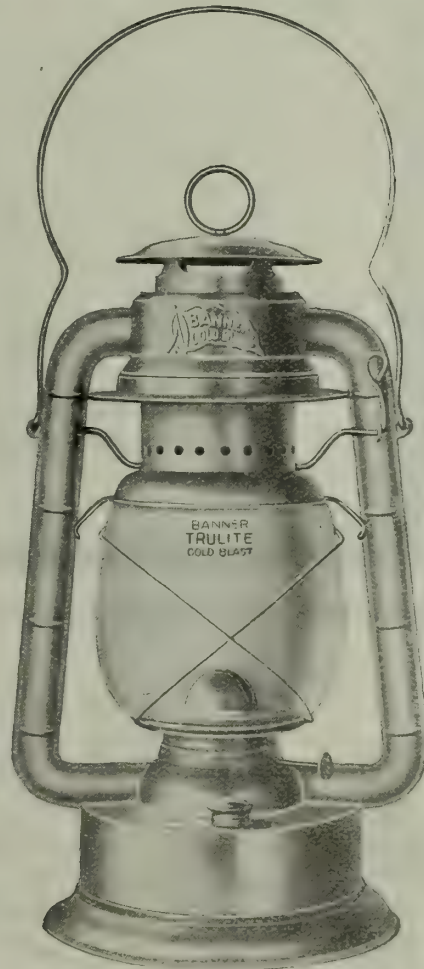
Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

THE AMERICAN BOLT AND SCREW CASE CO., Dayton, Ohio



The Newest and Best OF OUR BANNER SERIES



The latest thing in lantern manufacture. Will not break, crack or become smoked. Gives 12 candle power bright white light. Burns 24 hours with one filling. Easy to clean. Note the bowl-shaped glass; no inconvenience to clean this whatever. Put in a trial order. We know you will soon repeat it.

Ontario Lantern & Lamp Co., Limited.
HAMILTON, CANADA.



Its Beauty Sells It



Pilabrasgo Lighting Glassware

A line that is brim-full of originality, sparkling with freshness, a maze of beautiful designs. And back of its sheer beauty lies a scientific treatment of the glass which breaks the glare of modern lights into a soft, even diffusion.

Here's a chance to get in with a stronger line than your competitor. It's a quick turn-over, and a fine profit. Glad to bring you photos, if you drop us a card.

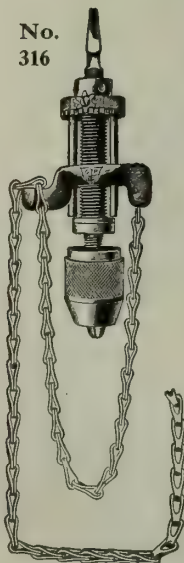
Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,
London, Ontario



R. E. DAVIS,
Special Representative.

No.
316



CHAIN DRILLS

*Goodell-
Pratt's*

11

Styles

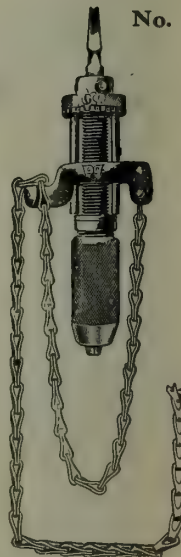
These Chain Drills have, by their many unique advantages and many years of satisfactory service, built up among mechanics, a very large trade.

Are you receiving your share?

Goodell-Pratt Company

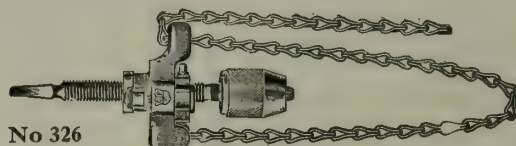
Toolsmiths

No.



GREENFIELD,

No 326



MASS, U.S.A.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

American Bolt & Screw Case Co...	99	Cummer-Dowswell, Ltd.	16	London Foundry Co.	91	Pratt & Lambert	78
American Shearer Co.	94	Davidson, Thos., Mfg. Co.	18	London Rolling Mill Co.	83	Ramsay, A., & Sons Co.	76
Andrews Wire Works	20	Directory of Manufacturers	95	Lowe Bros., Ltd.	65	Raymond Bros.	94
Anti-Soot Co., The	95	De Forest Sheet & Tinplate Co....	101	Lufkin Rule Co.	Inside back cover	Red Cross Sanitary Appliance Co.	89
Atkins & Co., E. C.	96					Regina Storage & Forwarding Co..	19
Atlas Mfg. Co.	94	Dominion Cartridge Co.	30	McArthur, Alex., & Co.	71	Richards Wilcox Mfg. Co.	28
Ault & Wiborg	81	Dominion Hammock Mfg. Co., The	27	McClary Mfg. Co.	24	Robertson, P. L., Co.	71
Aylmer Pump & Scale Co.	90	Dominion Register Co.	86	McDougall, R., Co.	84	Rogers, Alfred, Ltd.	14
		Dominion Utilities Mfg. Co.	21	McGlashan-Clarke Co.	83	Ross Rifle Co.	104
Bainett, G. & H.	86	Dorken Bros.	97	McKinnon Dash Co. Outside back cover			
Barton Netting Co.	87			McKinnon Chain Co. Outside back cover		Sapho Mfg. Co.	30
Baxter Stove Co.	20	Enterprise Mfg. Co.	13	Magnolia Metal Co.	10	Saskatchewan Glass & Supply Co....	95
Berningham, T. F.	93	Eric Iron Works	80	Martin, The L., Co.	79	Seymour, Henry T., Shear Co.	95
Black, Thos.	18	Evered & Co.	14	Martin-Sencor Co.	79	Sharrat & Newth	95
Bosse & Banks	94			Maxim Cycle Mfg. Co.	87	Shaw, A., & Son	95
Bowser, S. F., & Co., Ltd.	69	Ford Auger Bit Co.	73	Maxwell, D., & Sons	92	Sheet Metal Products Co.	2
Bowser, R. M., & Son	100	Fox Gun Co., A. H.	89	Meakins & Sons	85	Sherwin-Williams Co., The	77
Brandram-Henderson, Ltd.	67			Metallic Roofing Co.	17	Simonds Canada Saw Co.	82
Brown Boggs Co., The	15	Goodell Pratt Co.	100	Metal Shingle & Siding Co.	26	Smart, Jas., Mfg. Co.	24
Buck Bros.	28	Greening, R., Wire Co.	12	Millers Falls Co.	82	Smith Hardware Co., Ltd.	5
Burgess Norton Co.	97	Gulph Spring & Axle Co.	94	Montreal Hdwr. Mfg. Co.	16	Smith, D. B., & Co.	92
		Gutta Percha & Rubber Mfg. Co.	Inside back cover	Moore & Co., Benjamin	73	Southington Mfg. Co.	94
Cameron & Campbell	10			Morris & Bailey Steel Co.	12	Spooner, Alonzo W., Ltd.	102
Canada Cement Co.	29	Hamilton & Son, C. J.	19	Morrisson Brass Mfg. Co.	98	Standard Chain Co.	94
Canada Paint Co.	52	Hamilton Stamp & Stencil Wks...	94	Myers & Bro., F. E.	75	Standard Paint & Varnish Co.	75
Canada Metal Co.	91	Heinisch, R., Sons Co.	71			Stanley Rule & Level Co.	87
Canada Steel Goods Co.	8	Henderson & Richardson	90	National Hardware Co.	20	Steel Co. of Canada, Ltd.	6
Canada Wire & Iron Goods Mfg.	88	Howland, H. S., & Sons	7	National Safety Snap Co.	93	Steel Trough Machine Co.	88
Canadian Buffalo Sled Co.	98	Hutton, Jas., & Co.	92	National Mfg. Co.	9	Stevens, G. F., & Co.	73
Canadian Copper Co.	73			Nicholson File Co.	104	Stevens, The Jno., Co.	96
Can. Fairbanks-Morse Co., Ltd....	2	Imperial Varnish & Color Co.....	76	Norcross, C. S., & Sons	80	Still, J. H., Mfg. Co.	28
Can. Heating & Ventilating Co....	22	International Agencies	94	North Bros. Mfg. Co.	1	Spramator Co., The	33
Canadian Oil Co.	79	International Varnish Co.	Outside front cover	Nova Scotia Steel & Coal Co.....	75	Stratford Mfg. Co.	81
Canadian Rubber Chemical Co.	83						
Canadian Supply Co.	85	James & Reid	94	Oakey, John, & Co.	95	Tallman Brass & Metal Co.	92
Canadian Tube & Iron Co.	27	Jamieson & Co., Ltd., R. C.	75	Ontario Lantern & Lamp Co., Ltd.	99	Thompson, B., & S. H.	90
Cane, Wm., & Sons Co.	81	Johnston, H. E.	34	Otterville Mfg. Co.	92	Toronto Plate Glass Importing Co.	71
Carborundum Co., The	1			Owen Sound Wire Fence Co.	84	Townsend, S. P., & Co.	80
Cartland, Jas., & Son	91	Kenrick & Sons, Ltd., Archibald..	18				
Caverhill, Learmont & Co.	15	Kinzingner Bruce & Co.	Inside back cover	Parmenter Bullock Co., The	94	Want Ads.	74
Champion Druce & Co.	15	Kuhne, Anderton Co.	87	Pease Fdry. Co.	23	Western Clock Mfg. Co.	Inside front cover
Chapin Stevens Co.	93			Peck Stow & Wilcox	39		
Chicago Flexible Shaft Co.	22	Laidlaw Bale Tie Co.	10	Peck Hamre Mfg. Co.	35	White Mop Wringer Co.	83
Chicago Spring Butt Co.	Inside back cover	Lamplough, F. W.	97	Perkinton, Geo.	92	Whitman & Barnes Mfg. Co.	83
		Lewis Bros., Ltd.	3	Peterborough Lock Co.	82	Wilkes-Martin-Wilkes Co.	93
Collette Mfg. Co.	84	London Bolt & Hinge Works	93	Pinchin Johnson Co.	69	Winnipeg Paint & Glass Co.....	65
Connor, J. H., & Son	91			Pink, Thos.	17	Woods, Walter, & Co.	99
Croft, Wm., & Sons	28			Pittsburg Lamp Brass & Glass Co.	100	Wright, E. T., & Co.	27
Crookes, Jonathan, & Son	93			Plymouth Cordage Co.	10		

Close Annealed Sheets
Galvanized Canadas
Blue Annealed Sheets
1 Pass Cold Rolled Sheets
Galvanized Sheets
All gauges—Nos. 10 to 34
inclusive

THE DEFOREST SHEET
& TINPLATE CO.
Niles, Ohio.



Quick Deliveries
Superior Qualities

6,000 tons of standard
sizes carried in Mill
Warehouse.

Canadian Sales Agents:
WITTING BROS.

Montreal, - P.Q.

Remember the date of
Hardware and Metal's
Annual Spring Number

March 22nd

Our Editors are picking up suggestions, all over Canada, for the strongest group of articles on hardware retailing ever presented to the Canadian trade in one issue of any trade paper. Have you any problems in your business that Hardware and Metal's editors could help you to solve?

If so, write us, and our staff will study the subject carefully, will secure the ideas of successful hardware retailers, and will make their recommendations in the shape of an article for the Annual Spring Number.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal, Toronto, Winnipeg, Vancouver, New York, Chicago, London, Eng.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- National Acme Mfg. Co., Montreal.**
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Stover Mfg. Co., Freeport, Ill.**
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Bellville Hardware & Lock Mfg. Co., Bellville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butte and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Peg Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas. & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Farmer & Bulloch Co., Gananoque, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Storratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.

Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Locks, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippie Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Matting—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Siding, Etc.
Deforest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.

Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros. Limited, Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. G. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle and Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
E. Reichs's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Snow Shovels.
Can. Buffalo Sled Co., Preston.

Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.

Snips.
Peck, Stow & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Spramotor Co., London.

Spring.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.

Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wood Finishes.
Berry Bros., Walkerville.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



THE WORLD'S GREATEST EXPERTS IN RIFLES

are a unit as to the ballistic qualities of "Ross" Rifles.

The "Ross" 280 or high velocity is especially singled out for praise, and is stated to be the most accurate and most powerful big game rifle on the market.

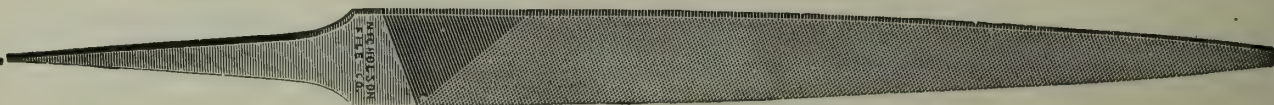
In Canada—the sales of "Ross" high velocity rifles has now assumed large proportions. Dealers should see to it *now* that their stock of "Ross" Rifles is in shape for the spring demand.

Discounts to the trade are liberal. Write for terms and illustrated catalogue.

ROSS RIFLE CO.

-

QUEBEC



FILES THAT SELL

THE FILE WINNERS

American
Arcade
Globe
Great Western
Kearney & Foot

HANDLE "Nicholson-made" Files, which have set the quality standard for the file trade of North America and the world. Each Nicholson-made file is produced from steel of private formula, on special Nicholson machines, and hardened by a special Nicholson process. Every individual Nicholson-made file is separately tested and separately inspected at every stage of manufacture.

Nicholson-Made Means Steady Trade

It pays to handle sharp-toothed keen-cutting Nicholson-made Brands. You keep your trade. Every Nicholson-made File customer is a steady buyer of the Nicholson-made Brands. Buy

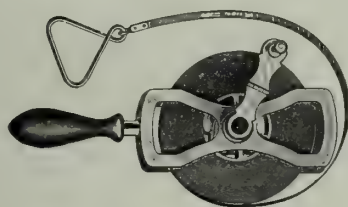
through your jobber, any of the five brands listed above, and if you cannot get them, write us.

NICHOLSON FILE COMPANY
Port Hope, Canada

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

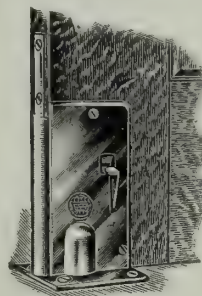
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CHICAGO

SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

For Your Convenience

We carry in stock a full line of



BATHROOM FIXTURES OF QUALITY

Made in Canada

A trial order will convince you of our

PROMPT SERVICE

Kinzinger, Bruce & Co., Limited,
Niagara Falls, Canada

Ask for our new Catalogue

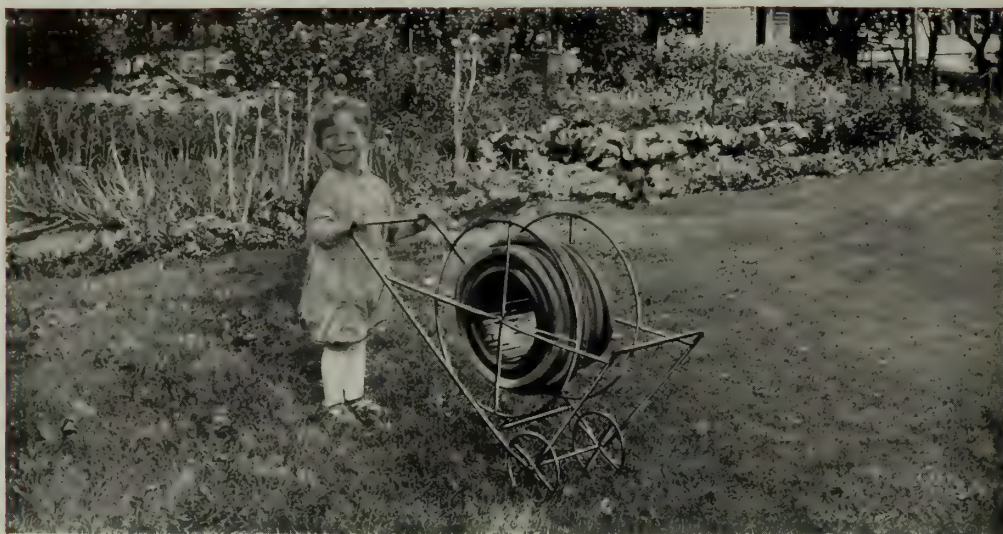
THE ALL STEEL REEL

(Patented)

Mechanically Correct

OUR No. 20

Made
in
Two
Styles



The
Price
is
Attrac-
tive

The Weight Comes on the Wheels.

McKinnon Dash Company

ST. CATHARINES

ONTARIO

MADE
IN
CANADA



Electric-Welded Logging Chain

MADE
IN
CANADA

SOLD
BY
JOBBER

Sizes	1-4	5-16	3-8	7-16	1-2
Weight, 12 feet	9½ lb.	14½ lb.	19½ lb.	30 lb.	38 lb.
Weight, 14 "	11 lb.	16½ lb.	22 lb.	34 lb.	44 lb.
Weight, 16 "	12½ lb.	18½ lb.	24½ lb.	38 lb.	50 lb.
Proof Tested to	3500 lb.	5000 lb.	6000 lb.	8000 lb.	11000 lb.

SOLD
BY
JOBBER

OUR TESTING AND INSPECTION GUARANTEES WELD PERFECTION



Slide Hooks

25%
More Weld

25%
More Strength

25%
More Wear

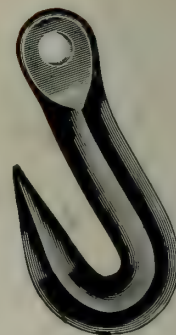
MADE BY
McKINNON CHAIN COMPANY

Sales Office.
Buffalo, N.Y.



Malleable Swivels

Factory :
St. Catharines, Ont.



Grab Hooks

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 9

March 1, 1913

*There's A Big Profit
In Handling* →

ROGERS'

**Portland
Cement**

**Noted for
STRENGTH
DURABILITY
UNIFORM SET**

When you hear of any new buildings to be erected get after the builder. Tell him that you can supply him with any quantity of cement he desires at the time he wants it.

Rogers' Portland Cement is easy to sell because nearly every builder knows it can't be excelled in quality.

You need not carry a large stock, as we can fill all orders promptly

Crushed Stone

Rogers' Crushed Stone is made in all sizes—clean and free from dust, dirt and mould.

We have plants at Vinemount, Ont., and Dundas, Ont., and capacity of 4,000 tons a day.

We can ship quickly by the Grand Trunk, Canadian Pacific or T.H.&B. Railway.

Get in touch with us to-day.

ALFRED ROGERS LIMITED
28 West King Street, TORONTO

N. J. DINNEN & CO.,
Western Sales Mgrs.
WINNIPEG

**Give Us
A Trial**

**We Ship
Quickly**



ACTIVE CO-OPERATION CO-OPERATIVE ACTION

The Keynote of the Convention

THE Hamilton Convention forcefully demonstrated two principles—the strength that lies in active, intelligent organization, and the value of friendly co-operation in solving puzzling problems and dissolving apparent difficulties.

THE remarkable hardware exhibition, which has probably never been equalled, was striking evidence of the trouble manufacturers are willing to take for **organized Canadian dealers**.

THE equally remarkable interest shown, and the sales made at this Exhibition, were the tribute of dealers to **organized Canadian manufacturers**.

THE progress made, in joint convention, toward clearing up difficult questions, illustrated clearly the value of **friendly co-operation**.

THE same principles, applied to your business and ours, yield equally gratifying results. The buying public will quickly show their appreciation of organized and efficient service on

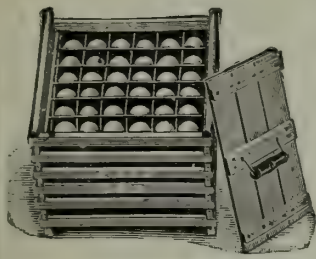
your part, just as you, by your repeat orders, show that our organization serves you acceptably.

WE ask that you join us in applying to our business relations the second principle—friendly co-operation. If anything connected with our goods or our service has not been satisfactory, let us know about it—we'll gladly meet you more than half way. If we can help you in any way to increase your sales of GILLETTES or any other goods, give us an opportunity to co-operate actively on you.

THE better we understand each other and appreciate each others' efforts and difficulties, the more profitable business we will be able to do together.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: The New Gillette Bldg., Montreal



Humpty Dumpty EGG CRATES

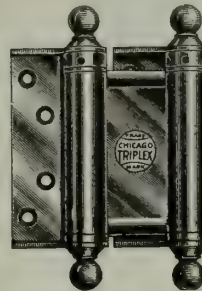
Carload just received
from the Patentee---the
Wholesale trade Supplied
(and protected on price).

Walter Woods & Co.
HAMILTON and WINNIPEG

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your Order Now For **GEM and LIGHTNING FREEZERS**

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.-

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Be Sure To Get A Copy Of This Catalog Before Stocking Your Motor Boat Supplies



Our products have established a reputation among "Motor Boat Bugs" for their high quality, artistic design and splendid service.

Our catalog will give you a comprehensive idea of the variety of lines, also the quality

We absolutely guarantee everything we sell.

We allow a very liberal discount which enables you to make a larger profit.

We can ship any article the same day as we receive your order. Don't fail to get this catalog at once as it is just about time to stock supplies.

The Canadian Fairbanks-Morse Co.,

MONTREAL

LIMITED

ST. JOHN
OTTAWA

TORONTO
WINNIPEG

CALGARY
SASKATOON

VICTORIA
VANCOUVER



S. M. P.

1913---No. 3 Beacon

means a decided change in lantern design

The strongest and best lanterns made. Have all the latest lantern features—inside lift at bottom which raises the globe; short bowl shaped globe which prevents breakage; latest extinguishing device; improved self-righting bail; extra large seamless oil well holding sufficient oil to burn 24 hours.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK DIAMOND

Black Diamond

BLACK DIAMOND

Staple Pulling
Staple Driving

FENCE PLIERS

Are

Staple Sellers

All through the Fence Building
and Fence Repairing Season

Their Utility and Durability are well
known and fully recognized.

Their Great Range of Usefulness
has given them the
reputation of being the

**Handiest Tool
About the
Farm**

COMBINES 10 TOOLS IN ONE

2 Staple Pullers
2 Hammers
1 Wire Stretcher
1 Wire Splicer
2 Wire Cutters
1 Plier
1 Wrench

IT WILL

**Pull Staples Straight, Stretch Wire
Drive Staples Straight, - Cut Wire
Straighten Wire, - Splice Wire
Turn Nuts and Hold Pipe**

**A WELL
BALANCED
HAMMER**

Draws top, center or
bottom Staples.

Pulls Nails or broken
Staples.

Use on any Fence.

Highly Polished Head, Oil Finished Handles. Forged from Toughest Crucible Steel; Hardened Head; Tempered Cutters and Pullers. Large Steel Rivet Joint. It will not work loose.

A patent stop prevents Plier opening beyond a Free Passage of the Wire Cutter Slots, enabling the user to work the plier with one hand.

Nicely wrapped in paper carton. Six in a box.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

HARDWARE AND METAL

**MADE FROM BEST CRUCIBLE CAST
STEEL.**

TEMPERED AND HARDENED



VULCAN SOLID SHANK SHOVELS AND SPADES

This is our own brand---something we can recommend as the best to be had at the reasonable prices we offer them. Each shovel is rolled separately and forged from the bar. This process places extra strength where needed. Handles are carefully selected and seasoned.

We carry a full line bright or black finish, long or D handle, square or round point.



Our picks are made from solid eyes with best tempered steel points. All patterns for clay, rock work, mining or prospecting.



Crowbars, with lining or wedge points, high grade tool steel, carefully tempered and finished.

CARBON AND HIGH SPEED TOOL STEEL

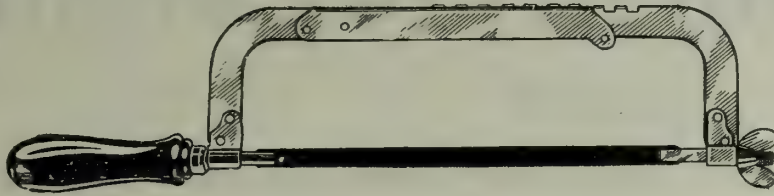
Black Diamond, in round, square or octagon.

Fortuna, mining steel, cyclops, flat, square or round tool steel.

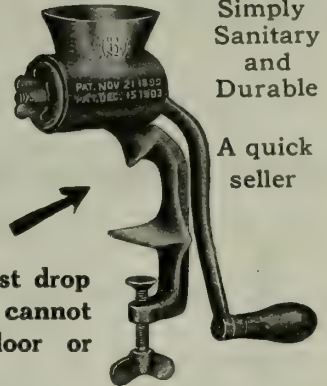
Cammell, Laird's high speed steel.

Caverhill, Learmont & Co.
MONTREAL

SEASONABLE LINES---ORDER NOW



Fine quality Hack Saw Frame, adjustable 8 to 10 inches—nickel plated and well finished.



Simply
Sanitary
and
Durable

A quick
seller

See this point

all juices must drop
into dish, cannot
drop onto floor or
table.

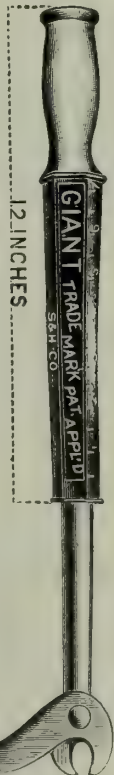


The original
and best nail
puller.

=
This is the
best selling
nail puller in
the market.
There is none
better.



We carry a most complete line of Glass Cutters—Red Devil—the finest in the world. No. 5 has 6 extra wheels in end of handle.



No. 482—Saw Set.
A useful tool.



Storm King Expansion Bit. Never
chatters—never skips.

SMITH HARDWARE COMPANY, LIMITED

MONTREAL

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.

Increase Your Salary

Do you wish to make from \$10.00 to \$50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

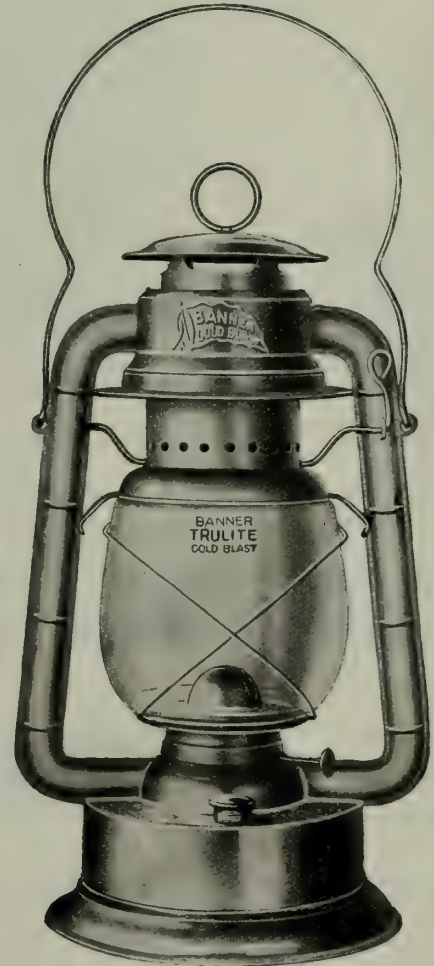
Write now for particulars.

**MacLean Publishing
COMPANY**

143-149 University Ave., TORONTO, ONT.



The Newest and Best OF OUR BANNER SERIES



The latest thing in lantern manufacture. Will not break, crack or become smoked. Gives 12 candle power bright white light. Burns 24 hours with one filling. Easy to clean. Note the bowl-shaped glass; no inconvenience to clean this whatever. Put in a trial order. We know you will soon repeat it.

**Ontario Lantern & Lamp Co.,
HAMILTON, CANADA.** Limited.

Rake in More Profits By Selling our new Dandelion Rake

A Few Features

This rake is made of pressed steel—not cast. The teeth are tapered, which adds greatly to their strength, and being made of pressed steel do not break off.

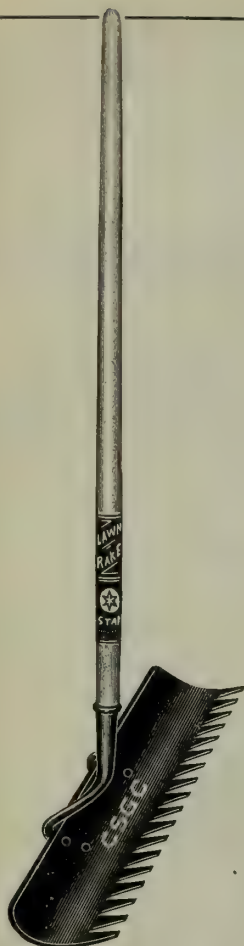
ORDER NOW AS THE RAKE SEASON SOON BEGINS

CANADA STEEL GOODS CO., LIMITED

Hamilton

Ontario

Makers of the Reliable Crescent Brand Butts and Hinges



If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of Cutlery is better known to-day than "TREE" Brand, which has been on the market for the

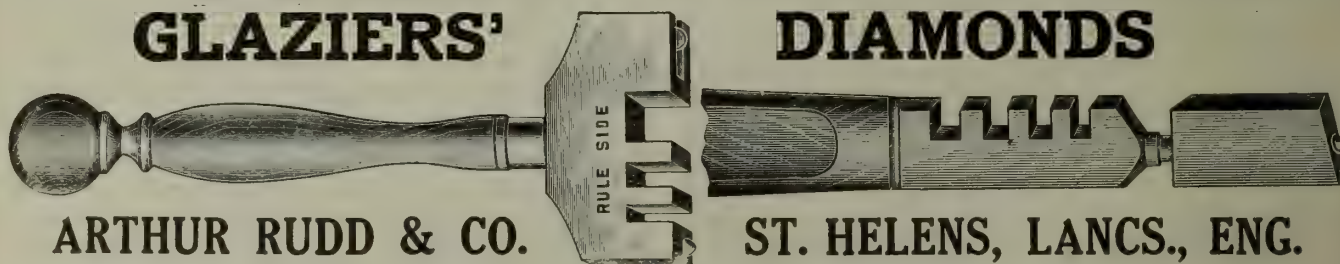
last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



GLAZIERS'

DIAMONDS



ARTHUR RUDD & CO.

ST. HELENS, LANCs., ENG.

TESTIMONIAL

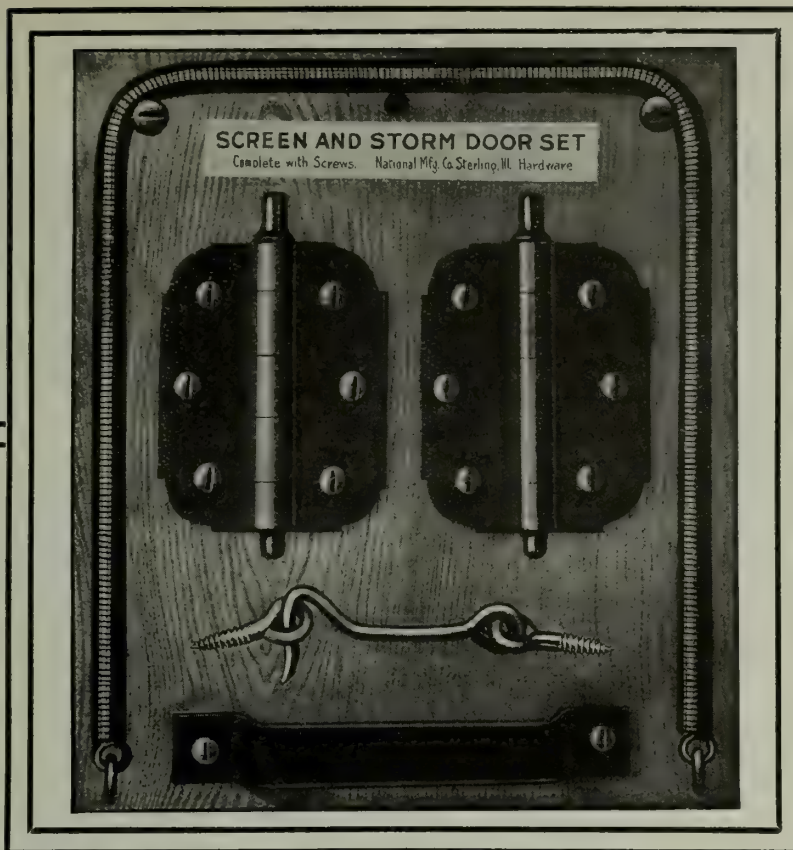
UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.



TRADE MARK



TRADE MARK

BUY YOUR SCREEN DOOR SETS NOW

Down here at Sterling we are making a screen and storm door set which is of a sufficiently high quality to warrant you in adding it to your stock. This is an original "National" idea, this combining in a convenient package, all equipment for hanging a screen or storm door.

The set consists of the following:

- 1 pair 3 x 2½" Wrought Steel Loose Pin Surface Hinges.
- 1 No. 3 Perfect Door Spring with loop ends.
- 1 2½" Hook & Eye.
- 1 4½" Wrought Steel Door Pull.

Nickeled screws and hooks and eyes are furnished with the Japanned sets. In the plated sets all parts are plated to match.

With your first order we will mount one set on a handsomely finished board for counter display. It makes a valuable sales help which you will appreciate.

Now is the time to place your order for these sets. Place them in stock, bring them to the attention of your trade. The selling qualities of the sets will do the rest.

If you do not have our 1913 catalog we will gladly mail you a copy.

NATIONAL MANUFACTURING Co., STERLING, ILL.



HOW MUCH WAS MAGNOLIA WORTH?

The difference, as shown hereon, between the price paid for Magnolia Metal and 55c. lb. paid for Genuine Babbitt, was in itself, a mere bagatelle compared to the amounts saved in the rebabbling, oil, metal, power, anxiety, etc.

If we had the actual figures, they would probably show that it would have been more economical to have paid as high as Twenty-five (\$25.00) Dollars per pound for Magnolia Metal, than to have used Genuine Babbitt, free of cost, and this is we believe a conservative estimate.

PARIS LAMP AND MANUFACTURING COMPANY,
2934 Olive Street,
St. Louis, Mo., Feb. 29th, 1912.

Gentlemen:—

Have noticed some of your advertisements and letters of recommendation and feel that I should give you an instance of the superiority of Magnolia Metal.

I have been installing and operating electrical and steam machinery for fifteen years—have poured hundreds of journals with various babbitt metals—Had a 60 k.w. Generator running 1200, the journals of which always gave trouble and finally burned out. We then used a high-priced babbitt which would not hold—then tried a "Genuine" Babbitt at 55c per pound, with no better results. We then used MAGNOLIA METAL, and it ran the life of the machine. Also had excellent results with a 125 h.p. Engine that could not be held with any other babbitt.

I believe in credit for whom credit is due and certainly believe it is due Magnolia Metal.

Respectfully,

C. A. GOCHENOUT,
5309 Cabanna Ave.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects: Price 40c post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St. - MONTREAL



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Bissell's Easter Offer

In Force March 1st

Introduces

A New Finish in Carpet Sweepers

Fumed Oak—Golden and Nut Brown

And

Another Mechanical Improvement

Automatic Spiral Spring Dust Proof Axle Tubes

The Free Sweeper

Will have these New Features

Let us mail you a copy of our Easter Offer Announcement, giving full details.

BISSELL CARPET SWEEPER CO.

Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

— BRANCHES —

New York City (Salesrooms
and Export Department)
25 Warren St.

Niagara Falls, Can. (Factory)
Paris, France
London, Eng. (Agency)

GREENING

New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The Most Satisfactory Chain To Handle.

MANUFACTURED BY

THE B. GREENING WIRE COMPANY, LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. **PITTSBURG, PA.**

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

To Dealers Handling Any of the "Pennsylvania" *Quality* Family:

Our past advertising has helped our dealers sell more *Quality* mowers.

They tell us this and our sales prove that it *is* so.

For this reason we will continue advertising this season even more vigorously than before.

If you have stocked any of our line, we have some printed matter and trade helps for you.

We want to make it easier for *you* to sell more goods—to get the *most good* out of our advertising.

Won't you drop our advertising department a postal, telling us which line you handle? We'll do the rest.

WHOLESALE AGENTS

E. K. Spinney, Yarmouth.
Chinic Hdwe. Co., Quebec.
Caverhill, Learmont & Co., Montreal.
Thos. Birkett & Son Co., Ottawa.
H. S. Howland & Sons Co., Toronto.
Rice Lewis & Son, Toronto.

Wood, Vallance & Co., Hamilton.
Wood, Vallance, Ltd., Winnipeg.
Wood, Vallance & Adams, Calgary.
Wood, Vallance & Leggat, Vancouver.
E. G. Prior & Co., Victoria.

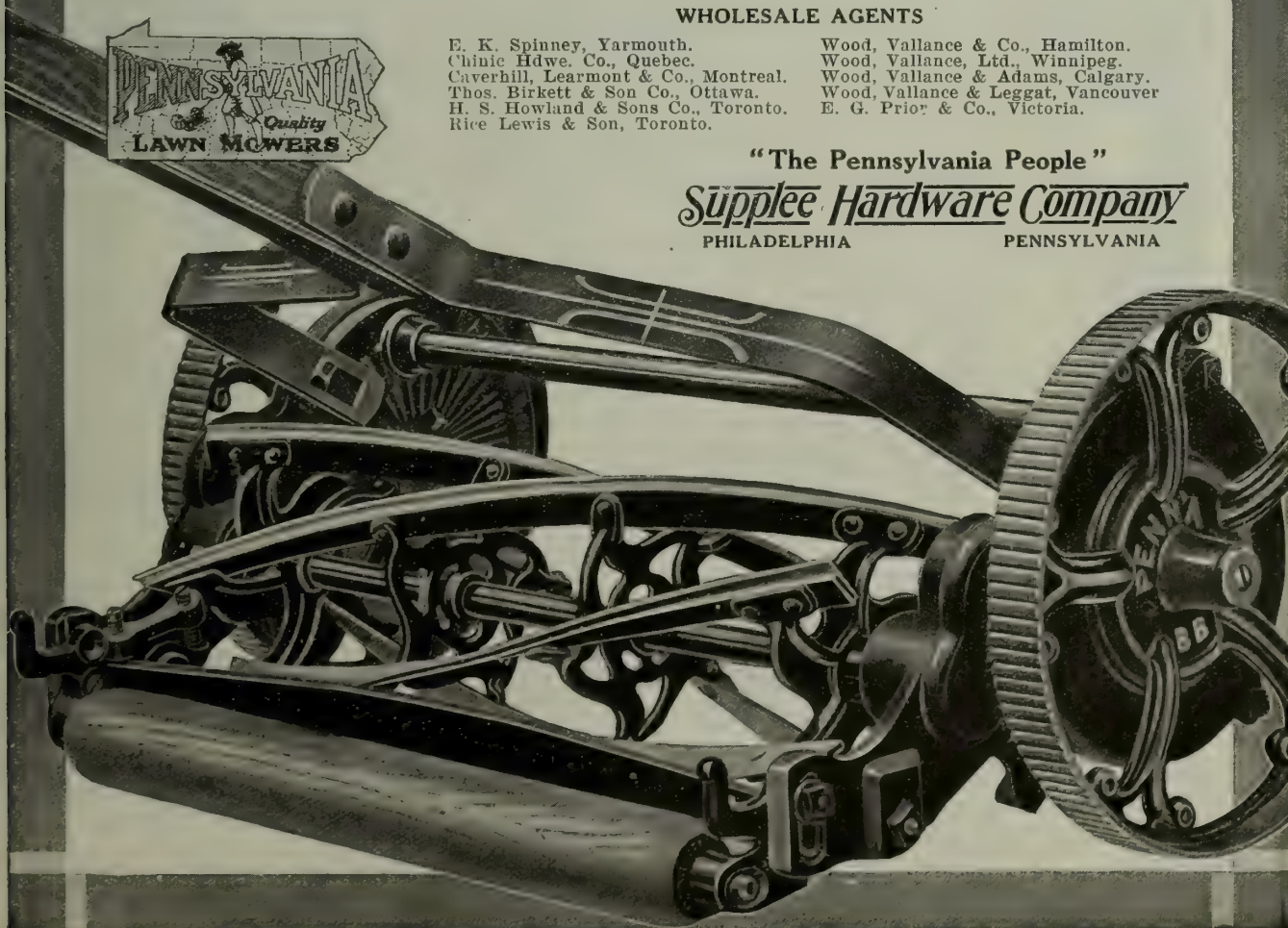


"The Pennsylvania People"

Supplee Hardware Company

PHILADELPHIA

PENNSYLVANIA



EDGE TOOLS

**AXES, HAMMERS, PICKS,
MATTOCKS, LUMBERING TOOLS, ETC.,**

of the Highest Quality.



MATTOCK

Write For CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

**ALLAN HILLS' GOODS PAY
AN ATTRACTIVE PROFIT**

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

DISSTON Handy Saw Kit

No 101 Six Blade Set



CANVAS CASE

12 in. KEYHOLE BLADE

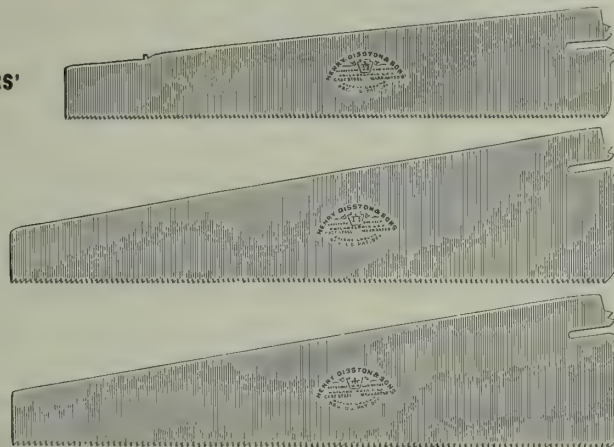
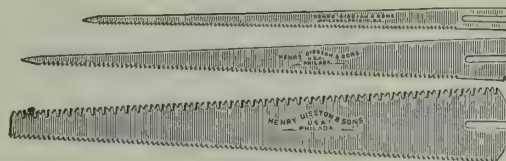
14 in. COMPASS BLADE

16 in. PRUNING BLADE

18 in. PLUMBERS'
BLADE

20 in. 10 Pt.
CROSS CUT BLADE

20 in. 7 Pt.
RIP SAW BLADE



ADJUSTABLE HANDLE

The blades are fastened in the handle by a special lever device. It is arranged to take in blades of various thicknesses; the pin in bolt-head being moved forward or backward as may be required. This also permits the keeping of lever on a line with handle, so it will not interfere with the working of the saw.

Contains an assortment of saws suitable for all regular and miscellaneous work. While the illustration only shows the No. 101, or Six Blade Set, the Handy Saw Kit is put up in five different sets, containing three, four, five and six blades.

The blades are of Disston High Quality Crucible Steel, carefully ground and polished; the handle, of hardwood, carved and polished. The special formation of butt of blade prevents wobbling, and the operation of lever tightener enables an easy and quick attachment, or detachment.

Put up in a durable canvas case, having strong leather bound edges, and containing separate compartments for each blade, with a special pocket for the handle. Convenient, and light to carry.

The combination of Blades in any of these sets provides a Handy Kit for the practical carpenter, householder, farmer, etc. The Plumbers' saw blade is specially tempered for the cutting of wood in which nails may be embedded, lead pipe, and that class of work encountered in the ordinary course of plumbing.

These are the finest and most practical Kits on the market.



ESTABLISHED
1840

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

A GOOD PAIR TO TIE TO The "Seafoam" Combination Washer and Wringer

The Handiest Thing in a Woman's Workshop

Style "A"—Is equipped with a first class $\frac{1}{8}$ -H.P. Electric Motor, wired for the kind of Electric Current specified for.



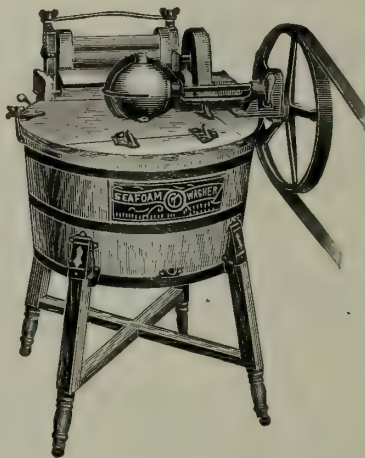
Style A

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

Style B



Machine is sold complete ready to attach to any ordinary Electric Light Socket.

Style "B"—Is designed to be operated by Gas, Gasoline, Steam Engine, Electric or Wind-mill Power, and is especially adapted for rural districts.

BOTH are equipped with a first class metal frame. Five year guaranteed Wringer that runs automatically in either direction.

Both Washing and Wringing can be done at the same time, or separately.

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.

Portland
Cement

ROGERS'

Crushed
Stone

TWO Good Profit Producers For The Hardwareman

Cement is being used in the construction of nearly every modern home.

Most builders specify **Rogers' Portland Cement** because they know that it has great strength—is very durable—and sets evenly.

You do not have to carry a large stock, as we can fill all orders immediately.

ROGERS' CRUSHED STONE

is made in all sizes, and is clean and free from dust, dirt and mould.

We have plants at Vinemont, Ont., and Dundas, Ont.—capacity 4,000 tons day.

Our facilities ensure prompt delivery.

WRITE TO-DAY

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG.



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

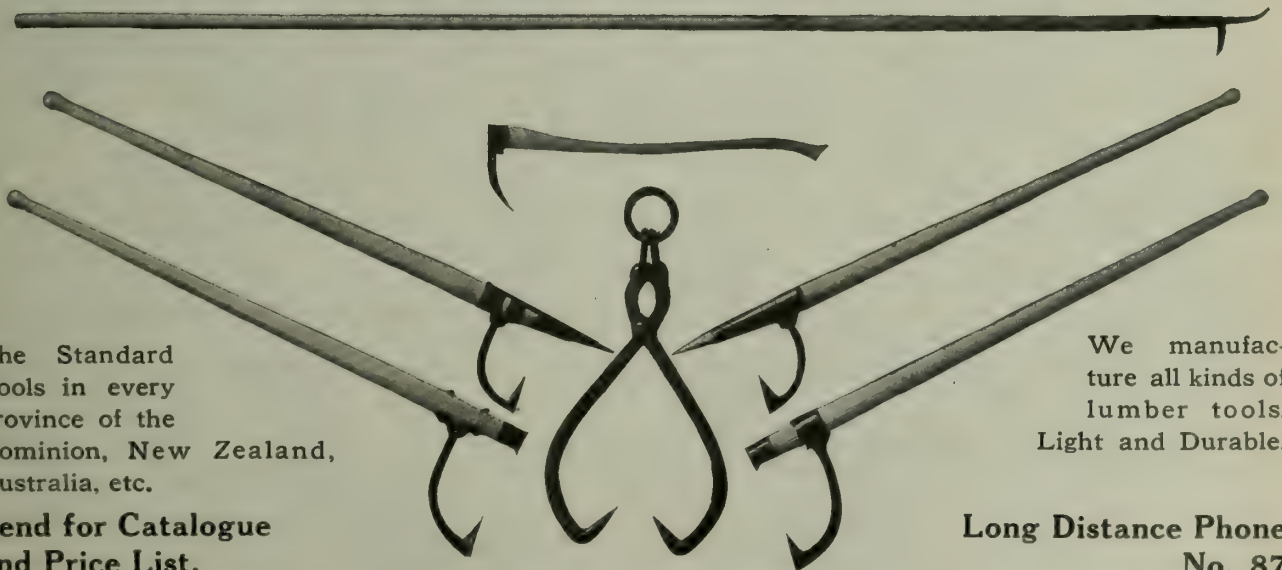
THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

We manufacture all kinds of
lumber tools.
Light and Durable.

Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

CONSUMERS CORDAGE CO. LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

**Two Reasons Why You Should
Sell CONSUMERS' Cordage:**

1. Because it is made from fibres suitable to give the necessary tensile strength.
2. Because factories and agencies at convenient points make prompt deliveries possible.

WELL ASSORTED STOCKS CARRIED AT
BRANCHES AND AGENCIES:

Factories at Montreal and Dartmouth, N.S.

Branches at Toronto and St. John, N.B.

F. H. Andrews & Son, Quebec, P.Q.

MacGowan & Co., Vancouver, B.C.

Tees & Persse, Limited, Winnipeg, Moose Jaw,
Saskatoon, Regina, Calgary, Edmonton.



THE RIGHT FILES

NICHOLSON-MADE file brands represent the standard of high quality. The output is about 200,000 files per day. This immense quantity made in several factories, permits the use of a private formula special steel. Private special machines are used for cutting. A special hardening process is used. In addition, each Nicholson-made file is inspected individually several times during manufacture, and is hand tested on all four sides before putting into stock.

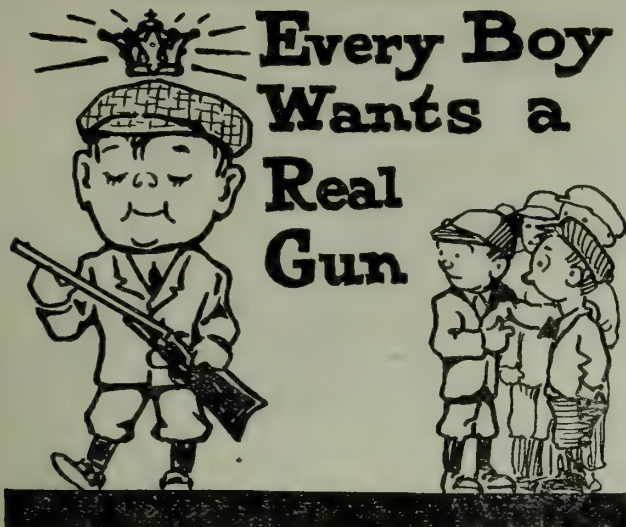
**Nicholson-Made Means Steady
Trade**

Handle Nicholson-made Files. They give continuous satisfaction from year to year, and hold local trade. You keep your customers. Buy any of the above Nicholson-made Brands from your own jobber.

THE FILE WINNERS

American
Arcade
Globe
Great Western
Kearney & Foot

NICHOLSON FILE COMPANY
Port Hope, Canada



Show him a Hamilton, and the extremely low price, and he won't be happy till he gets it.

And then when the other boys see him with his Hamilton, they won't be happy till they get Hamilton's, too.

You can build up a big sale on this wonderful little rifle in mighty quick time in your neighborhood.



are straight-shooting, hard-hitting game rifles that will please the boy as well as guns costing twice as much.

The barrel is made by our own process covered by exclusive patents.

You need Hamilton Models 27 and 027 now to make your stock complete. Order from your jobber now. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



Cleveland Grindstones are all stamped with this new trade mark

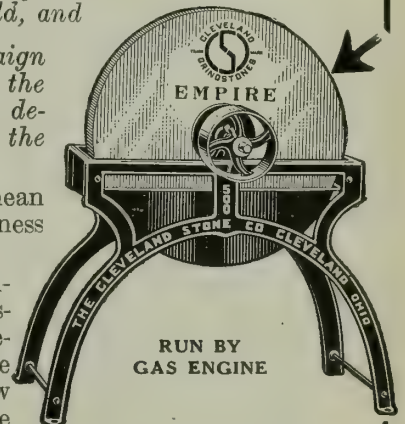
A distinctive trade mark clearly stamped on every stone—

The best quality of grindstone known to the manufacturing world, and

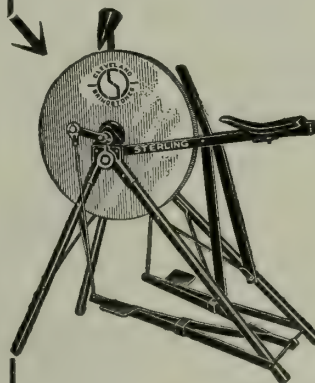
A publicity campaign for the benefit of the trade—a campaign designed to interest the consumer—

Think what these mean in grindstone business for you.

As Cleveland Grindstones are sold exclusively through the retail trade, we have adopted this new trade mark for the protection of users as well as dealers and ourselves. It is the buyer's guarantee that he is getting a genuine Huron or Berea grindstone. Do not be misled by the term "Berea Grit" into thinking you are getting "Berea Stone." "Berea Grit" is merely a geological name for stone of a certain age. It does not even refer to grinding qualities for agricultural or general uses which constitute your grindstone market. We own the original Berea quarry, the stone from which for



RUN BY
GAS ENGINE



60 years has been the world's standard. You can get this quality only through us.

Cleveland Grindstones are made in various sizes for general purposes, and in any size for special purposes. They can be had in fine or coarse grit, and are designed for power, hand or treadle.

If you are not fully posted on the difference

in grindstones, write us for information and let us tell you what we are doing to help you.

The CLEVELAND STONE CO.
CLEVELAND, OHIO

Looks like a short winter— *That means long profits this spring*

FOR every day that's cut off from winter there's one added to the building season—and for every extra day that the weather gives the builders there will be extra profits for all dealers in hardware and builders' supplies.

The moral of these statements is—

Order Your Canada Cement Now

Have your stock on hand, ready to supply the first demand when the weather "breaks."

All indications point to a record-breaking season for builders. That means a record-breaking season for **you**.

FREIGHT shipments will be greatly facilitated by using the maximum capacity of cars. The standard sizes of cars and their maximum capacities in barrels are as follows:—

Marked capacity.	Maximum load
40,000 lbs.	125 bbls.
60,000 lbs.	188 bbls.
80,000 lbs.	250 bbls.
100,000 lbs.	310 bbls.

When your order reads "One car, not to exceed 188 barrels," we can use either a 40,000 or a 60,000-pound car, whichever is easiest to obtain, and load it to its capacity. If you say "one car, any size," we can load to capacity any car available.

When orders are sent in this manner, not only can the full capacities of the cars be utilized, but also the speed with which they can be loaded will be increased, resulting in greater promptness in filling orders and in receiving shipments.



Address Our Nearest Sales Office:

Canada Cement Company Limited

Montreal

Toronto

Winnipeg [] Calgary



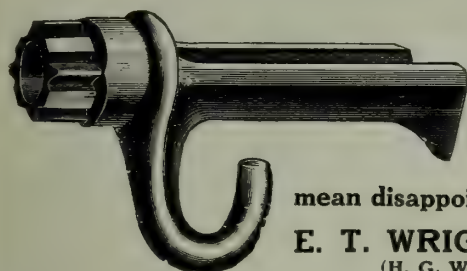
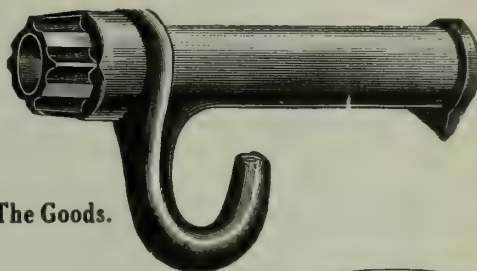


SAP BEGINS TO FLOW

in a few weeks. Orders will flow into your store from farmers and bush owners who want sap pails and sap spiles in a hurry.

Don't Turn Away This Business. Be Able To Deliver The Goods.

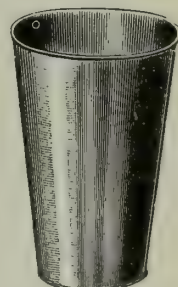
Send in your order now for



6 qt. Flaring Sap Pails.
10 qt. Flaring Sap Pails.
No. 12 Straight Sap Buckets.
Ideal Malleable Tinned Iron Sap Spiles, Closed.
Ideal Malleable Tinned Iron Sap Spiles, Open.

Order now while our stock is large. Delay may mean disappointment to your customers and loss of business to you.

E. T. WRIGHT & CO. :: HAMILTON, CANADA
(H. G. WRIGHT)



CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.

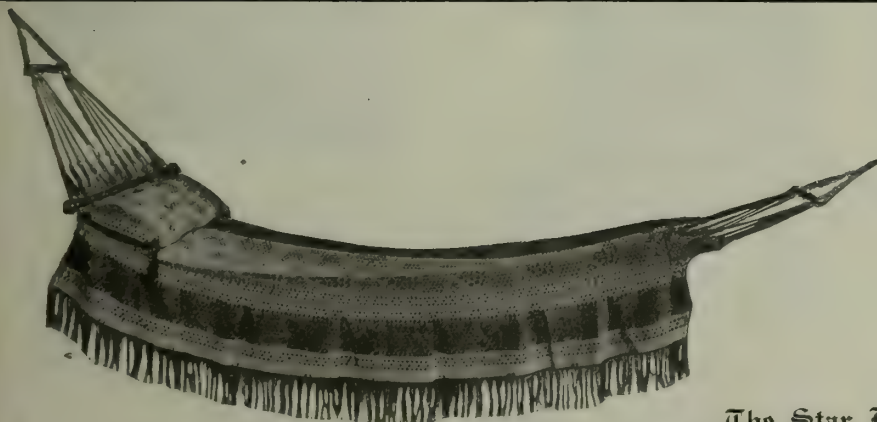


CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal

Canadian-Made Hammocks The Line for Profit

WRITE YOUR
JOBBER FOR
QUOTATIONS



NO. 1143

YOU PAY NO DUTY ON THIS LINE

The Star Brand



TRADE MARK

Woven Hammocks

The Dominion Hammock Manufacturing Co.
DUNNVILLE, ONTARIO

Baxter Banner Gas Ranges

Sell quickly and give you a handsome profit, because they appeal so strongly to prospective purchasers.

These Special Features and Conveniences

Enable you to get your price every time.

Patent Divided Glass Oven Door

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest feature on the market.

Sanitary Finish

Body and castings have special non-rusting baked japan finish. Beautiful and sanitary.

Aluminized Oven and Broiler

All oven and broiler liners are coated with silvery, fire-proof aluminum bronze, making them bright and attractive.

Concealed Manifold

Front manifold is concealed under edge of top—doesn't collect dust and dirt. Never have to wipe or brush it off.

Vigorous—Odorless

Powerful, economical blue flames. Absolutely no odor.

Spit Fire Lighter

Lights any one or all of top burners without your striking any matches.

One Burner for Oven and Broiler

One oven burner serves for both oven and broiler. Splendid work with little gas. No pilot lights. Oven guaranteed explosion-proof.

Aluminum Broiler Pan

For a slight additional charge, an aluminum broiler pan will be furnished. Will never rust.



LET US SEND NEW CATALOG No. 41 AND QUOTE YOU PRICES

THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY CO., Ltd.
Montreal

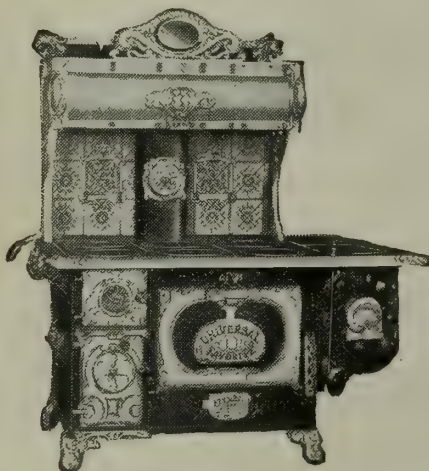
N. L. STEWART, Toronto
Agent for Central and South-western Ontario

Factory: THE BAXTER STOVE CO.

Mansfield, Ohio, U.S.A.

We Make a Range to Suit Every Class Both As To Quality And Price

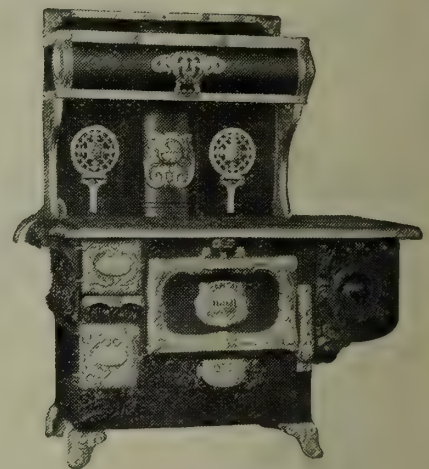
Our line of ranges is very attractive and represents the best value for the price that you can handle.



UNIVERSAL FAVORITE
18 and 20-inch Ovens



GLEANER—14 and 16-Inch Ovens



CAPITAL FAVORITE
16, 18 and 20-Inch Ovens

Findlay Construction, Findlay Quality and Findlay Attractiveness will bring you a large stove trade with splendid profits.

Write us for particulars on complete line.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Distributing Agencies: H. H. Dryden, Sussex, N.B.; Stewart & Co., Toronto, Ont.; D. V. Cope, & Co., Calgary, Alta.; Revillion Bros., Ltd., Edmonton, Alta.; Geo. D. Horseman, Vancouver, B.C.

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

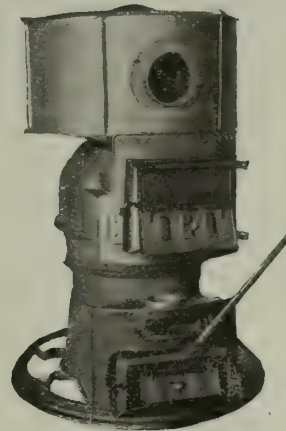
**The Chatham Malleable and Steel
Manufacturing Co.**

CHATHAM

ONTARIO

"Rival" Furnaces

For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested.

Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

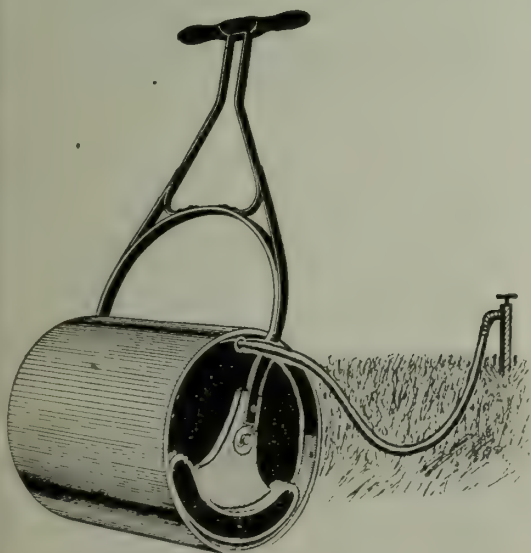
Gasoline &
Hand Power
Concrete Mixers

NO MATTER WHAT CONDITION THE LAWN,
GARDEN OR TENNIS COURT IS IN OUR

"ANY WEIGHT" WATER BALLAST ROLLER

(MADE IN CANADA)

CAN BE WEIGHTED TO SUIT



Your customers can easily see the advantage of having such a roller, therefore they readily pay the price for this high quality product.

Roller weighs from 100 lbs. up and is supplied in 9 styles, ranging from 18 in. dia. by 24 in. long to 24 in. dia. by 36 in. long, with and without weighted handle. Has double and single drum.

Put some of these rollers in stock now. They pay a profit that is better.

Write to-day for proposition.

ERIE IRON WORKS, Limited

ST. THOMAS

ONTARIO

CANADA



McClary's Nestable Garbage Pails

Made from heavy sheet-steel, heavily galvanized—they are rust-proof, strong and durable.

The McClary cover-locking device works easily, locks securely and prevents spilling of contents.

Slip-over cover when locked, prevents escape of odors.

McClary Nestable Garbage Pails save valuable storage space, arrive in better condition and receive lower freight rate than cans shipped in usual way.

Made in four sizes.

Order from nearest Branch.

St. John Montreal **McClary's** Toronto Hamilton
Winnipeg Calgary Vancouver Saskatoon Edmonton

McClary on Goods is a Quality Name

The Distinct Advantages Over The Ordinary Warm Air Furnace Will Attract Prospective Buyers



The "Kelsey" does not enter into competition with ordinary warm air furnaces. Those desiring a high grade heater can easily see that the Kelsey is much superior to any other furnace.

The Kelsey saves from 30 to 40 per cent. in fuel.

The Zig-Zag Tubes, which are a special feature, form the fire cylinder and combustion chambers. They are in contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases; every unit of heat is utilized.

Each heat tube has eight square feet of heating surface, and there are from eight to sixteen in each heater, according to its size and capacity.

You can make larger profits on the "Kelsey Generators."

Write for Circulars.

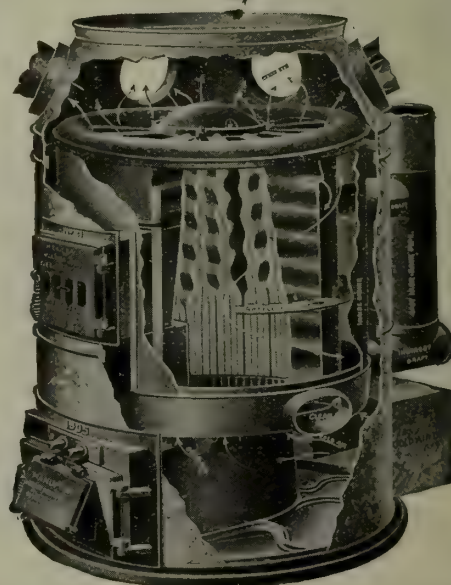
The James Smart Mfg. Co., Limited

WINNIPEG, MAN.



BROCKVILLE, ONT.

The "KELSEY" WARM AIR GENERATOR



McClary's Kootenay Steel Range



Selling Points:

Nickeled sheet steel ventilated oven.

Semi-steel durable fire-box linings and grates.

Patented detachable reservoir.

Duplex removable grates.

Burnished cooking top requires no blacking.

Direct draft damper controls fire perfectly.

Kootenay Ranges have always had an immense sale because of the housewife's appreciation of these foregoing desirable features.

For further information, write to nearest branch for Catalog and Price List.

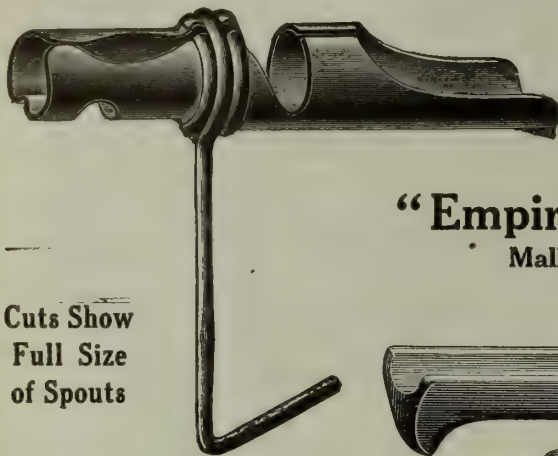
LONDON, TORONTO,
VANCOUVER, ST. JOHN, N.B.,
HAMILTON

McClary's

MONTREAL, WINNIPEG,
CALGARY, SASKATOON,
EDMONTON

"McClary on Goods is a Quality Name."

Sugar Makers' Supplies



"EUREKA" Maple Syrup Cans

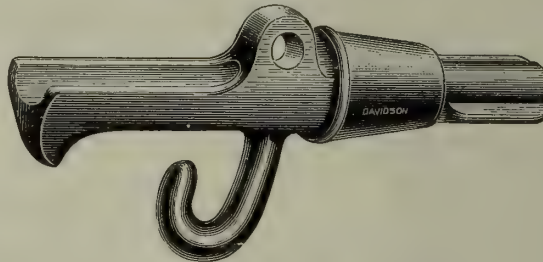
Steel Sap Spouts, packed in cardboard boxes, 100 each.



Round and Square with Screw Tops $\frac{1}{2}$ and 1 gallon. Other sizes made to order.

"Empire" Sap Spouts

Malleable Iron Tinned



Guaranteed against breakage

WRITE FOR PRICES

Cuts Show Full Size of Spouts

We also have in stock and can ship promptly

"PERFECTION" SAP SPOUTS

"WOOD" SAP SPOUTS

"EUREKA" CAST SPOUTS

"BEAVER" SAP SPOUTS

same as Empire only without Hook

SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Qts. 4, 5, 6, 8, 12

WESTERN PATTERN

6 and 10 Quarts



The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.



THIS IS THE LOCK!

USED IN GREAT WEST WOVEN FENCING

Every rod

guaranteed to

be of highest quality.

Agents:—RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary, Alta.
PLASTERERS LTD., Saskatoon.

"Great West" WOVEN FENCING

Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie or Lock" that holds the wires absolutely secure at each intersection.

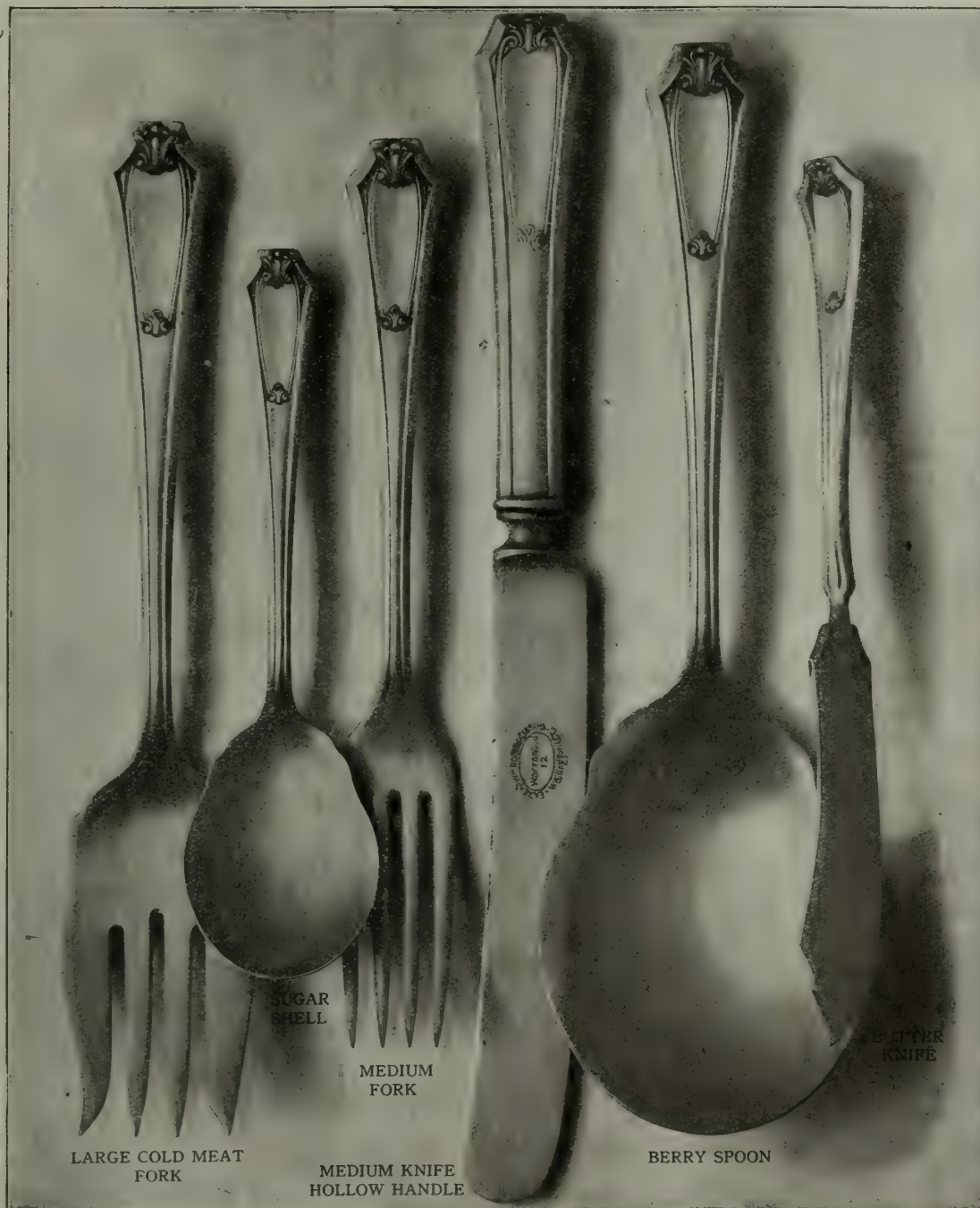
Western dealers can get best results by handling "Great West" Woven fencing, as on account of the factory being located in the West, you can get repeat orders filled at shortest notice.

MANUFACTURED BY

THE GREAT WEST WIRE FENCE CO., LIMITED

WINNIPEG

CARROLLTON - FLATWARE



The Colonial Pattern of Quality

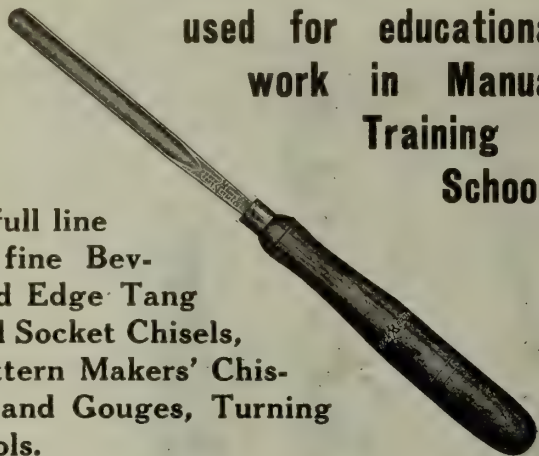
This Flatware is of the famous "Eagle Brand," which is backed by the reputation and success of 50 years spent in the manufacture of high-grade table decorations. Carrollton is made in a full range and put up in special cases and assortments as desired.

Eagle  *W^M ROGERS, ★ Brand*

STANDARD SILVER CO. OF TORONTO
NORTH MADISON AVENUE LIMITED

**Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools**

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.



The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury,

Mass., U.S.A.

Peter Orr & Son's
Flexible

GLASS PAPER

**GLASS and EMERY
CLOTH**

HAVE A REPUTATION
OF NEARLY 100 YEARS

Order through our Canadian Agent:
George Peatt & Co., Box 1651, Winnipeg, Man

WORKS:

280 Cathedral Street, Glasgow

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West **TORONTO**

The Strong Advantages
of

**Pearson's
Patent Poke No. 2**

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial—the results are just
the kind you want.*

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

A Ready-to-Lay Roofing Made of Solid Rock Fibres



National Iron Works, Toronto, Ont., covered with J-M Asbestos Roofing

J-M Asbestos Ready Roofing is literally made of solid rock fibres. Its base consists of a felt made of stone—pure Asbestos. And Asbestos is a natural rock formation. Like all rock or stone, practically everlasting. And known the world over as fire-proof. It is the same material that is used to hold the flame in gas grates—the same material of which we make Asbestos Theatre Curtains. You know Asbestos Curtains are required by law, as protection against fire, in the theatres of nearly all cities. So no wonder this Asbestos, or stone, roofing never catches fire, even when neighboring buildings burn to the ground.

J-M ASBESTOS ROOFING

Won't Burn—Won't Rot or Decay—Needs no Coating

We use several layers of this Asbestos or stone felt. And cement them together with genuine Trinidad Lake Asphalt—that wonderful mineral cement which, in asphalt pavements, stands the grinding of wheels and the hammering of hoes for 30 to 40 years. With such indestructible materials as these, do you wonder that J-M Asbestos Roofing often outlasts the building it covers? And do you wonder that this all-mineral roofing will never need a single cent's worth of paint to keep it from rotting, decaying or otherwise deteriorating?

Write our nearest Branch for Catalog, No. 303, and full particulars of our proposition to hardware dealers.

THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited

Manufacturers of Asbestos
and Magnesia Products.

ASBESTOS

Asbestos Roofings, Packings,
Electrical Supplies, Etc.

Toronto

Montreal,

Winnipeg

Vancouver

1348

High Grade CHAIN WRENCHES



"Stillson" and "Trimo"
PIPE WRENCHES



**Dealers At Every Port Should Carry A
Stock Of**

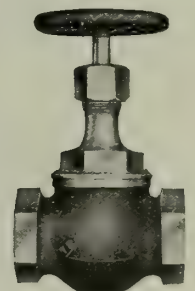
MARINE ENGINEERS' SUPPLIES, BRASS GOODS, PIPE FITTINGS AND TOOLS.

Morrison's Goods are extra well made from the very best materials.

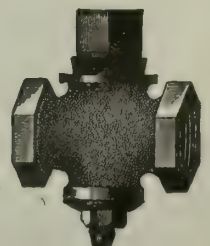
They are built to withstand severe strain and are absolutely guaranteed to give efficient service.

We make brass goods of every description, including brass railings, port lights, binnacles, etc.

Send us your order now and be prepared to supply the demands that come before and after the season opens.



J. M. T. VALVE



J. M. T. STEAM COCKS
are substantial in design,
with plug well "ground
in" to shut off light, and
remain so. Also made
extra heavy pattern.



J. M. T. INJECTORS
(improved)



STEAM WHISTLE

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO



There's an
Immense Field for
"STEWART"
(BALL BEARING)
**CLIPPING
MACHINES**

They Are Easily Sold
Because They Are
Necessities.

They Make the Horse
More Alert, More Active
And Better Appearing



**Other Manufacturers Have Tried to Imitate
The "Stewart," But Have Been Successful
Only In Design**

Our competitors admit the superiority of Stewart Clipping Machines by **trying** to imitate them. These machines cannot be equalled in quality, as they are the result of many years' experience and are made by our own special methods.

You cannot afford to sell your customers an unreliable machine—it will ruin your reputation and spoil your trade.

We absolutely guarantee the "Stewart" to satisfy. We will quickly refund the money if not satisfactory.

We will supply you with advertising matter absolutely free. This matter comes in the forms of circulars, booklets, hangers, etc., and explains to horse owners the real value of a clipping machine.

"Stewart" Clipping Machines are carried by all jobbers in Canada.

Write for full particulars.

CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO



THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

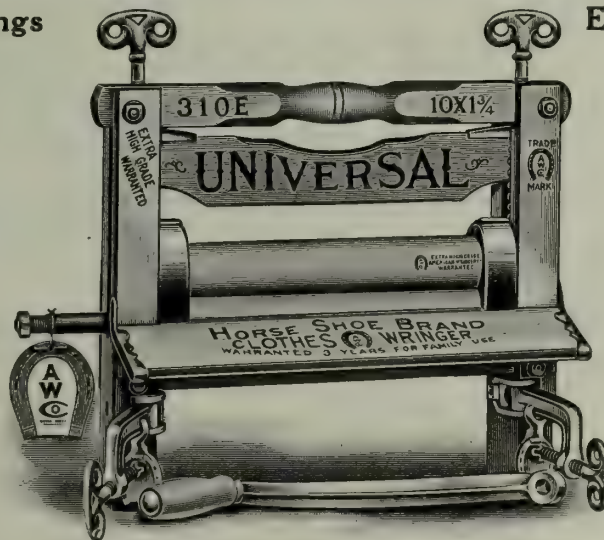
Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.



Packed 3 and 6 in
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY
NEW YORK, - U.S.A.



Stanley Tools

Stanley "Hurwood" Ice Picks

**Strongest, Sharpest and Handiest
Ever Manufactured**

Similar in construction to the celebrated

Stanley "Hurwood" Screw Drivers

They have a number of distinctive features that cannot help but attract attention. An attractive display stand furnished with each dozen Ice Picks. This is something entirely new. It will pay you to investigate.



Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.





Why Practical Men Demand Amatite

ROOFING that needs paint every two years can't hold the market against Amatite—which needs no paint whatever.

Practical men know the great advantage of a roof that needs no painting. They know what a nuisance the painting is. They know how much it costs. They know how liable they are to neglect to paint their roofs at the proper time.

Painted roofings are waterproof only where the paint is. Amatite is waterproof all the way through.

Amatite is sold in the usual convenient rolls of 110 square feet, with a smooth lap where the mineral surface is omitted, so as to secure a tight joint. Nails and cement are packed in the centre of each roll.

Free sample and booklet on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

Montreal,

Toronto,

Winnipeg,

Vancouver,

St. John, N.B.

Halifax, N.S.

Amatite ROOFING



We Want a Dealer in Your Town to Handle the King Line

Manufacturers of Lighting Systems for all Purposes.
Tube and Hollow Wire Systems, Searchlights, Portable
Table Lamps, Boulevard Street Lamps.

Write for Catalogue.

Address—KING LIGHT CO., Peoria, Ill., U.S.A.



SPECIAL THIRTY DAY OFFER

For new dealers to see this handsome lamp-sample only \$5.50—Cash with Order. Let us have your order to-day.

No. 21

Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



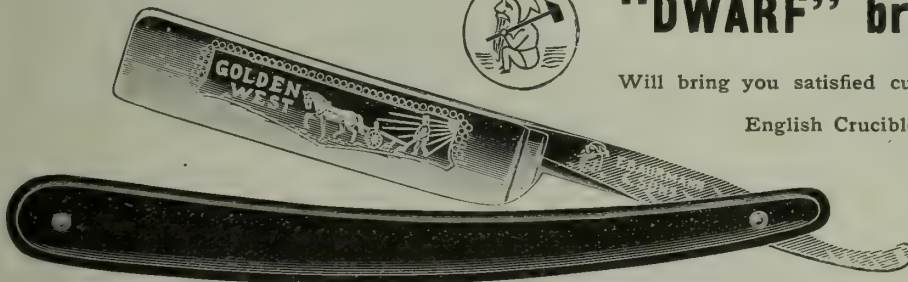
"DWARF" brand RAZORS



Will bring you satisfied customers. Made of the best

English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our catalogue.



We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

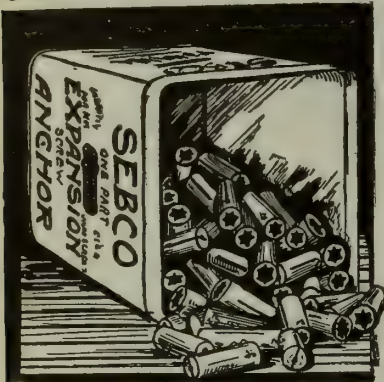
HARRY F. MOULDEN, Winnipeg, Man



STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 425 Henry Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



SEND ME A BOX OF BABBITT
THE KIND THAT DOES NOT WEAR OUT

WE RECEIVED A LETTER

This is a Testimonial Indeed and one Straight from the Heart.
The writer of the latter above mentioned had
THAT IS WHERE WE EXCEL.

from a customer a few days ago, the following is an extract, "Send me a box of Babbitt, same as last, I forget the name, but it is the kind that does not wear out."

He evidently got a Babbitt Metal just suited to his specific purpose. We can advise you, it costs you nothing to take advantage of our years of practical experience. If you have Babbitt Troubles, why not ask our advice?

WE RECOMMEND

IMPERIAL GENUINE

"The Highest Grade of Babbitt Metal manufactured" for all High Speed Engines and Bearings and carrying extremely heavy loads.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault" for all General Machinery Bearings.

ALUMINOID

For Medium and Light Running Machinery.

EVERY HARDWAREMAN SHOULD GET OUR PRICES.

THE CANADA METAL CO., Limited

Head Office and Factory: TORONTO. Branch Factories: MONTREAL, WINNIPEG.

What One Dealer



HAS TO SAY
ABOUT OUR

Wire Cloth Display Rack

Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:—

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,

DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

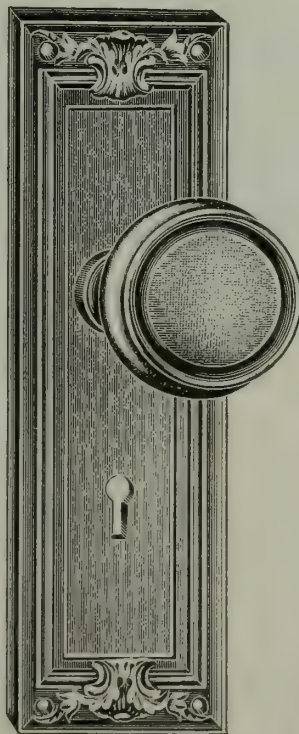
R. M. Bowser & Son
RENFREW, PA.
Dep. A

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

**"Belleville"
Goods**

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware



Just as oil in harness-leather makes it pliable and keeps it from cracking, so the natural oils of Trinidad Lake asphalt preserve Genasco Roofing against the drying-out of wind and weather.

The oils of Trinidad Lake asphalt are put there by Nature—and put there to stay. The oils in roofing made of substitutes for natural asphalt are put there by man—and they soon dry out.

Genasco makes roofs permanently waterproof. And the Kant-Leak Kleet does the same for the seams.

This is what we're telling your customers through the leading magazines and agricultural papers; and then we tell them to come to you for Genasco.

If you don't have this roofing when they ask for it, there'll be embarrassment for both us and you—mostly you, for you don't like to lose sales.

Be prepared. Order now from your jobber. Write us for samples and full information.

The Barber Asphalt Paving Company

Largest producers of asphalt and largest manufacturers of ready-roofing in the world.

PHILADELPHIA

New York

San Francisco

Chicago

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
The Canadian Asphalt Company, Ltd., Winnipeg, Man.



Trinidad Asphalt Lake

The name YALE helps make the sale



A New YALE Book

—hot off the press—in which we have gathered the results of many years of experience in helping our dealers sell Yale Door Closing Devices. It is a pretty valuable book for any hardware man who is looking for new ways to expand his business, because the ideas it contains can be applied to many other products besides Door Checks. It's free, send for it, read it, act on it. It will earn money for you.

Some of the interesting things that this book contains:

1. An illustrated index to the demand for Yale Door Checks, with over thirty pictures.

2. A clear exposition of the various successful methods we employ to help you sell Yale Door Checks.

3. A talk about your own newspaper advertising and how to make it more profitable to you; illustrated with reproductions of the newspaper advertisements that we furnish free.

4. A talk on street car advertising and its value.

5. A page about how to use advertising slides at motion picture shows to the best advantage; illustrated with pictures of new Yale Door Check Slides.

6. Some hints on window display with

an illustration of a recent Yale Door Check window display.

7. A page on Display Cards, illustrated with pictures of five new Yale Door Check display cards.

8. A talk about the profitableness of good printed matter in the selling of Yale Door Checks with reproductions of some of the business-getting printed matter we furnish free.

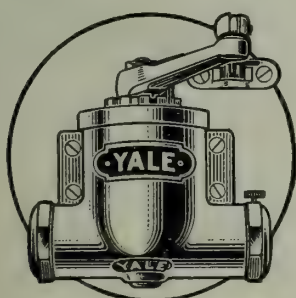
9. On advertising to the architect.

10. On the writing of letters to the architect, contractor, business man and householder, and how to make such letters sell goods for you.

11. Calendar of a month's work in pushing the sale of Yale Door Checks. Something to do every day.

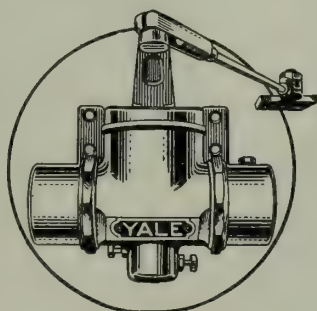
You ought to send for this book at once. The ideas it contains are not necessarily confined to the sale of Door Checks. Its business-building ideas may start you thinking about your entire business along fresh and more profitable lines. **Address Dealers' Advertising Service**

Here are three YALE Door Closing Devices



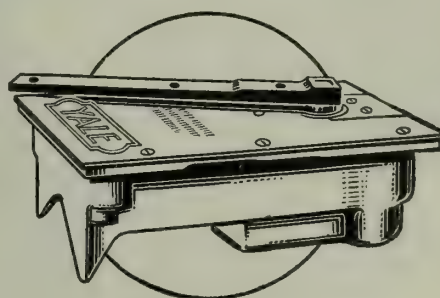
YALE
Door Check

The most perfect door-checking device made, embodying the time-proven principles of our Blount Check, with improvements which make it a distinctly new model.



YALE
Double-acting Check

A device for double doors that closes them quickly and quietly. Stops flip-flapping and yet permits doors to swing in both directions.



YALE
Checking Floor Hinge

A combined door check and hinge, located in the floor. Does away with projections from door, and if installed at time of building, is preferable to the overhead type of check.

Send now for the book, "Selling More Yale Door Checks"

Canadian Yale & Towne Limited

Makers of YALE Products in Canada

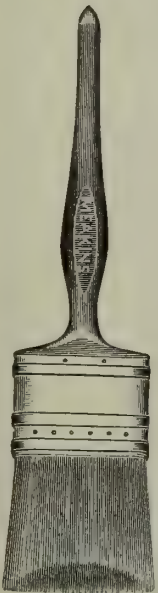
General Offices and Works: St. Catharines, Ont.



**You'll Get Many Re-Orders
from the Most Particular
Painters**

If You Sell Them Our High Grade

PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



Meakins & Sons, Limited
Hamilton, Ontario



Fernald means Quick-Shift

from shafts to pole and back again in a jiffy.

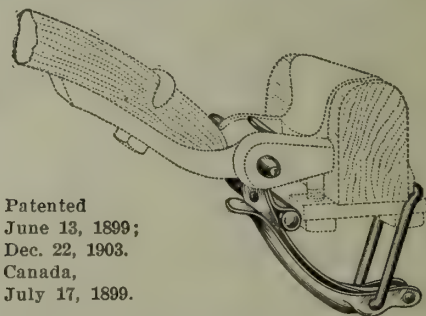
It means a quick shift from cussing and perspiring over rusty, greasy bolts, to smiling amiability.

—a quick shift from shaft rattle to shaft silence.

—and for you it means a quick shift from good business to better business.

There is no compromise with the Fernald. A positive, simple, strong, all-metal device, it snaps on and stays on with vise-like tenacity and cuts out all bothersome rattling of shafts.

The Fernald Quick-Shift and Anti-Rattler has been manufactured so carefully and advertised so nationally that it is known as the standard in shaft-couplings. There is a liberal profit for you.



Patented
June 13, 1899;
Dec. 22, 1903.
Canada,
July 17, 1899.

Get your jobber to supply you with the new packages—attractive and easy to handle. Each pair is packed in a neat little pasteboard box ready to hand over to your customer.

**Fernald Manufacturing Co.,
Inc.**
North East, Pa.



Mr. Dealer!

Do You Realize ?

There is a principle which is A BAR against ALL PROGRESS, which is proof against all argument, and which can not fail to keep a man in EVERLASTING ignorance. This principle is UNREASONING PREJUDICE prior to INVESTIGATION.

Reciprocity, mutuality and co-operation are the BIG things in BIG BUSINESS.

The GREATER part of GREATNESS is VISION—The FORMULA for greatness IS SIMPLE—As simple as greatness itself—UNSWERVING FAITH in chosen IDEAS and IDEALS.

Where there's room for DOUBT there's NO room for SUCCESS. VISION is the MIGHTIEST force of THIS tremendous era.

NO inspiration can NOW seem too IMPOSSIBLE or too RIDICULOUS.

We are dealing with Powers so INFINITE that the wildest PREDICTION of to-day will be TAMED into REALITY by our CHILDREN.

We talk across a CONTINENT—We embalm VOICES and paint ACTION—Mighty SONGS are now DEATHLESS, and glorious SPECTACLES are CONSERVED for ETERNITY—We WRITE History with TALKING MACHINES and MOVING Picture CAMERAS.

We have tools of EVERY size and for EVERY service—one that gnaws FIFTY TONS OF ISTHMUS at a BITE, another to SPLIT HAIRS on a MICROBE'S NOSE. We've ALREADY accomplished EVERYTHING that USED to be CONSIDERED as Long Bow FICTION.

Now sit down and TRY and think of SOMETHING that a man CAN'T do. Call on your imagination for the most IMPROBABLE undertaking and in SIX MONTHS somebody will be FILING A CAVEAT in the PATENT OFFICE ON A CONTRIVANCE TO DELIVER GOODS.

There is no FLIGHT too FAR for our FANCY—No GOAL too DISTANT for our GRASP—No task too GREAT for our DOGGEDNESS—No PERIL too AWFUL for our COURAGE—No MENACE too fearful for our MASTERY.

ACTION IS WHAT ACCOMPLISHES BIG THINGS

We have a Proposition for JUST ONE LIVE WIRE DEALER in a town that WILL put REAL DOLLARS IN YOUR POCKET IMMEDIATELY and CONSTANTLY. IF YOU will GET YOUR NAME ON THE COUPON and put it IN THE FIRST MAIL you WILL find it will act as a SIGHT DRAFT ON US and it WILL be honored PROMPTLY with REAL MONEY. You don't believe it, IT'S A FACT and WE will PROVE IT. Try us out TO-DAY, put your name on the Coupon. DO IT NOW. Two cents invested in a Postage Stamp will bring some dealers A MARKED CHECK FOR \$100.00

IMMEDIATELY. MIGHTY good investment on a 2c stamp. Don't YOU think so?

Dominion Utilities Mfg. Co., Ltd.,
482½ Main Street Winnipeg, Man.

I am the Live Wire Dealer of this town and after the dollars you are making for me. I am the dealer that is after your one-dealer-in-a-town proposition.

Name
Address
Province

ENCLOSE YOUR CARD

THE I.X.L. VACUUM WASHER

Is Making REAL DOLLARS EVERY DAY FOR LIVE DEALERS. GET YOUR NAME on the Coupon and mail It TO-DAY and YOU will get YOUR SHARE by return mail.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

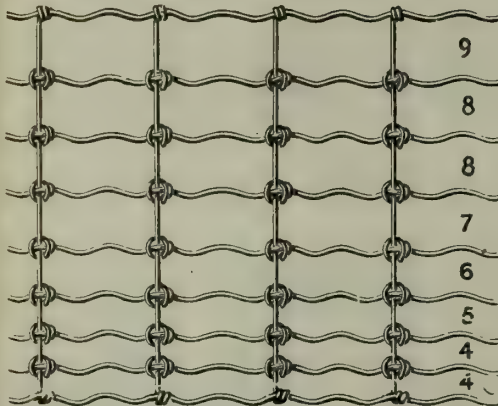
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

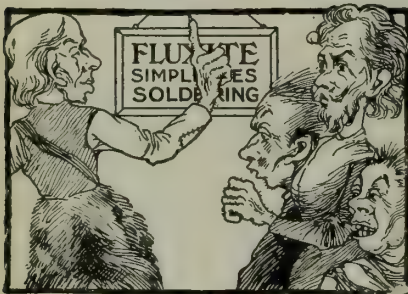
Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.

The most popular and satisfactory hinges made. Dealers
sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can
supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets,
Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers,
Latches, etc.



Stover Mfg. Co., 709 East Street, Freeport, Ill.



This Is The Catalog

Some Dealers Made From \$300
To \$1000 Last Year By Selling
"Preston" Goods From Catalog.
Are YOU in Line FOR BIG COM-
MISSIONS This Year?



There is a large field for our metal shingles and sidings.

The farmer is now forced to realize the necessity of such roofings and sidings as the price of lumber is rapidly increasing.

When you hear of any farmer who intends repairing his old buildings or erecting new ones, get after him—tell him how economical metal roofings and sidings will prove. Show him some of the illustrations in our catalog and bring out the fact that while our products cost but little more than lumber and ordinary shingles, they afford protection from fire and lightning, and add much more to the appearance and value of his farm.



One of the Cuts Shown in Catalog
"BETTER BUILDINGS"

Send us the names of prospects and we will write them strong, convincing letters and in every case refer them to you, sending our catalog and book of plans.

Our expert salesman is at your service, absolutely free, to help you close difficult sales.

We actually do most of the work but you get **ALL** the commissions.

Get in touch with us at once and make this your biggest year for profits.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO



Not long ago, one of our editors unearthed a system, used by a successful Canadian hardware store, which seemed to be ideal.

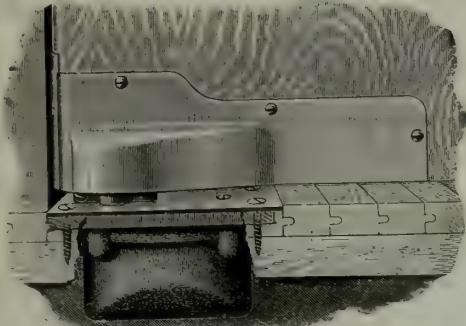
Having had actual experience in hardware retailing himself, our editor quickly grasped the importance of the various features this firm had introduced, to increase the efficiency of its organization.

This system will be described in detail in **Hardware and Metal's Annual Spring Number**, to be issued **March 22**. It will occupy several pages, and many of the blank forms used in carrying out the system will be illustrated.

Some things about this system may not be practicable for small stores. But there are many features which could be profitably adopted by every hardware dealer in the **Dominion**.

It is going to pay you, as a hardwareman, to carefully study **EVERY PAGE** in this big number.

Remember the date—**March 22, 1913**.



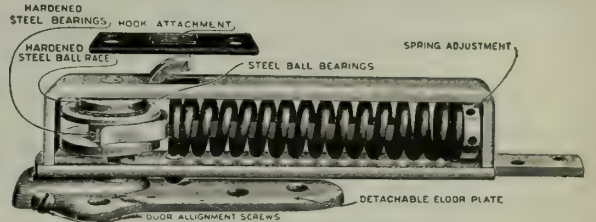
Patented Oct. 31, 1911.

A double acting checking spring hinge for doors between dining room and pantry or kitchen; also used extensively in Banks, Churches, Hospitals, etc.

"STANDARD" Double Acting Spring Floor Hinges

*It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at centre.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.*

We also make Pivot Check for double acting doors, as well as other hardware specialties.



Patented April 20, 1900.

FOR UNCONTROLLED DOORS.

Our hinges are made from the best quality of material and by skilled workmen, and guaranteed against any defects in material or workmanship.

Write us for further information.

STANDARD MFG. CO.,

SHELBY

--

OHIO, U.S.A.



The
**WHITE
MOP
WRINGER**

3



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.

2



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ANTI-SOOT

The Twentieth Century Chimney Sweep

Cleans Flues
Saves Fuel

**MONCRIEFF & ENDRESS
Limited**

WINNIPEG

VANCOUVER

Sole Distributors for Canada

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON

CANADA

SALES AGENTS

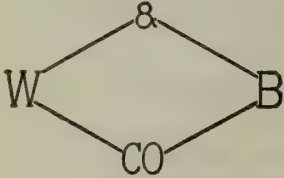
Ontario—Baines & Peckover, Toronto

Manitoba—Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY



Tools of Quality
Bear These Marks



The Nut Must "Give" In The Bite Of A "W & B" Wrench



"Railroad Special" the strongest all-metal wrench
made for all purposes.

No skinned knuckles or broken wrench heads when "W. & B." wrenches are on the job. The bite is absolutely sure and holds on until released by adjusting screw. It's economical to buy "W. & B." wrenches because they are made by experts and are the combination of high grade material.

Go to your nearest jobber and select the kind and size of wrench you need, but be sure it's stamped with the "W. & B." Diamond Trade Mark. That's your protection against imitators of "W. & B." quality.

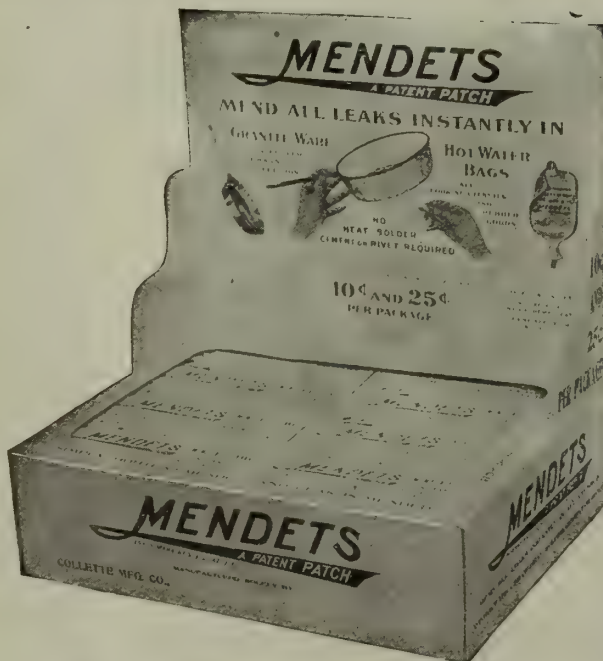
Write for Catalog No. 82-B.

The Whitman & Barnes Mfg. Company

Established 1854

FACTORY AT ST. CATHARINES.

- STOCKS CARRIED AT WINNIPEG AND MONTREAL



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.

Collingwood, Ont.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Personal Chat About Ourselves

THE SERVICE WE ACTUALLY GIVE.

What a trade paper sells its subscribers, is not paper and ink—but service.

It takes many years of hard and conscientious work to develop an organization capable of giving high class service to such an important trade as the hardwaremen of Canada.

Accurate and frequent market reports are of the utmost importance to dealers who must buy right, to make fair profits. Selling ideas based upon genuine experience instead of mere theory, are invaluable to retailers who desire to increase their turnover.

Such service Hardware and Metal is in a splendid position to give, with an organization which has been built up during 24 years of constant striving for improvements. With a staff largely composed of hardwaremen and partly of real newspapermen, we are able to give a service that is bound to be without any serious rival for many years to come, if ever.

But is remained for a Manitoba hardwareman to see one new class of service that Hardware and Metal might render him.

This dealer sent in a set of plans of a new store he intends to build in the spring. He asked if the staff, or any of the readers of Hardware and Metal could offer him any suggestion for improving the plans.

These plans were reproduced in the January 25th issue of Hardware and Metal, and by Monday the 27th, suggestions had begun to come in from readers of the paper.

The first letter to reach the Editor was from Fred C. Lariviere, who is a recognized authority on such matters, all over Canada. Mr. Lariviere submitted some very practical ideas which will be reproduced in an early issue of Hardware and Metal.

This is just one incident which demonstrates the valuable service that Hardware and Metal can and does render its readers.

HARDWARE AND METAL'S COVERS PULL BUSINESS.

Last fall a firm manufacturing electric specialties used the back cover of Hardware and Metal to make an announcement concerning their latest product. Within a very few days after the advertisement appeared, the firm received a letter from one of the leading manufacturers' agencies in Alberta, stating that they had noticed the fine advertisement which appeared in Hardware and Metal, and asking to be given the exclusive agency for Alberta.

The manufacturers saw fit to grant this request, and the results have been most satisfactory to all concerned.

Hardware and Metal's front and back cover advertisements have proven a great success from the standpoint of both reader and advertiser. One of the first manufacturers to make use of Hardware and Metal's front cover last year, stated that he had found it the best piece of trade paper advertising he had ever done, as it had brought him more results than any other similar advertising.

Early last month we received an order from a New York firm for six back covers during 1913. A week or so later the same firm ordered eight back covers for 1914, and also requested that they be given an option on the

back cover of the Annual Fall Number of Hardware and Metal in 1914.

When space is ordered in Hardware and Metal nearly two years in advance, it shows conclusively that manufacturers who are seeking to interest hardware dealers in handling their products, fully appreciate the splendid service that Hardware and Metal is able to give them.

EXPERIENCE OF FORMER ASSOCIATION PRESIDENT.

Many readers of Hardware and Metal will be interested to receive news of A. W. Humphries, the "father" of the Ontario Retail Hardware and Stove Dealers' Association, who held the position of President of that body for the first two years after its organization.

Mr. Humphries wrote to Hardware and Metal from a town in Saskatchewan on January 14th, and said in part:

"I nearly always find Hardware and Metal in every hardware store that I visit. While in ————two weeks ago, the hardware stock of ————was sold, and not an article in the store had a cost mark on it. However, by the aid of Hardware and Metal and the standard lists in the large catalogues, I was enabled to arrive at the cost price of every article in the store."

Mr. Humphries' experience in the East has stood him in good stead since he went West, and he has been busily engaged in an advisory capacity in transferring stocks, valuing hardware premises and other similar work.

HARDWARE AND METAL'S FRONT COVERS APPRECIATED.

Since Hardware and Metal adopted the new plan of front cover advertisements a little over a year ago, about forty different firms have taken advantage of this position to run attractive two color advertisements offering a special proposition to the trade.

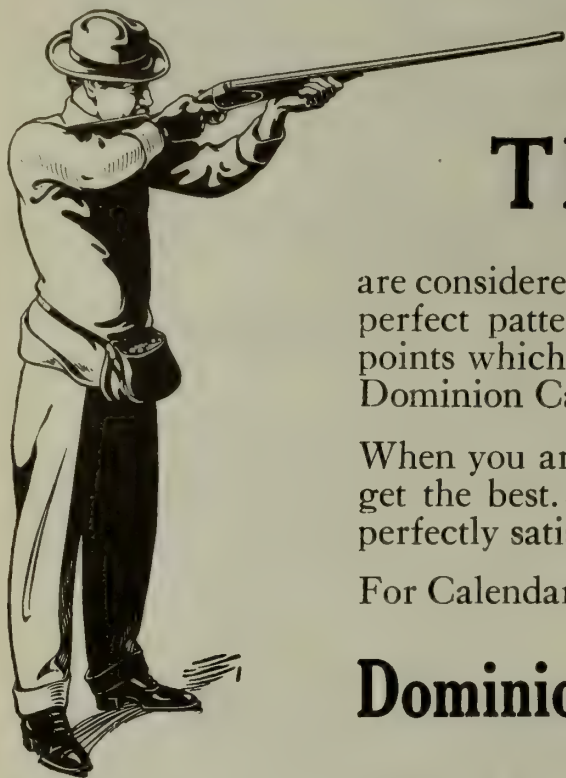
Many of the advertisers who used this position have told us that they have found it the best trade paper advertising they have ever done.

A further proof of the fact that Hardware and Metal's covers have been appreciated, was furnished during the past week, when a large manufacturing firm asked us to sell them fifty-two front covers for 1914, at our regular price.

Of course, we were unable to comply with this request, as one of the conditions upon which we sell the front covers of Hardware and Metal is that the firms using this position, have the option of the corresponding date for the succeeding year.

The back cover position is equally in demand, due largely to the very artistic advertisements which appeared on that position last year.

One firm who used several of these back covers in 1912, used the same plate in back cover advertisements on some United States trade papers of high standing. Almost invariably, their advertisements in Hardware and Metal showed much superior press work and were more attractive than those appearing in United States trade papers.



DOMINION TRAP LOADS

are considered the best on the market to-day. High velocity, perfect pattern and perfect penetration are the essential points which are to be found in the Standard Loads of the Dominion Cartridge Co.'s Ammunition.

When you are thinking of buying Trap Loads be sure you get the best. If you specify DOMINION you will be perfectly satisfied.

For Calendars, Hangers, and full information, write,

Dominion Cartridge Co., Limited

ADVERTISING DIVISION FILE "A 1"

MONTREAL

CANADA



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited

MONTREAL



A flashlight taken at the banquet tendered by the manufacturers to the retailers at Hamilton on Thursday night.

Ottawa and Hamilton Favored for 1914

Manufacturers and Retailers Discuss the City for Holding of Exhibition and Convention in 1914—Decision Will be Reached at Next Joint Meeting—The Attendance Figures.

Hamilton, Ont.—“Hardware Week” was concluded with a meeting of the officers and executive members of the two associations. At this meeting, various questions of vital import in connection with the future of the two bodies were discussed.

The most important point was with reference to next year’s exhibition. The manufacturers have decided to continue the exhibition in future years as the attendance of retailers last week showed a marked increase over previous years. Secretary Wrigley, of the Ontario Retail Hardware and Stove Dealers’ Association, reported that 199 hardwaremen had registered during the week as members of the association. In addition to this, 26 clerks had registered and there were a large number of hardwaremen who attended the exhibition but did not become members of the Association. Under the circumstances, he stated that an estimate of 300 was not extravagant.

A moot question discussed was the location for next year’s convention and exhibition. Four cities were mentioned—Hamilton, Toronto, London and Ottawa. The retailers have selected Hamilton as their first choice and Toronto next, as they believe that their members like to visit a city which is both central and large enough to provide adequate accommodation.

On the other hand, the manufacturers were inclined to regard Ottawa with

OUR CONVENTION REPORT.

In last week’s issue, Hardware and Metal gave practically a complete report of the exhibition and convention proceedings at Hamilton. A great deal happened on the last two days, however, which could not be included in that issue, and a report of these latter proceedings are herewith presented. Hardware and Metal has received congratulations on all sides for the rapidity of the service it has given in this connection.

favor. Their reason for so doing was that moving to Ottawa would make it possible to draw larger attendance of retailers from the Province of Quebec and the East. This would make the attendance at the exhibition more representative, from the standpoint of the manufacturers.

The matter was left in abeyance to be settled at the next joint meeting of the executive.

LOCAL ASSOCIATIONS.

After the general convention sessions were over, the officers and executive of the Ontario Retail Hardware and Stove

Dealers’ Association held meetings at which the work for the coming year was mapped out.

One of the questions discussed was that of the forming of local organizations along the lines so warmly advocated at the convention meetings. The part that the association will take in this movement will be to send an officer to organize an association when a request is received from three or more dealers in any one locality. It was felt that, outside of this, the matter of local organization must devolve on the individual members themselves.

RETAILERS AT CONVENTION.

The list of retailers given in last week’s issue was complete up to Wednesday afternoon. Among those who registered after that time were the following:

J. Bloodward, Cannington; W. F. Miekus, Preston; L. B. Snider, Berlin; J. C. Barfett, Colborne; G. A. Elliot, Brantford; Geo. W. Ecclestone, Bracebridge; W. R. Phillips, Havelock; F. A. J. Hunt, Toronto; T. H. Boyd, Toronto; A. P. Brown, Peterboro’; C. A. Lander, Oshawa; W. H. Jones, Amherstburg; C. R. Bailles, Oshawa; G. W. MacDonald, North Bay; D. Cinnamon, Lindsay; C. E. Boyd, Simcoe; B. L. Booth, Welland; M. Z. Sterrit, Toronto; T. H. Purdom, London; Alex. H. Purdom, London.

Annual Meeting of Manufacturers' Assoc.

The first annual meeting of the Canadian Hardware Manufacturers Exhibitors' Association, Limited, was held on Friday at the closing of the exhibition. The events of the past year were briefly gone over and it was agreed that a success had been scored. Unanimous opinion prevailed that the officers were en-

Johns-Manville Co., Toronto.

First Vice-President.—Adam Taylor, Taylor-Forbes Co., Toronto.

Second Vice-President.—H. P. Hubbard, E. C. Atkins & Co., Hamilton.

Third Vice-President.—T. W. Kirby, Hamilton Stove and Heater Co., Hamilton.

ment Committee.—B. D. Blackwell, Glidden Varnish Co., Toronto.

Advisory Committee.—A. A. Bittues, Gillette Safety Razor Co., of Canada, Montreal (chairman); Chas. E. Stewart, James Stewart Mfg. Co., Woodstock; F. M. Tobin, Tobin Arms Manufacturing Company, Woodstock;



Adam Taylor, first vice-president.



M. R. Griffiths, president.



F. M. Tobin, secretary-treasurer.

titled to unlimited credit for the way they had handled the affairs of the Association during the initial year and for the extremely creditable exhibition which had been the result of their labors.

Officers for the coming year were elected as follows:

President.—M. R. Griffiths, of H. W.

Fourth Vice-President.—G. S. Spence, Steel Co. of Canada, Hamilton.

Secretary-Treasurer.—F. M. Tobin, Tobin Arms Mfg. Co., Woodstock.

Director and Chairman of Exhibition Committee.—J. W. Moncur, Ontario Lantern and Lamp Co., Hamilton.

Director and Chairman of Entertain-

R. J. Johnson, Pinchin, Johnson & Co., Toronto; D. Griffith, B. Greening Wire Co., Hamilton; John Billingham, Boeckh Bros. Co., Toronto; G. B. Dowsell, Cummer-Dowsell Co., Hamilton.

The Board of Directors will consist of the presidents and the chairmen of committees.



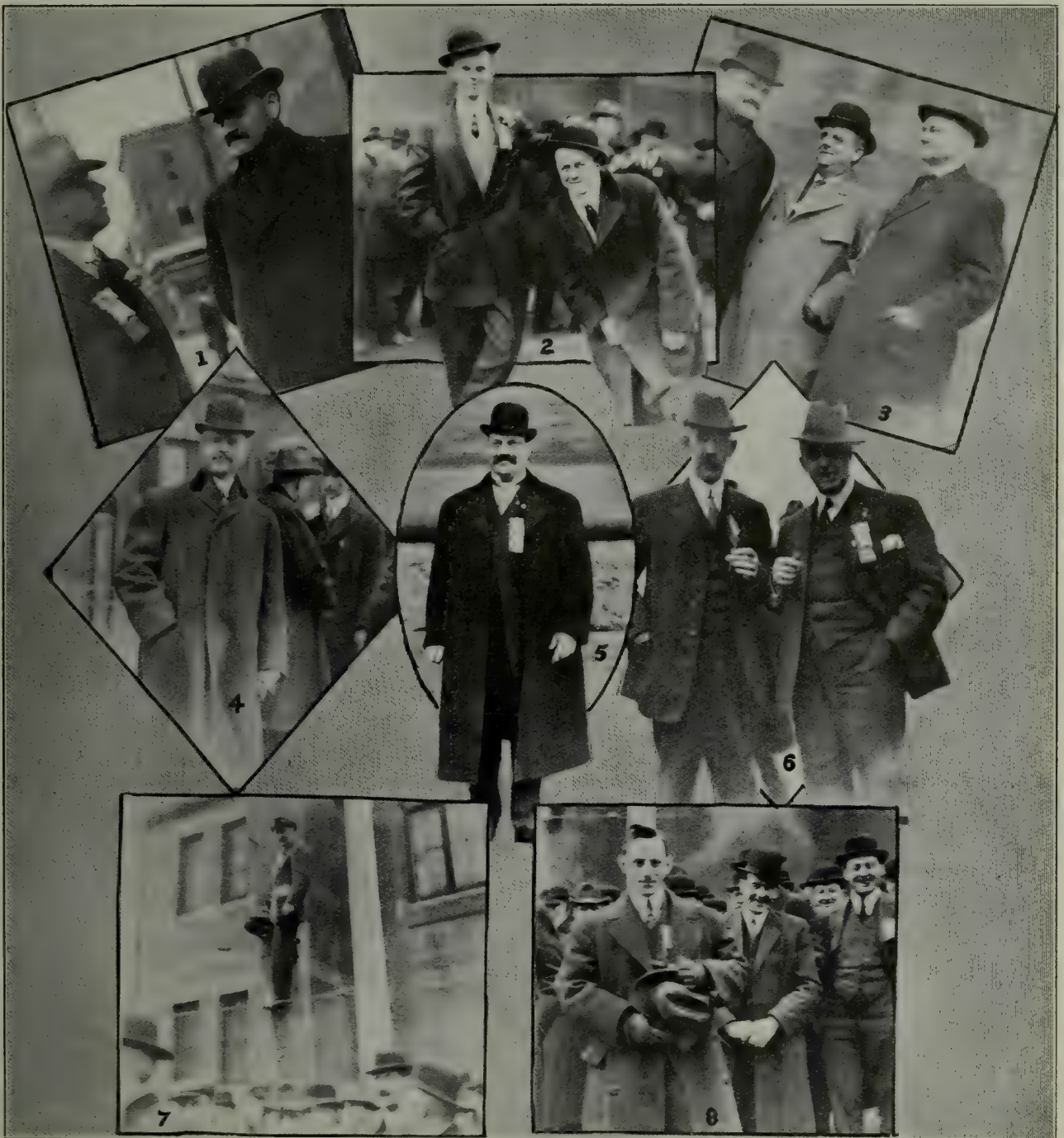
G. S. Spence, fourth vice-president.



H. P. Hubbard, second vice-president



J. W. Moncur, chairman Exhibition committee.



SNAPSHOTS TAKEN DURING HARDWARE WEEK.

Owing to the strike at the engraving plants in Toronto, many of the snapshots taken by *Hardware and Metal* at the exhibition and convention were not produced in last week's issue. Some of the snaps are presented herewith.

1. Adam Taylor and Vice-President Ireland, of the National Retail Hardware Association of the United States. 2. F. M. Tobin, jr., and D. P. Cottle, of Gillette Safety Razor Co., in their impersonation of Mutt and Jeff. 3. Messrs. Ireland, Abbott and Miles, officers of the National Retail Hardware Association. 4. S. H. Warnock, Vancouver, who represented the B.C. Association. 5. Fred C. Lariviere, of Montreal. 6. F. M. Tobin and A. A. Bittues, the two main factors in the success of the exhibition. 7. Ernie Moseley, of Huntsville, was determined to be seen in the group photo, so he climbed a telegraph pole. 8. James Hossack (with hat off), B. D. Blackwell at the right.



Friendly Relations Advised at Conference

The Value of Manufacturers, Jobbers and Retailers Working Together to Eradicate Trade Evils Was Brought Out by Speakers at Joint Meeting on Thursday—United States Officials Discourse on the Workings of Parcels Post on the Zone System.

A joint conference of manufacturers, jobbers, and retailers was held on Thursday afternoon at four o'clock in the lecture room of the armouries. President Bittues of the Canadian Hardware Exhibitors' Association occupied the chair. There was a large attendance and a great interest was manifested in the proceedings.

President Bittues in opening the meeting stated that the manufacturers and jobbers were pleased to have another opportunity of conferring with the retailers. It was announced that Ex-Pres. S. R. Miles and Vice-Pres. Ireland, of the National Retail Hardware Associations, on account of other business would find it necessary to leave the city during the afternoon and they were accordingly asked to address the meeting during its early stage. Mr. Miles spoke on the Parcels Post Problem, stating that a large number of merchants were advertising in the daily papers that they would assume the postage on goods delivered in the first and second zone. He intimated that advocates of the flat rate system will use this fact against the present zone system and claim that parcels post was not a hardship and that by introducing the flat rate they would be reducing the cost of postage for these merchants and enable them to prepay the charges on their goods to any part of the country. He advised the hardware merchants to do their utmost to have the best system put into effect when Parcels Post goes into force in Canada, and not to submit to the flat rate system. It has been claimed that

the flat rate would help the farmers, but Mr. Miles stated that in foreign countries, where the flat rate system is in force, it is not used to any extent by farmers. In using the Parcels Post it is necessary to purchase special stamps for this purpose, as ordinary postage stamps will not be accepted. It is claimed by the postal authorities that this is done in order to keep a record of the amount of revenue secured in this manner. Parcels sent in this manner must



First vice-president W. F. MacPherson, who will look after much of the detail work of the Association this year.

be delivered to the post office and will not be collected by postal employees as is the case regarding other mail matter.

He stated that the mail order houses were the greatest beneficiaries as a result of the new legislation. He also spoke of one mail order house who had increased the staff in one branch from 100 to 600 employees as a result of the introduction of Parcels Post. It would appear that retailers were losing a large amount of the increased business that is being obtained by the mail order houses. The express companies were no doubt losing a large amount of business since the introduction of Parcels Post. The greatest saving over the express rates is in the first four zones where the cost is about one half of the charge imposed by the express company. Each post office is the centre of its own zone.

Mr. Ireland was the next speaker. He told of a friend of his, who at the time Parcels Post had been introduced, sent him two cabbages by Parcel Post. The postage was 14 cents and they were poor cabbages at that. This could not be said to be a point in favor of reducing the high cost of living. Mr. Ireland was greatly in favor of all branches of distribution getting together. More could be accomplished and much better work could be done at the sessions if manufacturers, jobbers and retailers would meet in a friendly spirit and talk over their differences in this manner. Nothing could be gained by using threats and dealers were advised not to go to the meetings with a club, but to put their complaints before the manufacturers



and jobbers in a friendly manner; and he was sure that they would get co-operation from them and that they would be glad to do their part in order to remedy any existing conditions that were not fair to the merchants. As interests were mutual the results of meetings would be beneficial to all concerned.

Mr. Ireland stated that many factories in the United States were controlled by mail order houses and this accounted in many cases for the seemingly low prices which the mail order houses could quote on many lines. He advised the retailers not to jeopardize their reputation by telling their customers that the goods sold by the mail order house were junk. Many of the lines in the mail order houses were exactly the same as in the retailers store, and if a customer should send to the mail order house and receive goods identical with those carried by the dealer, he would be liable to be under the impression that the dealer was lying or incorrectly informed. Mr. Ireland quoted an instance where a manufacturer in the States had been selling a certain line to peddlers at the same price as to the large jobber. This matter had been taken up in a frequently manner and speedily adjusted. Mr. Ireland in conclusion thanked the associations for inviting him to the convention and also wished to convey the thanks of the Michigan Association.

Mr. Magladery, of New Liskeard, stated that he had been asked by the secretary of the Northern Ontario Retail Association to bring before the convention a state of affairs that existed regarding a line of goods that could be laid down in North Bay by purchasing from a mail order house, at a lower price than the goods could be purchased for at the factory. Mr. MacGregor, of Oakville, also cited an instance where a contractor had purchased a line from a

jobber at the same price as he (a dealer) would have to pay. It was decided that these matters should be looked into by the executive of the Retail Association and that they would no doubt find some means to remedy conditions.

President Abbott of the National Retail Hardware Association was the next speaker, he stated that conditions in Canada were different to those existing in the United States, under the present laws they cannot tell a manufacturer to advance or reduce a price as it would come under the heading "restraint of trade." Every man has a right to manufacture, sell, job, retail,

distributed through the retail channels and that it was only just and fair that these distributors should be able to purchase their goods on such a basis as would enable them to compete with the catalogue houses. A large number of the retailers are located in the small towns and they are the life of the community. We want these small towns maintained and want laws that will assist them. It is in these small towns and rural communities that the mail order houses are especially active and it is necessary that some action be taken to assist these dealers to get their supplies to their customers at the lowest possible prices. The retail dealer should be able to get as much for his dollar as his competitor, the mail order house. Mr. Abbott also advised manufacturers, jobbers and retailers to work in harmony and to settle their differences in a friendly spirit.

Mr. Prudhomme, of Prudhomme & Fils Montreal, wished to thank the associations for asking him to speak at the meeting. He stated that the relations of the jobber and retailer should be closer. Their interests are mutual and where there is dissatisfaction, it should be brought to the attention of manufacturers and jobbers in a friendly spirit. Good relations between different channels are bound to better conditions.

Mr. Beaudry, Secretary of Montreal Retail Merchants' Association, congratulated those present on the large attendance and the interest that was being taken in the convention. He advised the retailers to keep in mind the discussions that have taken place at the convention, to work and assist the association during the year, and the important questions that are confronting them. Conditions are changing and new legislation is needed. Members should always be ready and willing to co-operate with, and assist the officers of their association.



E. J. Creeper, one of the new members of the executive committee.

etc., and retail merchants must beg him to change any unfavorable existing conditions as any other course will make them liable to the law. However, much good had resulted from meetings with the manufacturer and although there are still many points that need to be adjusted, they have bettered conditions on many lines.

Mr. Abbott cited several customers in which matters pertaining to price had been taken up with manufacturers and amicably settled. Mr. Abbott stated that 90 per cent. of hardware lines are dis-

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, March 1, 1913

RETAILERS SHOULD STAND TOGETHER.

An outstanding feature of the convention at Hamilton was the general recognition expressed of the need for local organizations; or rather, the need for the closer relations between competing merchants which such organizations would engender. It was felt that the time had come when the hardwaremen in each town or district should drop petty differences and disastrous rivalries and come together on a common ground for the betterment of trade relations.

This is undoubtedly one of the gravest necessities that the retail merchant faces. He is meeting keener competition than ever before. Mail order houses are upsetting old conditions and by their aggressive exploitation of catalogue campaigns are establishing a new order of things. In the new order, the retail dealer can hold his place only by the display of greater aggression and a wider comprehension of the essentials of up-to-date retailing. That he will be still harder pressed should a parcels post measure be enacted goes without saying. Under the circumstances, it is highly important that retailers should stand together to resist the enemy from without instead of weakening their means of defence by dissensions within. When competing merchants unite for the purpose of improving local conditions, a step has been taken toward putting their respective businesses on a better basis, thus building up a strong barrier against mail order aggression.

Whether or not hardwaremen in the various districts act on the suggestion and form associations is perhaps less important than that they should take the lesson to heart individually. If each merchant decided to put his own business on the best possible basis and to do his best to establish friendly relations with competitors, a great advance would be made.

THE CAREER OF WILLIAM VALLANCE.

In this issue is presented a sketch of the career of William Vallance, affectionately subscribed by hardwaremen everywhere as "the dean of the trade." Mr. Vallance has completed his sixtieth year of active connection with the hardware business, during which time he worked up the ladder of success from office boy to the position of president of one of the largest business organizations in the Dominion—a remarkable record. He has been a hard and indomitable worker, but in his case, hard work has proven a panacea, for to-day he enjoys excellent health and retains to the fullest extent his capacity for business absorption.

Hardware and Metal desire to extend to Mr. Vallance its heartiest congratulations on the completion of his long term of active participation in business; and to wish him many more years of continued health and success.



HONESTY IN ADVERTISING.

Honesty is one of the most essential points of advertising. Recognizing this, the Michigan Retail Hardware Association at its annual convention held in Detroit on February 11, 12 and 13, passed a resolution bearing on the subject as follows:

"Whereas, the fact that much deception is being practised by many advertisers in exploiting the sale of their goods, and we affirm that dishonest advertising should be suppressed by law,

"Therefore, be it resolved that the Michigan Retail Hardware Association recommends and urges the passage of adequate laws which will govern such misstatements and make for honesty in all advertising publicity, and respectfully ask the manufacturers to co-operate with us in our efforts for such enactment.

"We also respectfully ask that the manufacturers place their ads touching our interests, only in such channels of publicity as are just and impartial in their reference—editorially or otherwise, to manufacturers and merchants."

There are two kinds of dishonest advertising—the deliberate and the unintentional. Many merchants will deliberately misrepresent the quality of the goods they offer, but the great majority of retailers who are guilty of this practice are led into it almost unconsciously by the habit of exaggeration. Whatever the motive, the fact remains that it does not pay. The public has a deeper knowledge of values, and it is not long before a dishonest advertiser is "spotted" for what he is. Just as soon as people begin to think that they cannot put any reliance in what So-and-So says, the value of the advertising done by this dealer becomes of comparatively small value to him. He has deliberately killed the publicity goose that produced the golden eggs of increased sales.

On the other hand, the reputation for advertising is the greatest asset that a merchant can have. People believe what he says in his advertisements implicitly, and he, accordingly, reaps the results.

The last clause in the resolution adopted by the Michigan retailers is one worth consideration. A tendency has been noted, particularly in the United States, to blame the middleman, i.e., the local merchant, for the high cost of living. A certain class of periodicals has taken great delight in belaboring the merchant, holding him up to public censure as a robber and grossly exaggerating the profits that he makes. These periodicals, unconsciously or otherwise, are acting as cat's paws for the mail order houses. By teaching people that the local merchant is a sort of modern and very grasping Midas, they are en-

couraging them to buy direct; and the most direct they can buy is by mail order.

That retailers should object to manufacturers advertising in papers of this class is natural.



OVERHEAD EXPENSES.

It has been rather aptly stated that the term "overhead expenses" is a good one in more than one respect; that the matter is "over the heads" of many men engaged in business enterprises of various kinds. It is very true that a good many business men give little or no thought to finding out just what it costs them to do business and accordingly what they should allow on prices to cover this. The point was dealt with at some length at the banquet given this week by the furnacemen of Toronto, a report of which appears in this issue. Handlers of furnaces have been particularly remiss in this respect. Competition has been so keen that some have been installing furnaces at prices which not only precluded all possibility of profits in the present, but at the same time seriously jeopardized the prospects for the future. This was due to two causes—excessive competition, resulting in price cutting and lack of appreciation of the importance of overhead expense. Price cutting is now being eliminated, however, and the furnacemen are looking forward to better things in the future.



POINTED EDITORIALS.

Know thy competitor as thyself.

* * *

It's far better to lose a sale than a customer.

* * *

The spring special number of Hardware and Metal is going to break all records.

* * *

Learn to measure your days by the work accomplished rather than by the hours put in.

* * *

When the price of any commodity goes up there is always somebody to cry "another trust!"

* * *

It is unfortunate that every hardwareman in Canada could not have seen the exhibition at Hamilton.

* * *

The life of William Vallance is one by which the young men of to-day might well guide themselves.

* * *

When it stops growing, a plant quickly goes to seed. And it is pretty much the same with a business.

* * *

There will be several very hoarse men in the northern reaches of Ontario for the next few weeks to come.

* * *

If there is any such thing as luck in business—and we doubt it—it certainly does not come the way of the man who waits for it.

* * *

Business continues brisk despite the continued evidences of financial tightness. It is thus pretty certain that business will continue brisk.

* * *

In the course of an address on "Scientific Steel Metallurgy," a lecturer made the statement: "Since 1386, Sheffield steel, in the form of table knives, has been in almost everybody's mouth." What a sweeping indictment of table manners past and present!

Reciprocal Demurrage

THE question of Reciprocal Demurrage is again being brought to the attention of the Dominion Board of Railway Commissioners. The initial move was made by the Winnipeg Board of Trade, as the demurrage problem is perhaps more pressing in the West than elsewhere. A brief has been filed with the Commissioners and, as the question has been very widely discussed of late, it is apparent that public opinion is being aroused. Retail merchants are very vitally interested and the outcome will be watched closely.

The brief begins its case by quoting from a circular issued by the Board of Railway Commissioners in 1906 which said, in part:

"In some cases, parties have asked that the allowance of the charge be made conditional upon a provision for what has been called 'reciprocal demurrage,' or some penalty or charge for delay by railway companies in supplying cars, or in receiving, transporting or delivering traffic. This latter subject requires more investigation and consideration than the Board has yet been able to give to it."

It is now contended that sufficient time has elapsed to give the regulations now in force a fair trial and the Commission is requested to give the proposed Reciprocal Demurrage rules the consideration previously promised. This ground is taken in accordance with a clause in the preamble to the Commissioners' Order, which sets forth that: "It appears to the Board to be important in the public interest, to secure the fullest possible use of railway cars, trucks and equipment, and for that object to discourage the delay aforesaid. "Now delays are not entirely the fault of receivers of carload shipments who neglect to remove the goods in time. Indeed, the chief fault lies with the railroads themselves. Shipments are delayed at both ends and en route, sometimes over extended periods; resulting in loss to the consignee through delay and creating congestion in traffic.

It is submitted, therefore, that in the public interests, a new order should be issued, providing for the penalization of the railroads where such dilatoriness appears. It is asked that the following provisions be made:

(a) Railways shall forward loaded cars from point of shipment within forty-eight hours after shipping instructions are received from consignors.

(b) Railways shall transport each loaded car from point of shipment to destination at an average speed of one hundred miles per day. Where loaded cars are transferred from one railway to another, twenty-four hours shall be allowed in computing time of cars in transit.

(3) Railways shall place cars for unloading within forty-eight hours after arrival at destination.

For failure to live up to these regulations, it is contended that the railways should pay to the consignee amounts similar to the penalty now enforced for demurrage.

As stated before, the question is being given much attention and it is quite within the probabilities that some such regulations will be put into force. The result would undoubtedly be a gradual improvement in shipping conditions.

Sixty Years in the Hardware Business

William Vallance, President of Wood, Vallance & Co., Hamilton, Celebrates the Sixtieth Anniversary of His Connection With the Trade—In Interview With Hardware and Metal, Mr. Vallance Tells of Conditions in Early Days—How the Trade Has Changed—A Sketch of a Most Successful and Inspiring Career.

On February 23, 1853, the business career of William Vallance, sr., began. Thus, on the first day of the present week Mr. Vallance celebrated the sixtieth anniversary of his connection with the hardware business. Hale and vigorous to-day, Mr. Vallance is still the active head of the old-established wholesale hardware firm of Wood, Vallance & Co., Hamilton, and of the several branch houses incorporated in the West.

William Vallance has very aptly been termed the "dean of the hardware business." His knowledge of hardware is tempered by the rich experience of six decades. He has seen the industry in Canada develop from what might be termed the swaddling clothes stage to the present period of lusty young manhood. But Mr. Vallance is not an outstanding figure in the hardware world alone. He has become a national figure; his name is a familiar one in all business circles from coast to coast. Furthermore, his career stands out as an object lesson for the young men of to-day; for, beginning at the very bottom, he worked his way with indomitable will to the top and built up one of the largest business organizations in the Dominion.

A representative of Hardware and Metal had the privilege of an interview with Mr. Vallance in his office on Monday afternoon of the present week. The conversation covered a period of nearly two hours, and dealt very largely with matters of the past. Mr. Vallance showed a remarkable memory, giving dates and names without hesitation, and quoting figures with unflinching readiness and accuracy. There are many business men who cannot recall the events of 1912 as unerringly as Mr. Vallance does, what happened forty and fifty years ago. It will not be amiss to quote what a member of his staff said to the writer: "Mr. Vallance is like a ready reference book. He seems to remember everything—and to remember it right to the last detail."

Started as Office Boy.

William Vallance was born in the year 1838 in Dundas. It is interesting to note that Dundas was then larger than Hamilton. His parents moved to Hamilton when he was about two years old, and at the age of fifteen—on the date specified above, to be exact—we find young William Vallance entering

the employ of the firm of Bellhouse, Ireland & Co., an exclusively wholesale hardware firm doing business in the premises now occupied by Wood, Vallance & Co., on King Street. Hamilton at that time was a great distributing point. The Grand Trunk had not been built, and thus Hamilton, lying at the head of Lake Ontario, was the point of distribution for the country lying north and west. At the time referred to there were three other hardware wholesalers in Hamilton, and it will be interesting to follow their subsequent histories as related by Mr. Vallance.

One was Buchanan, Harris & Co., afterwards Adam Hope & Co. The second was Richard Jewson & Co. The scope of the business of this firm was not limited, however, to the wholesale end. They did manufacturing in certain lines, and also conducted a retail branch. Mr. Jewson retired in 1872. He built a large building on the site where the T. W. Robinson store now stands. Wm. McGivern & Co. succeeded. The other firm was Daniel McNab & Co., who continued in business until the early 60's. The eldest son of Daniel McNab afterwards conducted a wholesale business in Toronto under the firm name of McNab & Marsh.

At this time the late Senator Wood was engaged in the retail hardware business two doors west, in partnership with a man named Carpenter, the firm name being Carpenter & Wood. They had started in business in 1849, and were then enjoying a good measure of success.

Mr. Vallance started in as office boy. He ran messages, stamped letters and put up the shutters, among other tasks which fell to his lot. For seven years he was employed with Bellhouse, Ireland & Co., and during that time he worked up to the position of salesman. In the year 1860 the firm went out of business and he became a member of the staff of Wood & Leggat, Mr. Wood having allied himself with Mr. Leggat in the meantime. His first position was as clerk in the retail. In 1866 he went out on the road as a traveling salesman.

Early Conditions in Trade.

Through the medium of a conversation with Mr. Vallance one can gain an adequate conception of conditions as they existed in the trade at this early date. It was only in 1853 that the con-

struction of the Grand Trunk began, and the lack of railroad connections was indelibly stamped on the methods of doing business and on the general scope of the merchant. Outside of the larger centres there were few, if any, exclusive hardware stores. The general store was found everywhere. Merchants handled nails, axes, flour, clothing and other necessities of life. As the traveling salesman was then practically unknown, merchants did their buying by mail or drove down to the distributing centres and teamed their goods back. There was one hardware store in Guelph—Mulholland's—now the Bond Hardware Co.; but north and west of that the general merchant had control of the situation.

Dealers used to drive in to Hamilton from great distances, buy their stock or secure it by barter, and then drive back again. One of the most regular visitors that Mr. Vallance remembers was one Barney Griffin, who conducted a general store in the Township of Glenelg, about where Durham now stands. Twice a year Barney drove to Hamilton by ox team, bringing in two casks of potash, which he bartered for goods. There was a great deal of potash exported at that time.

The Days of the Stage.

These were the days of the stage. Freight lines of teams ran from Hamilton to Guelph, Hamilton to Brantford, Hamilton to Galt, Hamilton to London, and Hamilton to Goderich. Shipments were slow in those days, one is led to suppose; but at that goods may have reached their destination in as good time as they sometimes do in this present day of rapid transit—and freight blockades.

Passengers traveled by stage coach. Stages left Hamilton every morning, going in all directions. Mr. Vallance does not authorize the statement that highwaymen were in existence at that time, but one can feel sure that the traveling salesman was subjected to many of the discomforts felt in the days of Dick Turpin. When Mr. Vallance himself took the road—in '66—the Grand Trunk had been completed to many points in Ontario, but all the territory north of Guelph was still untraversed by the steel rails and the country could be covered only by stage.

HARDWARE AND METAL

Long Credit Days.

His experience on the road lasted for seven years, and during that time he gained very thorough knowledge of conditions. It was primarily a time of long credits. Merchants had very little capital to work on; in fact, good character was more essential than capital. If a man were well recommended and impressed the wholesaler as honest and well intentioned, he could secure the goods, even if he had no capital of any account to back him up. It was a case of necessity. Money was very scarce, and, if the wholesaler desired to sell his goods, he had to trust to the honesty of his customers. "We were lucky in those days," states Mr. Vallance, "if we secured half our money in six months and the other half in a year's time. Still, the money came in time."

The retailer had to wait in his turn. It is doubtful if any merchant dreamed at that time of doing business on the cash basis. If they did, it was but a pleasant chimera, a roseate dream of a Utopian future—and a most pronounced absurdity. People had little money to spend. They were busy cutting homes out of the forest and clearing up their land for cultivation. For the most part they lived with the frugality of the

pioneer and bought on promises. The dealer had to trust his customers just as the wholesaler trusted him.

Stocks Were Limited.

Necessarily retail stocks were very limited. The merchant carried just what he found he could sell. Hardware stores contained the kind of stock that would be found now in a new country—tools for clearing the land, household utensils, nails, chain, and so on. The exact replica of articles sold at that time could hardly be found to-day; for, with the advance of manufacturing processes and the changes wrought through man's inventive activity, most lines have been improved. Many of the articles sold then could not be found in a hardware store to-day. In fact, many of the names would quite mystify the present day hardware man. Among the lines then sold heavily, which have since been relegated to the discard of things obsolete, was a long-handled frying pan. It was constructed with a handle sometimes as long as four feet, so that the cook could prepare a meal over an open fire. Another article was a bake pan, made of cast iron and imported from the Old Country, which was provided with a cover so that it could be buried in the ashes.

Ox chains, ox bells and shoes for oxen were big sellers. It is only in the newer regions that these lines are handled to any extent now. Horse nails of the hand-made variety were sold, and dealers generally handled large stocks of Swedish nail rods. These were bought by horseshoers, who in those days made their own nails.

Stoves were not handled in the hardware stores to any extent at this time. They were sold mostly direct, peddlers driving out into the country and canvassing customers.

There has been a complete change in hardware lines since that time. The change has been most marked, perhaps, in builders' hardware. A very complete transformation has been wrought in this department, particularly in appearance.

Goods Cost More.

Mr. Vallance can very successfully combat any who claim that the cost of living is high to-day in respect to hardware lines. Prices fifty years ago were higher in practically all lines than to-day. The advance in manufacturing processes and in production efficiency has made it possible for the factories to-day to produce goods much cheaper than at that time, despite the fact that



An early group photo of the staff of Wood, Vallance Co., Hamilton—Mr. Vallance is shown fifth from the left in the front row—The central figure is the late Senator Wood.

all expenses have advanced unprecedently.

More Quality Goods Bought.

A point which the manufacturer and retailer of to-day should ponder carefully was introduced by Mr. Vallance in respect to the quality of goods sold in the early days.

"The ratio of quality goods sold then was much larger than to-day," declared Mr. Vallance. "People were poor, but they believed in getting the best when they did invest in a new article. There is a more marked tendency nowadays to sell goods of a flashy description, which lack the quality, and consequently the ratio of real quality goods sold is smaller."

There can be no doubt that Mr. Vallance, having been in a position to watch the trade trend and being a close observer of conditions, is well within the facts in this connection. The tendency on the part of a certain proportion of the public to buy cheap goods—and on the part of some dealers to sell them—is not a new one, but it has undoubtedly developed to large proportions of late years. It is a development that is regarded with uneasiness; for the sale of cheap goods is "poor business" for all concerned—producer, merchant and public.

Profits Were Bigger.

As a natural result of the conditions which existed in the early days profits were larger. Dealers had to wait for payment so long that they necessarily had to put more profit on what they sold.

Stores Then—And Now.

The hardware store in the early 60's was far removed from the brilliantly lighted establishment to-day with its plate-glass front, silent salesmen, modern shelving and metal ceiling. We have already referred to the fact that when Mr. Vallance began as office boy one of his duties was to put up the shutters at night and take them down in the morning. Shutters were then an institution. As soon as the business of the day was done up went the shutters, sealing up the windows from burglars and the curious-minded who might happen to pass. There was not a plate-glass window in Hamilton. A few years later the first plate-glass was introduced, and the mercantile body united in classifying the merchants who first took the step as extravagant and rash.

Became Buyer.

But to get back to our story. In '73 Mr. Vallance came off the road to act as buyer for the firm. Six years later he became a partner.

When he first entered the buying end of the business the bulk of the hardware goods sold in the country were

imported from the old countries. Gradually, however, American goods began to creep in. Canadian manufacturing was then in the earliest stages. Among the lines made in Canada were cut nails, stoves, sugar kettles, and even threshing machines. A good deal of the home manufacturing was centred in Hamilton. Many of the firms still prominent in the Ambitious City were then doing business.

A Story of Rapid Expansion.

In 1889, Mr. Leggat retired and the firm became Wood-Vallance & Co. In 1885 a branch had been opened in Winnipeg, of which Geo. D. Wood, son of the senior partner, was head. At Mr. Wood's death, the firm became Wood-Vallance, Limited. In 1902 a branch was opened in Vancouver, which was known as Wood, Vallance and Leggat. In 1904 a branch was opened in Nelson, B.C., under the firm name of the Wood, Vallance Hardware Co., Limited. In 1912 a branch was opened at Calgary, under the firm name of Wood, Vallance and Adams, Limited.

The Secret of Success.

When asked as to the cause of the success that he has achieved in his business, Mr. Vallance gives laconic answer: "Work." He has given his time, his thought, his whole energy to the up-building of the business. "I have stuck to my knitting," he explains. "It is doubly necessary in the hardware business. Hardware is onerous. There is a multiplicity of detail to look to. One cannot scatter his energies in other lines if he desires to make a complete success in hardware."

There is no royal road to success in the hardware business. William Vallance found it so essential to concentrate that he did not engage very actively in other work, in the public service or in kindred business enterprises. The result was that he mastered every phase of his business.

Sixty years of hard work have left Mr. Vallance hale and hearty and as keen as ever. He is down at his office every day and his hand is still "on the wheel." He keeps in touch with every department, directing and advising out of the fulness of his experience. Every year, he takes a trip through the West to visit the branch establishments, of all of which he retains the presidency.

The "grand old man of the trade," is the term that best applies to William Vallance. He has won the respect as well as the admiration of everyone in hardware and the unanimous wish is that he will continue for many years more to actively direct the affairs of his organization and to enjoy the best of health.

COMPANIES INCORPORATED.

Dominion Chain Co. have been incorporated with a capital stock of \$50,000, head office Montreal, Que., for the purpose of manufacturing and dealing in all kinds of weldless and welded chain, cotter pins, wire goods, hardware, parts and accessories for aeroplanes, autos, etc.

"Metals Products, Limited," have been incorporated with a capital stock of \$25,000 for the purpose of dealing in metals and their products and to manufacture specialties and novelties of metals of all descriptions. The head office of the company to be in Montreal, Que.

"The Garlock Packing Co." have been incorporated with a capital stock of \$200,000, for the purpose of manufacturing and selling engine packings and pipe, boiler coverings, engine and mill supplies. The head office of the company to be in Hamilton, Ont.

The capital stock of "The Imperial Oil Co." has been increased from six million dollars to the sum of fifteen million dollars. The company have also acquired the power to take or purchase or otherwise acquire and hold shares of stock in any company or companies manufacturing or dealing in oil stoves or heaters, or any other appliances, machinery, or apparatus in connection with the use of petroleum or any product or by-product of same.

"Sales Company of Canada, Ltd." have been incorporated with a capital stock of \$50,000, for the purpose of manufacturing and dealing in vacuum cleaners of all descriptions. The head office of the company will be in Montreal, Que.

The Self Acting Pump Co. have been incorporated with a capital stock of \$300,000 for the purpose of manufacturing, windmills, towers, tanks, pumps, anvils, hammock chair and novelties, etc., head office to be in Montreal, Que.



TO BUILD NEW PLANT.

New Glasgow, N.S.—It was announced at the first annual meeting of Standard Clay Products, Ltd., that a new plant would be built at New Glasgow to supply the increased demand for glazed sewer pipe, building blocks, etc.

SITUATION WANTED

HARDWARE CLERK — YOUNG MAN — shortly disengaged, requires position. Active, energetic, sober and trustworthy. Box 765, Hardware and Metal, Toronto. (10)

FOR SALE

HARDWARE, TINSMITHING AND PLUMBING business for sale—this business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 758, Hardware and Metal, Toronto. (11)

An Answer to Merger Charge

Considerable discussion has been aroused by the statement made in the House of Commons that high prices were being brought about by a cordage merger. An answer is given in the following communication and the situation is explained at full length.

In the discussion of the high prices that the lobster fishermen are paying for Manila rope, which took place in the Senate at Ottawa on Friday last, Senator Dennis evidently laid the blame on a cordage merger, or combine, which is entirely wrong, as there is absolutely no combination or merger in this business.

Rope for lobster fishing was put on the free list some years ago, and the Canadian market is open to the world, and the price in Canada on Plymouth cordage for lobster fishing, to which reference was made, is exactly the same as in the United States, where there are a great many cordage factories, and the competition for this business is very keen.

The advance in the price of Manila rope has been caused entirely by the extraordinary rise in the cost of Manila hemp. The Cordage Trade Journal of December 19, 1912, says: "Manila fibre has provided the sensation of the year, having advanced on an average about 90 per cent., which has been due to an increased demand for the fibre, and drought and typhoon damages to the fibre plantations in the Philippine Islands."

On January 16, 1913, the same journal, after referring to the still further advances of prices in Manila hemp, says:—"Under such conditions manufacturers have no choice about prices for Manila cordage. If they make a strictly first grade of Manila rope they must ask a commensurate price, and as yet the advance in manufactured goods is not proportionate with the appreciation that has taken place in the cost of raw material."

In the market report in the above issue good grades of Manila hemp were quoted at 7½¢ and 8¼¢ per pound higher than the year previous, and today's quotations in London, England, for the same quality of fibre is 15½¢ per pound, while the advance in prices of lobster rope, made of this fibre, has only been 5½¢ per pound.

It is well known for many years that the Canadian Cordage Industries have been very unprofitable, as is shown by the fact that factories at Peterboro',

Ayton, Walkerton, Chatham and Brandon have gone into liquidation.

The cordage manufacturers regret exceedingly that the lobster fishermen have to pay so much extra for their supplies this season, but it is not the manufacturers' fault, being entirely due to

the high cost of the raw material, principally caused by the drought and typhoon damages to the hemp plantations in the Philippine Islands, which is the only source of supply for Manila hemp.

Independent Cordage Company, Ltd.,
Toronto, Feb. 22.

Toronto Furnacemen Hold Banquet

Address by W. Wrigley on "Overhead Expenses" Leads to Interesting Discussion, in Which Many Take Part—The Necessity of Allowing for Cost of Doing Business Very Strongly Brought Out.

The complimentary dinner given by the Furnace Dealers' Association, Toronto, on Wednesday evening, February 26, was a decided success. The chair was occupied by James McKettrick, who made a neat speech, and welcomed those present. About fifty members and guests partook of the excellent menu that was provided. Song sheets had also been provided, and no one can deny the fact that there are some excellent singers among the members of the association. During the evening a number of songs and recitations of a high order were given, and which were thoroughly enjoyed by all present. Those contributing were: R. B. McKinnon, songs; Mr. Parker, songs and recitations; E. Price, songs and recitations.

During the evening a talk was given by W. Wrigley on "Overhead Cost of Doing Business," after which a discussion followed, in which the following were asked to speak:—E. Holt Gurney, R. B. McKinnon, A. Welch, W. H. Aitkins, H. F. Sellars, A. M. Bond, H. C. Filsinger. During the discussion a number of interesting points were brought out, which had a tendency to show that a large number of men engaged in furnace work did not make a study of that important phase of business called overhead expense. It was pointed out by the speakers that this was a very important problem and that a dealer could not be too well informed regarding this subject in connection with his business.

One member stated that a few years before he had started to figure overhead expense he had put in a certain number of furnaces during the year at a figure which he thought would allow him a certain amount of profit. He found, however, at the end of the year that he had not made any money, and on investigating, he found that the profit he thought he was making was eaten up in overhead expense. Since that time he has paid strict attention to this important phase of his business.

Another point that was brought out was the fact that in many cases the employees were careless in gathering up material that had been left over on the various jobs, and which amounted to a considerable sum each year.

It was also explained that the cut price methods of doing business should be condemned, and that good work should be done and a reasonable price be charged. It was pointed out that it was necessary to have good workmen in order to obtain good results, and that cheap men as a general rule would not produce high-grade work, which they should always attempt to do. Quality should be considered before price.

The souvenir menu was very attractive and represented a sheet of galvanized iron, at the top of which appeared Queen's Head, 30 x 96 x 28. On the menu appeared many catchy phrases, a few of which are quoted: Blue Points, "in half casings, from the clinker beds"; Celery, "cut in the tin-shop"; Olives, "preserved in the water pan"; Lettuce "sprouted in the radiator"; Pommes Julienne, "store size"; Roast, Young Turkey, "Underfed: If a turkey could swim across the waterpan, how could an 'Ox-ford?' Roast Brown Potatoes, "they're grate"; Green Peas, "How'ard or Pease"; English Plum Pudding, "black japanned or oxydized, served in tin boxes"; Ice Cream, "from the co'l'd bin"; Fancy Fine Cake, "raised with hot air, a la heater."

David Millar is president of the association, and W. G. Scott, secretary-treasurer. The very enjoyable evening was brought to a close by singing "God Save the King."

Those in attendance were Jas. McKettrick, David Millar, W. G. Scott, R. B. McKinnon, E. Holt Gurney, A. Welch, W. Wrigley, W. H. Aiken, O. A. Graham, W. S. Montgomery, S. J. Hicks, R. H. Cole, F. Ledgett, C. Spragge, E. Price, J. E. Higgin, A. J. Slatter, G. W. Boden, S. W. Weldon, H. C. Filsinger, Geo. Matthewson, F. E. Ellis, H. F. Sellars, F. A. Young, E. McRae, E. B. Johnson, J. G. Miller, T. H. Bagel, E. T. Wingate, G. Nunn, C. E. Jones, P. Ward, R. Jones, F. A. Murphy, W. F. Porter, F. I. Ludford, W. G. Miller, G. Damious, A. Lajenskey, J. O'Hagan, R. Hughes, H. Stanton, J. C. McFadden, W. J. Hillier, P. J. Dollery, A. M. Bond, H. McArthur, J. Clarke, Geo. D. Davis.

Complete Course of Sheet Metal Work

By L. W. KOSER

On Plate 39 we show an elevation of a sheet metal store front, as well as a partial side view and a section showing the construction. This plate is presented for the purpose of showing the student some of the possibilities of his trade, and to make him familiar with the different technical or architectural names.

The principle of developing the patterns for everything shown on this plate has been gone over in the series, and the tinner should find no difficulty in producing a work of this kind, of course it being necessary to purchase the stamped ornaments and sidings from some firm making these.

The elevation gives the names of each of these and their location.

Everything shown on the elevation is or can be made from sheet metal except, of course, the window glass.

The woodwork on such a building is of the cheapest and roughest, the section showing how it is constructed.

The outside is lined with rough board sheathing, and the metal applied thereto.

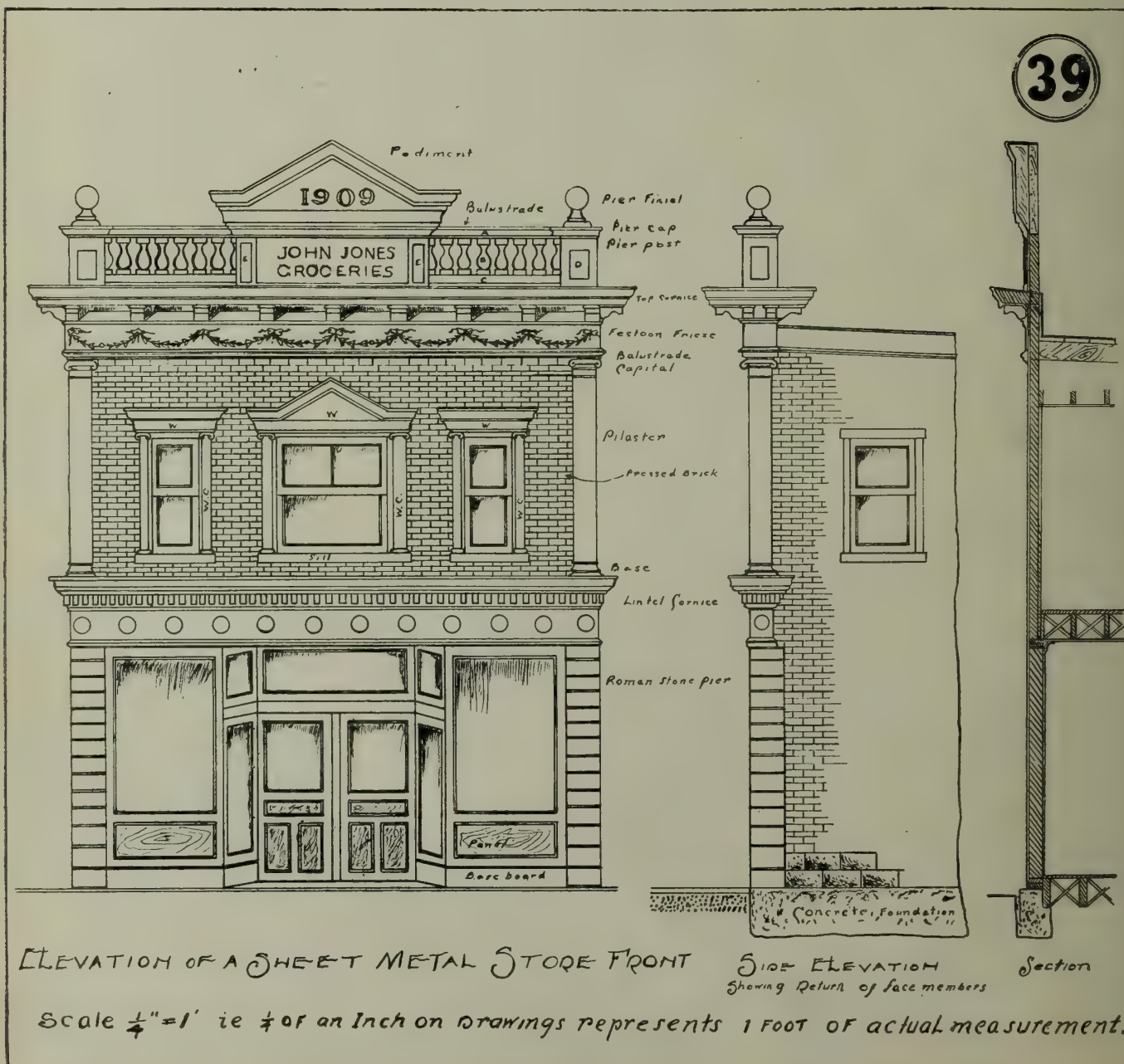
Two or even three layers of building paper can be used under the metal to help keep a normal temperature inside. The inside of the building is lined with dry hemlock lumber (or cheap brand of another), is covered with one or two layers of building paper, and then finished with a nice design of metal ceiling and side walls, the roof being covered with standing seam roofing.

The metal front can then be painted to represent stone, brick and wood the stone parts to be painted a grey color and while the paint is still fresh to be sanded to represent sandstone, that is loose sand is blown on while the paint is tacky and adhering thereto gives the appearance of being made from sand stone.

This treatment is given to the pediment, Balustrade, cornices, window caps, columns and sills, pilasters and piers. The brick finish is given to the brick siding it being painted a brick red and striped with grey or mortar color.

The window sash frames, door casings and frames and panels can be painted white or wood color and grained.

(To be continued.)



Current News of Hardware Trade

Death of A. H. Hawksworth.

Montreal, Que.—The death is reported of A. H. Hawksworth, president of Alfred Hawksworth & Sons, Ltd., millwright supplies, etc.

Death of Edward Stairs.

Halifax, N.S.—The death is reported of Edward Stairs, president of Wm. Stairs, Son & Morrow, Ltd., wholesale and retail hardware.

Leather Factory.

Stratford, Ont.—A by-law is to be submitted to the ratepayers in connection with a proposed leather factory to be erected by B. F. Kastner & Co.

Plant is Progressing.

Sarni Ont.—The new chimney at the local plant of the H. Muller Brass Co. was completed on Saturday. The last brick was laid by R. S. Riffin, secretary of the company.

Death of W. Theobolt.

Winnipeg, Man.—W. Theobolt, a traveller for Ashdown Company, who died suddenly from pneumonia at Russell, Man., is a native of Teeswater, Ont. While living in Mount Forest he was prominent as a hockey and lacrosse player.

Death of Ed. Doyle.

Hamilton, Ont.—Ed. Doyle, for some years a salesman in the Barton St. branch of the Mills Hardware Co., is dead. He had been ill for the past 3 months.

To Make Explosives.

The "Cheddite, Limited," with its head office in Montreal and with a capital of one million dollars, has been incorporated for the purpose of manufacturing dynamite, powder, etc.

W. J. Carter on Executive.

In the list of the executive committee of the retail hardware association in last week's issue the name of W. J. Carter of Picton, Ont., should have been quoted instead of A. M. Watts, St. Catharines.

Business Changes.

Cupar, Sask.—Mildrum-Ellis-Shepherd Co., hardware and furniture dealers, have been succeeded by T. M. Shore.

Makinak, Man.—Jos. Potvin hardware dealer has been succeeded by D. Sauve, Rathevell, Man. It is reported that Caswell Bros., hardware and coal, have been succeeded by W. R. Caswell.

Havelock, Ont.—Richards & Peeling have dissolved partnership and the firm which will now be known as Richards & Son, intend moving their hardware stock into Chas. Fannings vacant store adjoining the post office.

Edmonton, Alta.—G. Schwindt has been succeeded in his hardware business by J. A. Werner.

New Hazelton, B.C.—Cohen, Zachon & Co. have disposed of their hardware, grocery and feed department to Lynch Bros.

Weyburn, Sask.—A dissolution of partnership is announced in connection with the firm of Zabel & Worden, hardware dealers.

Winnipeg, Man.—J. Moscovitch has opened a hardware and furniture store.

Wingham, Ont.—A business change took place this week whereby the hardware business of Richardson & Rae is to be transferred to J. D. Rae, of St. Mary's, as soon as stock-taking is completed. Richardson and Rae have purchased a hardware store in Ingersoll.

Sutton, Ont.—W. E. Sheppard, hardware dealer, is selling out to F. C. Culverwell.

Randahar, Sask.—N. A. McGrattan, hardware, etc., has been succeeded by Einarson & Goodman.

Youngstown, Alta.—H. Curtiss has commenced a hardware and implement business.

Kenton, Man.—John Brown & Son have added a hardware department to their furniture store.

Rosthem, Sask.—S. Peters has taken over the hardware business of A. D. Welk.

Toronto, Ont.—R. H. Falkener, hardware dealer, is retiring from business.

Fox Warren, Man.—Dunlop and Rorke, hardware and furniture dealers are selling out to L. Armit.

Plumas, Man.—H. J. Kitley, hardware etc., is being succeeded by Neil McCaskell.

Winnipeg, Man.—Great Northern Sheet Metal Works are being succeeded by A. S. Paul.

Fort William, Ont.—Hewitt & Co., tin-smiths, have been succeeded by McRae & Co.

Weyburn, Sask.—W. H. Jones, manager of the Weyburn Hardware and Furniture Co., has returned after a two month's visit in England.

Manville, Alta.—H. Iran Smith has taken over a hardware business in this town.

Personal Notes.

London, Ont.—Col. Gartshore of the Mc Clary Mfg. Co. had a slight operation performed on his arm recently in Victoria Hospital.

North Edmonton.—The Wilson Hardware Co. will build a modern brick

structure to be used for an up-to-date hardware store on the Fort Trail this Spring.

Will Sanders of Sanders and Rutherford, hardware merchants, Calgary, Alta. was a visitor in Hamilton during exhibition week.

St. Mary's, Ont.—The body of Jas. Chalmers, a former well-known hardware merchant, who retired from business a few years ago and who died recently, was taken to Quebec, Que., for interment.

Ingersoll, Ont.—H. Warnock, of Vancouver, B.C., has been visiting the Hamilton Hardware Convention and will visit at his home here before returning to the West.

Peterboro', Ont.—A. P. Brown & Co. have leased the Warne building, 171 Simcoe St., and will open a hardware business about the middle of March, Mr. Brown was a visitor at the Hamilton Convention.

J. G. Laberge, formerly in charge of the city delivery of Lewis Bros., Limited, has joined the sales staff and will take over part of the ground covered by Messrs. Geo. E. Karch and A. D. LeBlanc. Mr. Laberge is receiving congratulations on his well deserved promotion.

The following hardware men were in Montreal this week:—

Jos. Julien, Pont Range, Que.

J. B. Dumour, Ste Philomene, Que.

Jas. Hossack, sales manager of the Lufkin Rule Co., has started on a trip through the West.

New Liskeard, Ont.—The Geo. Taylor Hardware Co. store was burglarized and about fifty dollars worth of pocket cutlery was stolen.

Fire Losses.

Toronto, Ont.—Fire in the hardware store of Paul Kamin, 219 Queen St. East did damage to the extent of \$5,000 on the stock, and \$800 to the building.

Cobalt, Ont.—The "Cheddite, Ltd." the new name adopted by the Energetic Explosives Co., whose factory was destroyed in Haileybury last October, have about completed their new factory at Widdifield, on the T. & N.O. above North Bay. The capacity of the plant will be about 14 tons daily and it is expected that the plant will be running in six weeks time.

New Westminster.—The office building of the B.C. Wire and Nail Co., at Queensborough, has been destroyed by fire.

Weekly Market Report --- Metals

METAL NOTES.

An advance in babbitt metals is reported from Montreal.

The early part of the week saw fluctuations downward in a number of metals but since then a stronger tone has been noted. Tin and copper are showing greater strength at time of writing.

MONTREAL.

Montreal, Feb. 26.—Metals seem to be very weak and several declines are reported. Lead appears the strongest with copper a close second. New York advises spot copper steadier and tin showing a strong upward tendency after the steady decline of the past week. London cables a violent fall in tin on Monday, but the market recovered nicely yesterday.

Tin.—The market on pig tin has been dropping all week but late yesterday the market recovered and shows a stronger tone this morning. English markets declined £4 per ton on Monday. There is considerable fireworks in the tin market at present.

The demand for tin sheets is very heavy and stocks are not very large at present.

Copper.—Copper is slightly easier today. New York market is $\frac{1}{8}$ c off from prices quoted last week. There is no change in London market and New York market remains slightly lower. The market seems to be an open one with no agreement between producers. There is no change on the local market but it is likely that the easier feeling in the primary market will affect it sooner or later.

Pig Lead.—London market advanced five shillings during the week but later lost the advance so that it is practically the same as last week. The local market is unchanged. New York advises market firm and unchanged.

Antimony is unchanged and market is quiet.

Spelter.—Market a trifle lower than last week, but fairly strong at the lower level.

Pig Iron.—Spot stocks are quoted at the same price but futures have declined due, probably to the stringency in the money market.

Babbitt Metal.—Babbitt metal advanced this week probably owing to the strong tone existing in the tin markets lately. The advance went into effect before the decline in tin this week. The new quotations are:—

Extra 10c; No. 1 9c; No. 2 8c; No. 3 $6\frac{1}{2}$ c.

Sheet Metals.—There is no change in these lines and demand is quite heavy.

TORONTO.

Toronto, Feb. 26.—The recent fluctuations in ingot metals have not affected the great demand for iron and steel products, and the pressure remains unabated. Ingot metals had been affected by the stock market and a little uneasiness existed. However, there is no cause for alarm, and the outlook for good business is very bright.

Copper is quoted in Toronto at 16c. The price is firm, and it appears as though the bottom had been reached. Considerable buying has been caused by the decline in price.

Lead.—There is a good demand for lead at the present time. No price changes have been noted during the past week.

Spelter.—The market is quiet and prices are unchanged.

Pig Iron.—Business in this line is quiet at present, but it is expected to improve with the advent of spring.

Tin.—Tin remains steady and there is a good demand in small lots. Stocks are light at present.

Copper.—Good business is being done in copper at present. The ruling price in Toronto is still 16c. There is a feeling in a great many quarters that the bottom has been reached and that there will be no further decline in price.

Iron and Steel.—There is still a big demand for iron and steel products. The recent fluctuations in ingot metals has not affected the demand. The heavy demand which has existed for some time is expected to continue. There will be a heavy demand during the coming spring for structural steel of all descriptions.

WINNIPEG.

Winnipeg, Feb. 24.—There seems little chance of cheaper metal, which was predicted in New York at the beginning of last week. Copper has since taken a much firmer tone, and, though steel and iron orders have shown a marked falling off, the United States Steel Corporation has yet unfilled orders to occupy it for eight months.

Locally there is no change. Sheet metal workers anticipate a very busy season, and will, no doubt, reap their share of the great business in building and industrial development that is assured for 1913.

Metallic siding, ceiling and roofing are growing in popularity for cottage and bungalow construction, and manufacturers and dealers should now bring them prominently to the notice of contractors and the building trades. It is generally admitted that metal must shortly take the place of lumber in much Western building.

HARDWARE LETTER BOX



White Sewing Machines.

Bonthron & Drysdale, Hensall, Ont.—“Kindly advise us where the White Sewing Machine Co. is located.”

White Sewing Machine Co., Cleveland, Ohio.—Editor.

Lock Washers.

Purdum Hdw. Co., London, Ont.—“Can you give us name of a firm making lock washers.”

National Lock Washer Co., Newark, N.J.—Editor.

Spiral Springs.

T. M. Lowcock, Nelson, B.C.—“Can you give me through your paper the name of firm manufacturing Spiral Springs, all sizes.”

B. J. Coghlin & Sons, 432 St. Paul St., Montreal, Que.—Editor.

British Bulldog Revolvers.

H. F. Sterling, Sandwich, Ont.—“Can you advise me where Forehand & Wadsworth, manufacturers of the British Bull Dog Revolver are located.”

Forehand & Wadsworth, some time ago sold out to the Hopkins & Allen Arms Co., Norwich, Conn.—Editor.

Wall Ventilators.

J. L. Demers, Thetford Mines, Que.—“Kindly tell us what firm manufactures a wall ventilator.”

The Jas. Smart Mfg. Co., Brockville, Ont.; Clare Bros., Preston; Jas. Stewart Mfg. Co., Woodstock, Ont.; Gurney Foundry Co., Toronto; McClary Mfg. Co., London; Canadian Heating & Ventilating Co., Owen Sound.—Editor.

Mending Awl.

S. & G. Penfold, Guelph, Ont.—“Kindly advise us what firm manufactures a new kind of awl with place in handle for thread which passes down through the needle.”

This is known as the Awl-for-Awl and is made by C. A. Myers & Co., 6391 Lexington Ave., Chicago, Ill.—Editor.

Weekly Market Report --- Hardware

ADVANCES NOTED.

Montreal reports an advance in the price of picks.

Fly screen wire cloth has been advanced to \$1.55 per 100 feet.

Steel machine screws are higher, but in other lines decreases have been made.

Business generally is very brisk.

MONTREAL.

Montreal, Feb. 26.—Spring stocks are being called for quite freely and orders booked for March 1st are being shipped. The trade report good business this week with a gain over last week. Several price changes will be noted. Stocks are beginning to get low on some lines.

Poultry netting and wire screening seem to be the lines most affected at present and shipping of these goods is extremely heavy.

Candlewick has advanced to 26c, and all cottons are very strong. Picks have advanced considerably and following is the new list:

Clay Picks.

5 to 6 lb. picks \$4.30 per dozen.
6 to 7 lb. picks \$4.60 per dozen.
7 to 8 lb. picks \$5.00 per dozen.
8 to 9 lb. picks \$5.65 per dozen.

Rocks Picks.

6 to 7 lb. picks \$5.10 per dozen.
7 to 8 lb. picks \$5.45 per dozen.
8 to 9 lb. picks \$6.15 per dozen.

Zinc sheets have been reduced to 7½¢ per lb.

Barn door track is now quoted at \$3.60 per hundred feet. Fly screen wire cloth has advanced to \$1.55 per 100 square feet.

"Yale" night latches have been reduced about 25 per cent.

Steel machine screws are quoted higher this week and brass machine screws are lower but the exact change is not stated.

Trade in the city is good and on the increase while country business is larger than a week ago. Collections are slower this week, but compare favorably with the same season other years.

Builder's Hardware.—There is a steady demand for these goods. Hinges, butts, etc., are moving very freely. Saws are also in good demand. The supply of nails will hardly be sufficient to meet demand should it continue as heavy as it is at present.

Farmers tools are moving freely, also picks, axes, sweat pads, halters, etc.

Putz cream seems to be in good demand as are also nearly all cleaning

utensils. Wringers and washing machines are moving quite freely. Lanterns are in good demand also nearly all lines of kitchen utensils. A goodly number of special tool sales are being featured in the local retail stores.

Sporting Goods.—Some lines are fairly active, but trading is not as brisk as a week ago and it is expected to be quiet till the summer season opens up.

Rope and Twine.—Trading is very brisk and prices are holding quite firm at the old quotations. Indications seem to point to stiffer prices, but twine alone will tell the tale. It is expected that the demand for binder twine will be exceptionally heavy this year and with the high prices prevailing for raw material it is not likely that easier prices will be seen.

Heavy Metals.—The demand for heavy goods is very good with a large volume of business being accomplished.

Several of the local hardwaremen attended the Convention last week in Hamilton and report the time profitably spent.

TORONTO.

Toronto, Feb. 26.—Business is very brisk with the hardware jobbers. One jobber stated that the month of February would break all the previous records of his firm, for that month. Prospects for good spring trade are exceptionally bright. Booking for spring delivery has been heavy and a large number of the jobbers are busily engaged in shipping spring orders.

Prices are firm and a few advances have occurred during the past week. Disston hand-saws are quoted by the jobbers at 10 per cent. instead of 15 per cent. as formerly quoted at 35 per cent. are now quoted at 30 per cent. An advance of 5c per hundred square feet has taken place on screen wire cloth. Some lines of spring butts have advanced 10 per cent. Coil chain has also advanced in price, the new price appearing in current market quotations. Clay picks and crow bars have also been advanced 20 per cent. in some quarters. Prices are firm and there appears to be an upward tendency on many lines. Rope is still quoted at 27c for pure Manilla, 13c for British Manilla and 12c for Sisal. One dealer states that the trouble in Mexico may have some effect on the price of Sisal. Another advance in the price of Manilla rope would not be surprising in many quarters. A large number of retailers put in heavy stocks some months ago when the prices were low, and higher prices were predicted by Hardware and Metal. Those who delayed purchasing have had to pay the

higher prices. There has been considerable discussion regarding the high price of Manila rope and other products, a great many opinions have been given and they vary to a great extent. One representative of a large cordage concern stated that the high prices may be attributed to the high cost of raw material which represented 80 per cent. of the cost of the finished article. When it is taken into consideration that the cost of raw material has advanced to the extent of 100 per cent. it is said by this representative that it is not unreasonable that the present high prices should be prevailing. The general opinion appears to be that there will be no decline and that if a change takes place that it will be in an upward direction. A letter addressed to Hardware and Metal on the rope situation appears elsewhere in this issue.

The demand for cutting continues, household goods and tools are also being sold in large quantities. The open weather has helped the sale of builders hardware to a great extent.

There have been several changes in price on various lines of builders hardware, the new prices have not been issued as yet, but it is understood that several changes have been made and that advances on some lines and reductions on others have been made. Electrical appliances are being sold in large numbers, special attention is being given to vacuum cleaners at present and it is expected that there will be a large increase in the sales of this line over previous years.

WINNIPEG.

Winnipeg, Feb. 24.—The beginning of the season's building activities may be said to be with us, and excavation work on many of the larger structures planned for the year has made good progress. Winnipeg expects to erect buildings to the value of \$25,000,000, and this sum will be measurably approached by some of the larger Western towns. Calgary figures on \$20,000,000 and Regina on \$15,000,000. That record sales of builders' hardware will be made can hardly be doubted.

The only price change during the past week was a drop of \$1.00 per cwt. in the price of shot. All other lines are steady.

Spring orders are coming in in satisfactory volume, and there is no doubt of a heavy retail trade as soon as outdoor work commences in earnest.

Collections are somewhat disappointing, although said to be fully up to last year's average at this season.

Weekly Market Reports---Stoves

INCREASES SHOWN.

Activity in the stove market is felt chiefly in gas and oil stoves. In general business, however, there has been an increase over the same period for last year and stove manufacturers are confident that the present year will see an increase all around.

The situation in respect to the radiator shortage is somewhat relieved.

MONTREAL.

Montreal, Feb. 26.—The stove market is a little quieter on ranges but more active on gas stoves. The booking on gas stoves shows an increase over the business accomplished during the same period of a year ago. Manufacturers are complaining that collections are very slow and unsatisfactory. Several stove men from here attended the convention of Gas Stove Manufacturers at Toronto last week.

Gas Stoves.—Trading in gas stoves this week has been quite brisk and booking for future delivery is quite heavy, being an increase over last season's business up to the present time. It is expected that the business accomplished this year will show a decided increase over last year's trading.

Ranges.—A few ranges are being sold but the volume of business is light due to the season. Trading if anything is quieter than last week in this line.

Oil Stoves.—There is an increasing demand for oil stoves this season and booking for this line is very pleasing. The better lines of stoves are the favorites.

Repairs.—There is a nice volume of business passing in repair parts. Grates being in especially good demand.

Enamelware.—Good grades of enamelware are selling well and orders are coming forward quite freely. This increasing demand for the better grades reflects the general prosperity of the country at large.

Tinware.—The movement in tinware is heavier and booking is quite heavy. Housecleaning time seems to have wakened the dealers up to a realization of the condition of their stocks.

Radiators.—The scarcity in this line has been overcome to a considerable extent by the efforts of the manufacturers coupled with favorable weather. The shortage is not as keen now as some weeks ago and the manufacturers have

every confidence of catching up with their orders before the spring rush begins.

TORONTO.

Toronto, Feb. 26.—Stove manufacturers report that only a limited number of stoves are being shipped at the present time. This state of affairs is naturally expected at this season of the year. Prospects for future business are very bright. Several orders have been booked voluntarily by dealers for delivery next fall. This has been done with a view to protecting themselves in case an advance should occur. There is no reason at the present time to believe that there will be an advance, but it is in the dealers interest to place his orders early on account of the protection he is thus afforded.

A great many orders are also being placed for oil stoves for spring and summer use, gas plates, gasoline stoves, ovens, etc. These of course will be shipped at a later date, but the tendency has been for the last few years to order early and be prepared if an early spring should set in. There has been a big demand for gas plates during the past few years. Several manufacturers found it impossible to supply the demand last year.

Refrigerators are also being shown and several orders have been placed. Everything points to a busy spring and manufacturers and travelers are very optimistic.

Ranges.—Business is quiet in this line, as may be expected at this season of the year.

Gas Ranges.—A few ranges are being shipped daily, but a large increase in business in this line is expected shortly. The gas range is steadily increasing in popularity and there is a heavy demand at certain seasons of the year. It is also interesting to note that they are now sold during the winter months in fairly good numbers which was not the case a few years ago.

Gas Plates and Ovens.—There will be a heavy demand for gas plates and ovens in a very short time. There was a scarcity on several lines of gas plates last season and as a result of the scarcity the retailers are booking early this season.

Enamelware.—There is a good demand for enamelware. No price changes are noted. Advances were expected in some quarters a short time ago but there does not appear to be any evidence of further advances in price.

WINNIPEG.

Winnipeg, Feb. 24.—There is not yet much demand for ranges, although a few are going out all the time. There should be a considerable improvement in these lines as soon as the rush of immigration begins, and the first batches of new residences in the towns are ready for occupation. The building season has already started, but will not be thoroughly under way for another month.

Gas ranges and oil stoves are coming to the front now, and there is an ever-increasing city demand for electric cooking apparatus. This line should be a very profitable one to handle during the start of warm weather, when many people move to suburban homes where gas is not laid on.

There has been a big movement of enamelware during the past two weeks, and aluminum utensils are evidently growing in favor.

IRON MARKET STRONGER.

Pittsburg.—Blast furnace interests in Pittsburg and the valleys report this week a slight improvement in the pig iron situation, inquiries coming out for basic for March shipment from consumers who had exhausted their tonnage earlier than expected for the first quarter. There is also a better demand for foundry, but only in small lots, running from carloads to 400 tons for prompt shipment, with prices unchanged. Basic inquiries for March are from steel foundry interests and are from 2,000 tons down to a few hundred. Furnace stocks of iron are no larger, as shipments are being made equal to production on contract obligations. Broadening of Bessemer steel demand has made the Bessemer iron market the strongest of all, with no decline in price for spot or forward deliveries during the first half period. Some consumers of pig iron are asking for anticipated shipments.

CHANGES IN STAFF.

The RichardsWilcox Mfg. Co., of Aurora, Ill. and London, Can., announce two changes in their selling force. A. F. Buck, of Omaha, Nebr., will represent them in Kansas and Missouri. He succeeds C. H. McKendree. L. Weeda, of Dubuque, Iowa, who some years ago represented the firm in North and South Dakota, will again sell the line in that particular territory.

Methods of Retailing Paints and Varnishes

Lecture on Paint and Varnish Making

L. R. Greene Delivers Interesting Address Before Convention, Showing the Various Processes Necessary in the Manufacture of These Lines—Tests Are Necessary at Many Stages of the Process.

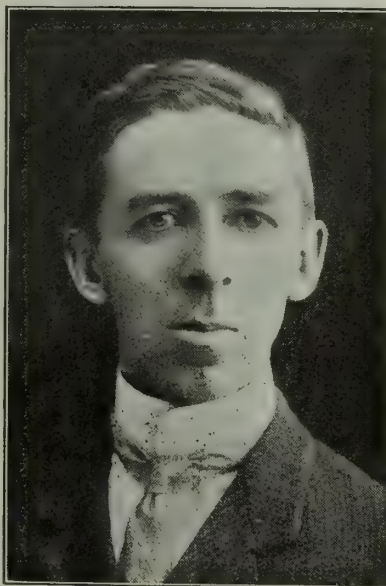
L. R. Greene, advertising manager of Sherwin-Williams Co., of Canada, gave a very interesting lecture at the Hamilton Convention on the process of paint and varnish manufacture. The lecture was illustrated by lantern views.

Mr. Greene gave full information regarding the various phases of paint-making from the process of securing the raw material to the placing of the finished product in the cans, ready for sale. The making of dry colors was fully described and with the aid of illustrated views a large amount of the machinery used in this process was shown. The making of linseed oil, making of white lead, varnish making, and the making of ready-mixed paint, were gone into in a very thorough manner. The address proved very interesting and educative to the large audience present.

Extracts from the lecture are appended.

The paint industry in this country is a very important one. With the growth and development of the paint business, there has been a consistent advance in the method of manufacture. The best prepared paints on the market to-day represent the results of years of careful experiments, carried on by experienced chemists and practical paint men. The amount of money expended by the leading paint manufacturers in carrying on experimental work during the last decade or two has run into tens of thousands of dollars.

All these careful investigations, both scientific and practical, all these tests and experiments, have in some measure standardized the business of paint-making and to-day certain important materials are recognized as being those which we must use in order that a prepared paint may give the most satisfactory results. The most important ingredients of good paint are pure lead, pure zinc, pure linseed oil, pure turpentine, and the necessary coloring pigments and driers. In good paint-making the purity of the raw materials is tremendously important, and it is the aim of every manufacturer who is conscientiously trying to make a good paint line live up to a high standard of purity and excellence, to



L. R. Greene.

safeguard carefully the quality of the raw materials that enter into their finished products. This is a matter that demands strict attention owing to the variations in the methods of manufacture by the various concerns producing the raw materials.

Purity and uniformity are not the only important factors in paint-making. It is possible to take flour, butter, eggs and other necessary ingredients all of the very best quality, and still not make a good cake, but the good cook who knows how to use the ingredients may take the same proportions and ingredients and produce a good cake that is exceedingly palatable.

No matter how good the leather a poor shoemaker cannot make a good pair of shoes. The same rule applies to a poor tailor who, although he may have the best grade of cloth and thread, cannot produce a good suit of clothes. So in addition to having the right raw materials, another big factor in paint-making is to have a manufacturer who knows how, and who has the facilities for putting the materials together in correct proportions, and combining them in the right way. So there enters into paint-making the work of the experienced

chemist, the practical paint man and his equipment of special machinery to give the best results.

Materials Are Tested.

After the paint manufacturer has assembled his raw materials in his storage rooms, it is necessary for him to have them tested for purity and to see that they are uniform in quality and up to the standard, as necessary according to the formulae used by the manufacturer for each particular product that he produces. This is where the chemical laboratory plays an important part in the modern paint manufacturing plant. A special laboratory is used in connection with varnish making.

Prepared paint for painting buildings, outside and inside, is usually one of the most important products produced by any large paint manufacturers. To the hardware man it is also of great importance, as a profitable retail paint business usually has for its backbone the marketing of a high-grade prepared paint for painting buildings. The various ingredients such as lead, zinc, oil and color pigments are usually mixed in large steel tanks. The liquids that are used are usually run through pipes to the tanks. This does away with the necessity of carrying the liquids in pails or barrels. The various ingredients are thoroughly mixed to a stiff paste and are let down into the grinding machines. The paint in paste form is ground in the mills to an impalpable fineness. From the grinding mill it is transferred to the thinning tanks. After the paint is thinned to the proper consistency for use, it is drawn off and put into the packages for marketing. A visit to any of the modern paint factories will convince the most skeptical that the paint manufacturers are doing all in their power to produce the highest quality of goods and that they realize that the success or failure of their business depends to a great extent on the quality of the goods they produce.

Varnish Making.

In almost every store that handles paint you will find some cans of varnish. Although Varnish is marketed as "Varnish" as far as the paint business is concerned, it can almost be called raw material, as it enters into the manufacture of buggy paints, enamels, etc.

An Old Industry.

The oldest history we have of varnish making was that it was used by the

Egyptians for coating their mummy cases, which are without doubt 2,500 years old. Analysis has proven that the varnish they used was made from fossilized rosins, probably brought from Africa.

Varnish making in America does not date back much over 100 years. It is said that the first factory for making varnishes was built in New York City about the year 1800.

The most important ingredients entering into the manufacture of varnishes are the gum, pure linseed oil and pure turpentine; other liquids are used but these are the most important. The gums mostly used are the Zanzibar Copal, coming from Africa, Kauri Copal which comes from New Zealand, and New Caledonia, (which is sometimes called India Copal) and a number of others are also used to some considerable extent. Hardfossil gums like Zanzibar and Benguela are very scarce and consequently high in price. Rosin is used quite extensively in cheap varnishes. Its use, however, is almost positive assurance that the varnish produced is liable to become brittle, crack easily and quickly from exposure, and soften readily under heat.

The real work of the varnish manufacturer commences after the gums have reached the factory: then comes the careful and intelligent sorting and grading of the gum, the better specimens being selected for the high grade varnishes. Each piece of gum is taken individually, all the rough and discolored outside chipped off until the solid heart of the piece is obtained, which is used for the better grade of varnishes. The chippings, possessing practically the same quality, are used in the manufacture of varnishes which do not necessarily have to be light in color, yet must be good in quality. All this work must be done by men who are experts in this particular line.

After having carefully sorted and prepared the gums, according to the nature of the finished product desired, the next process is to fuse or melt them. This is done in large copper kettles on wheels which are placed over coke fires. After the gums are melted, the required amount of oil, which in the meantime has been heated to about the same temperature, is added. The gum and the hot oil readily unite, but if a perfect union is assured, the proper heating and cooking is necessary otherwise there are possibilities of the oil and gum separating upon cooling. This is very important in the process of varnish-making and here is where the expert varnish-maker does good work.

Addition of Solvents.

After the proper combining and cooking of the gum and oil comes the addi-

tion of the solvents, which are usually Turpentine, Benzine, Benzol, Alcohol, etc., depending on the character and quality of the varnish. After the solvent has been added, the varnish is cooled usually outside the building in the shelter of special cooling sheds, which practically means in the open air.

After the process of cooking, cooling and adding of liquids has been finished, the time so taken, the temperature, etc., being determined by the nature of the varnish, it is ready for filtering. This operation is a very important one and has a decided influence in the quality of the finished product.

The varnish is forced through a specially designed filter and it is obliged to pass through a number of heavy filter cloths and filter papers. By this operation it is transformed from a muddy or cloudy liquid to a clear transparent one without sediment.

Varnish is "Aged."

After being filtered the varnish is stored in large steel tanks for aging. The proper aging of the varnish makes it clear and brilliant, another particular quality that is indispensable in all high grade varnishes. The aging of varnish is exceedingly important and improves it in the same way that aging is necessary in making good wine.

In varnish making the various processes are checked very carefully and the varnish is examined not less than three times, for body, color, uniformity, etc., before it reaches the storage tank. After the varnish has been satisfactorily aged it is put up in containers for the market.

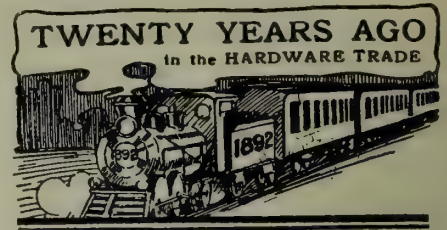
Prior to the filling, regardless of the many precautions already taken, it is once more tested out by the various qualities which it is supposed to possess. If not up to the standard in every respect the goods are not allowed to go out.



WANT BULK SALES ACT.

Representatives of farm implement firms and wholesale mercantile houses doing business in Alberta and officers of the Boards of Trade of Calgary, Edmonton and Lethbridge called upon Hon. Arthur Lewis Sifton, Premier of the province, and members of the Cabinet Council at the Government buildings in Edmonton on February 17, to urge legislation affecting their business. The first named delegation, accompanied by counsel, requested that a uniform implement contract be put into force throughout the province, while the wholesale men asked for the passage by the Government of the Bulk Sales Act, such as is now in force in Quebec, Manitoba, Saskatchewan and British Columbia.

Premier Sifton assured the implement men, represented by T. S. McMorran, of Regina; W. E. Hall, Calgary, of the Cockshutt Plow Company; O. S. Chapin, of Chapin & Co., Calgary, and W. Wutheridge, of the John Deere Plow Company, that their request would be given consideration, saying also that the Government desired to properly protect the interests of the farmers.



The following items were taken from the issue of Hardware and Metal of March 4, 1893:

"The annual meeting of the Canada Paint Co., was held at its offices on Saturday afternoon. President S. F. McKinnon was in the chair and there were also present; W. H. Howland, vice-president; R. Munro, managing director; H. M. Pellatt, secretary; W. Bell, Thomas Walmsley and Samuel Tees."

* * *

No fewer than twenty-three failures were announced in this issue, although showing some improvement, times were still far from bright and business men had their difficulties.

* * *

"At the annual meeting of the Canadian Iron Founders Association, held at the Royal Hotel, Hamilton, W. M. Gartshore of London was elected president."

Editor's Note.—Col. Gartshore is today general manager of the McClary Co., London.

* * *

"Local wholesale hardware men appear to have a good cause for grievance against the customs regulations. The trade was given to understand some time ago that no duty would be imposed on catalogues coming into the country. One firm at least discovered it had been laboring under a delusion, it being notified by the local authorities that there were some catalogues for it lying at the Customs House which could be obtained on the payment of a duty ranging from 11 cts. up to 80 cts."

Editor's Note.—There is a duty today on catalogues sent into the country in bulk for general distribution. Catalogues sent in singly to a specified address are free.

Store Fronts That Attract Trade



Have you ever noticed that the busiest stores in your town have the most attractive fronts? These fronts were not put in because the crowds came, but the crowds came because the fronts were put in. We would be pleased to make up sketches especially to suit your requirements and quote prices. We operate our own factories and assure you of prompt service and best prices.

Send for catalogue and complete information.

The Winnipeg Paint & Glass Company, Ltd.

"Everything for a Building."

Calgary Paint & Glass Co., Ltd.
Calgary

WINNIPEG

Edmonton Paint & Glass Co., Ltd.
Edmonton

Suppose, Sir, you were able to increase your paint business this year 100% or more

—suppose you were able to do this by simply accepting a different kind of proposition that has been tested and proved a puller.

—suppose this proposition is based on a fine line of goods—covering every need in interior decoration and exterior protection.

would you not give the proposition a hearing?

That's all we want—a chance to show you.
Say when—and our man will be there.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
Limited, TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

THE PAINT MARKET.

Splendid business is reported in paints and oils. The manufacturers of prepared paints are busily engaged in getting out their spring orders.

An advance of 1 cent per gallon has taken place in gasoline.

Turpentine is reported to be very firm.

MONTREAL.

Montreal, Feb. 25.—Business in paints continues good and the situation is practically the same as last week. Prices are unchanged. Orders booked for future delivery are quite heavy and promise well for the season's business. Several paint manufacturers from here attended the Hardware Convention in Hamilton last week.

Linseed Oil.—There is no change in the oil situation locally, and prices are firm at last week's quotations. There seems to be a feeling that prices will stiffen and indications seem to point in this direction but of course the actual advance is dependent on conditions that make it difficult to forecast the movement. English oils are a trifle weaker than last week but this will hardly affect the local situation as oils here are below cost of English oil laid down here. Local prices are now uniform this week which might be taken as an indication of firmer prices.

Turpentine.—The situation here remains unchanged and prices are firm. The demand is fairly active with considerable booking for future delivery. The price is still ruling around 60c, although the feeling seems to be that prices will stiffen shortly.

White Lead.—The demand continues quite heavy and prices are ruling at the same level as last week. There is practically nothing new to report and while trading is quite heavy, it is devoid of interesting facts.

Glass.—Glass is in rather quiet demand owing to the season of the year. Prices remain the same as last week and are quite firm at that quotation. An advance has been expected for some little time, but it has not materialized as yet.

Putty.—There is little demand for putty on the local market owing to the dullness in the glass market. Prices are unchanged, but advances are anticipated.

Mixed Paints.—The demand for ready mixed paints is quite heavy and the booking to date is quite pleasing to the paint manufacturers. Prices are very firm.

Oils.—There is no change in oil prices on the local market and the situation is simply a repetition of last week.

TORONTO.

Toronto, Feb. 26.—The paint market in Toronto is in much the same condition as during the previous week. With the exception of turpentine there has been no change in quotations. Linseed oil is still quoted at 58c for raw and 61c for boiled oil in single barrels, with the usual quantity reductions.

Turpentine is quoted at 66c per gallon in single barrels. The price on turpentine is firm, and in some quarters a further advance is expected, although the matter of price appears to rest in the hands of dealers in the South, who have the stock on hand.

No immediate change is expected on linseed oil, although the price of seed has declined. Canadian oil is at the present time about 10c per gallon lower than the price at which English oil could be imported. European reports state that there has been a shortage in the Indian crop, but that the surplus available in Canada and the Argentines will more than balance any Indian shortage. There is usually a shortage on linseed oil during the month of April, but this is generally caused by the inability of the railway companies to supply prompt transportation.

Pure white lead is still quoted at \$8.40, and the price is firm.

No change has taken place in the price of glass and putty.

Paint manufacturers are very busy, and report that spring orders for ready mixed paints and varnishes are very heavy. A large volume of business is expected in the ready mixed paint line during the coming spring.

Turpentine.—The ruling price is 66c per gallon in single barrels. The demand is not heavy at the present time.

Linseed Oil.—Raw oil is quoted at 58c and boiled oil at 61c in single barrels. There has been a decline in the price of seed. Considering the high price of oil in other countries, it is not expected that there will be a decline in the price here.

Glass.—No change is reported in the price of glass. The threatened strike in Belgium appears to have been more of a political strike than a wage strike, and it is not thought that the glass market will be seriously affected.

Putty.—There is the usual demand for putty at this season of the year. The price is unchanged.

Ready-made Paints.—Manufacturers are very busy getting out spring orders. Booking for spring has been heavy, and

active preparations are under way in several localities to make the present year a record breaker in this line. The outlook is exceedingly bright.

Gasoline.—An advance of 1c per gallon has taken place on gasoline. With this advance the present quotations are 25½c per gallon.

WINNIPEG.

Winnipeg, Feb. 24.—Paints, oils, varnishes and kalsomines and all lines of painters' and decorators' supplies are now moving out freely, and a season of exceptional activity is anticipated on account of the immense building development planned, not only in Winnipeg, but in all the towns and villages of the West.

Trade in window glass is for the present quiet, but is expected to pick up with the opening of the building season.

The next two weeks should see a much brisker demand for gasoline and lubricating oils, and these should be lines brought to the front as soon as the autos are filled up for summer service.



In the course of a discussion at a dinner given recently by the Furnace Dealer's Association in Toronto it was shown that a large leak existed in many places on account of employees leaving the various jobs without taking away unused material that had been left over. It very often occurs that this material is forgotten, and it amounts to a large sum during the course of a year.

It was mentioned by several members that they have often found fittings and other material on top of joists and in various corners of buildings. This is an unnecessary leak and should not exist, a number of firms have special forms that are used in order to prevent leaks of this description. In the issue of Hardware and Metal, Dec. 21, a system is shown that is used by the Orillia Hardware Co., Orillia, Ont., and which has successfully overcome the difficulties mentioned. We are informed by the manager of the firm that they save hundreds of dollars per year on account of using their system which enables them to keep a complete record of all goods leaving their stock-room.

YOUR name, your town, your province. That is all you need send us. We shall take your three words to mean nothing *more* than this:

Write three words

Better to write it now—in pencil—than to miss this chance.

“Send me the plain facts of your exclusive agency proposition.”

We'll then quickly explain to you an interesting offer. You shall learn what our position, as the only paint firm in Canada who corrodes and grinds its own white lead, means to your customers in Brandram-Henderson “English” Paint.

You shall know the *full* significance of our simple, guaranteed formula, 70% pure white lead, 30% pure white zinc. Lastly, you shall hear the details of an unusually *strong* advertising plan.

Brandram-Henderson agents have grown greatly in number this year already. Room for additional names is getting smaller as spring trade approaches. Please write those three words *now*. Have you a convenient pencil? Here is a convenient space to use:

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 5; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto

Plates, 1/4 to 1/2 inch, per 100 lbs. 2.60 2.70

Heads, per 100 lbs. 2.85 2.95

Tank plates, 3-16 inch 2.70 2.80

Boiler tubes 2.60 2.60

" " 2 " 8.65 8.70

" " 2 1/2 " 11.00 11.00

" " 3 " 12.60 12.70

" " 3 1/2 " 15.75 15.85

" " 4 " 20.20 20.30

BRASS.

Spring sheets, up to 20 gauge, .027

Rods, base 1/4 to 1 inch, round, .023

Tubing, seamless base, per lb., .026

Tubing, iron pipe size, 1 inch base, .026

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER PER 1000 LB.

Casting ingot 18 25

Out lengths, round bars, 1/2 to 2 in. 27 00

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00

Copper sheet, tinned, 14 x 60, 14 oz. 30 00

Copper sheet, planished, 14 x 60, base 37 00

Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal, Toronto

Canadian foundry, No. 1. 22 50

Canadian foundry, No. 2. 19 00

Middleboro, No. 3 pig iron 21.00 22.00

Summerlee, No. 2 pig iron 24.00 24.50

Carroll, soft 25 00

Cleveland, No. 1 22 00

Clarence, No. 3 24 00

Jarrow 25 50

Glenasmock 26 00

Rador, charcoal iron 33 75

Ayresome, No. 3 25 00

Ferro Nickel pig iron (800) 25 00

Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50

Angles 5 " base 2.50 2.50

Common bar, per 100 lbs. 2.10 2.65

Forged iron, per 100 lbs. 2.25 2.35

Refined iron, per 100 lbs. 2.35 2.40

Horseshoe iron, per 100 lb. 2.20 2.20

Mild steel 2.20 2.20

Sleigh shoe steel 2.20 2.25

Iron finish machinery steel (domestic) 2.25 2.25

Iron finish steel (foreign) 2.20 2.25

Reeled machinery steel 2.60 3.00

Tire steel 2.30

Sheet cast steel 0.15 0.15

Toe calk steel 3.10 3.15

Mining cast steel 0.07 0.08

High speed 0.65 0.65

Capital tool steel 0.50

Cammell Laird 0.15

Black Diamond tool steel 0.08 0.08

Corona tool steel 0.06 0.06

Silver tool steel 0.12 0.12

Cold Rolled Shafting.

3/16 to 1 1/16 inch 0.06

1/2 to 1 7/16 inch 0.05 0.05

1 7/16 to 3 inch 0.65

Montreal, 5c and 1 T. onto, 30.

BLACK SHEETS.

Montreal, Toronto

10 gauge 2.70 2.70

12 gauge 2.75 2.75

14 gauge 2.80 2.85

17 gauge 2.60 2.65

18 gauge 2.60 2.65

20 gauge 2.60 2.65

22 gauge 2.65 2.75

24 gauge 2.65 2.75

26 gauge 2.75 2.85

28 gauge 2.85 3.00

CANADA PLATES.

Ordinary, 52 sheets 3.10 3.00

All bright, 52 sheets 3.70 4.15

Galvanized—Apollo D. Crown Ordinary

18x24x52 4.45 4.45 4.75

60 4.70 4.70 5.00

20x28x80 8.90 8.90 9.50

20x28x80 9.40 9.40 10.00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6.75

24 gauge, per square 5.50

26 gauge, per square 4.25

28 gauge, per square 4.00

Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-lis Gorbals Best Best

16-20 3.70 3.35 3.70

22-24 3.75 3.40 3.75

26-28 4.20 3.80 4.20

28 4.45 4.15 4.45

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

IRON PIPE.

Black, Galv.

1/4 2.04 2.86

1/2 2.72 3.57

3/4 3.16 4.31

1 4.64 6.19

1 1/4 6.19 8.44

1 1/2 7.43 10.13

2 9.90 13.50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c.

Medium and extra heavy fittings 70 p.c.

Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

Heavy copper and wire, lb. 0.11 0.11 0.11 0.11

Light copper bottoms. 0.09 0.09 0.09 0.09

Heavy red brass 0.10 0.10 0.10 0.10

Heavy yellow brass 0.08 0.08 0.08 0.08

Light brass 0.06 0.06 0.06 0.06

Lead 0.02 0.02 0.02 0.02

Scrap zinc 0.03 0.03 0.03 0.03

No. 1 wrought iron 2.60 10.00

Machinery cast scrap, No. 1 16.00 14.50

Stove plate 12.50 13.00

Malleable 9.00 9.00

Miscellaneous steel 5.00 6.00

Old rubbers 0.09 0.08 0.08 0.08

LEAD.

Domestic (Trail), pig, 110 lbs. 4.95 5.00

Imported pig, per 100 lbs. 4.95 5.00

Bar pig, per 100 lbs. 5.50 5.50

Sheets, 2 1/2 lb. sq. ft., roll 7.50

Sheets, 3 to 6 lb. ft., roll 6.75

Out sheets 1/2 c per lb. extra.

Out sheets to size, 1/2 c per lb. extra.

LEAD PIPE.

Lead pipe, 7/16 c, 15 per cent. off.

Lead waste pipe, 9c; 15 per cent. off.

Traps and bends, 30 per cent.

SOLDER.

Per lb. Montreal, Toronto

Bar, half-and-half, guarant'd 30 3/4 0.30

Wiping 0.23 0.22

SHEET ZINC.

5-cwt. casks 8.25 8.50

Per cent. 8.50 8.50

SPELTZ.

Foreign, per 100 lb. 7.00 7.00

TIN AND TINPLATES.

Lamb and Flag and Straits—

55 & 28-lb. ingots, 100 lbs. \$54.00 \$54.00

Beddipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box

I C, 14x20 base \$7.00

I X, 14x20 base 8.25

I X X, 14x20 base 9.50

Raven and Mixer Grades—

I C, 14x20 base 5.00

I X, 14x20 base 6.00

I X X, 14x20 base 7.00

I X X X, 14x20 base 8.00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base 7.00 7.00

I X, 14x20 base 8.25 8.25

I X X, 14x20 base 9.50 9.50

"Allway's Best" Standard Quality.

I C, 14x20 base 4.55

I X, 14x20 base 5.55

I X X, 14x20 base 6.55

Bright Cokes.

I C, 14x20 base 4.50

20x28, double box 9.00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets 8.25

I X, Terne Tin 9.75

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs. 7.50

XX, 14x56, 50 sheet bxs. 7.50

Tinned Sheets.

72x30 up to 24 gauge, case lots 8.50 8.00

72x30 up to 26 gauge, case lots 8.95 8.50

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Out Hay Baling Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Colled Spring Wire.

High Carbon, No. 9, \$2.35 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.25; No. 26, \$8.50; No. 27, \$8.75; No. 28, \$9; No. 29, \$9.25; No. 30, \$9.50; No. 31, \$9.75; No. 32, \$10; No. 33, \$10.25; No. 34, \$10.50.

Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Colls.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.

—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.75; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.10. In car lots straight or mixed. Poultry Netting.

2-in. mesh, 19 w.g., 60 p.c. off.

Other sizes 80 and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and 2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 4/2

Galvanized, plain twist 2 95

Car lots and less.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, 3/4, 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 1/2, 3/4, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85

Plain 2 65

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 80

In barrels, 5-gal. tins 0 80 . 80

Beeswax.

Per lb. 0 40

Chemicals.

Sulphate of copper (bluestone) 0 87

Litharge, ground 0 07

" flaked 0 07 1/2

Green copperas (green vitrol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ocre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. irons 0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co. 1 80

Cee Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustrite 1 80

Glue.

Per lb.

French medal 0 10

German common sheet 0 10

German prima 0 15

White pigfoot 0 25

Brantford medal 0 10

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 20

" white glue 0 12

" 100 flake 0 10

Perfection amber ground, No. 1230 0 15

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

Parls Green.

Drums, 50 and 100 lbs.

Packets, 1-lb., 100 in case.

Packets, 1/2-lb., 100 in case.

Tins, 1-lb., 100 in case.

Paris White.

In bbis. 0 90

Pigments.

Orange Mineral, casks 0 08 1/2

" 100-lb. kegs 0 08 1/2

Prepared Paints, Per gallon in qt. tins

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Windsor) 1 80

"New Era" house paint (Windsor) 1 85

Benj. Moore Co.'s "Egyptian" Brand 1 50

Moore's pure linseed oil, H.C. 1 65

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle 1 60

Martin-Senour, 100 p.c. pure 2 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jamieson's Crown and Anchor brand 1 60

High Standard 2 00

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 50

Putty.

Standard

Bulk, in casks 2 45

" 100-lb. drums 2 70

Bladders, in bbis. 2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt 6.25 6.25

Genuine, 100 lb. kegs, per cwt 6.50 6.50

No. 1 casks, per 100 lbs. 5.75 5.75

No. 1 kegs, per 100 lbs. 6.00 6.00

Shingle Stains.

In 5-gallon buckets 0 75

Turpentine and Oil.

OILS.

Montreal, Toronto

Can. Prime white petroleum, gal. 0 16 0 14 1/2

U.S. Water white " " 0 16 0 15

U.S. Pratt's astral " " 0 20 0 17

Castor oil, per lb., in bbis. 0.08 0.09

Motor gasoline, single bbis. 0.27 0.24 1/2

Benzine, per gal., single bbis 0.27 0.23 1/2

Pure turpentine, single bbis 0.60 0.64

Linseed Oil " Raw 0 87 0 88

" " boiled 0.60 0.61

Rosin, "G" grade, bbl. lots 8 45

Varnishes.

Per gal. cans.

Carriage, No. 1 1 50

Pale durable body 3 50

" hard rubbing 3 00

Finest elastic gearing 3 00

Elastic Oak 1 80

Furniture, polishing 2 00

Furniture, extra 1 50

" No. 0 80

" Union 0 80

Light oil finish.

Gold size Japan 2 00

Turps, brown Japan 1 80

No. 1 brown Japan 1 10

Backing black Japan 1 35

No. 1 black Japan 0 85

Benzie black Japan 0 75

The Quality Quintet

Each member of the "INTERNATIONAL" family is guaranteed by its makers, and is backed by over 40 years' reputation for quality.

Here are a few leaders it will pay you well to feature:—



The one Perfect Floor Varnish



White Enamel. The Immaculate Finish.



The Dainty Household Lacquer



Stains, Acid and Oil



Finishes



TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

New York

Chicago

London

Berlin

Brussels

Melbourne

Largest in the world and first to establish definite standards of quality

Full Imperial Measure in every can bearing an International Label.

S-20

Honestly ARE you selling as many Oil Lamps as you might?

Do you realize how many homes depend upon them solely, and that every home should have at least one for emergency?

Is your line of oil lamps one that you are *proud to show* and that *tempts purchase*? Don't overlook a good thing here.

Pilabrasgo Lamps

Right in Quality

Exhaustive scientific tests show that Pilabrasgo Lamps, equipped with "Success" burner, give more light per quantity of oil than any lamp on earth.

And what's just as much to the point, they're **Right in Price.** Why not make this department yield its full revenue? Your customers will buy the Pilabrasgo kind. Drop us a card, and we'll come with photographs.

Right in Looks

That's only one part of it. Pilabrasgo lamps make a persuasive appeal to the eye. Beautifully modelled and decorated or plain, practical types—we meet every demand.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road.



London, Ontario

R. E. Davis, Special Representative

IIARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copalline varnish	2 25
Granite floor finish	3 25
Janisone's floor enamel	1 75
Sherwin-Williams kopal varnish	2 25
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	3 40
"Flint-Lac," coach	1 80
R.H. Ltd., "Gold Medal," cases	2 25
Dependol L.H. Oil Finish	1 55
Elastic Floor	2 55
Flattish floor finish	3 00
Elastic exterior finish	4 25
Stovepipe varnish, 1/2 pt., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Window Glass.	
Size United	Double
Inches.	Star Diamond.
Under 26	\$ 4 25 \$ 6 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 00
61 to 70	5 75 8 50
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	7 50 15 00
91 to 95	8 50 17 50
96 to 100	9 50 20 50

Toronto, 15 p.c.	
Size United	Double
Inches.	Star Diamond.
Under 26	\$ 4 40 \$ 6 40
26 to 40	4 80 6 85
41 to 50	5 20 7 60
51 to 60	5 60 8 00
61 to 70	6 00 8 40
71 to 80	6 40 11 00
81 to 85	7 00 12 50
86 to 90	7 50 15 00
91 to 95	8 50 17 50
96 to 100	9 50 20 50

White Lead Ground in Oil	
Size United	Double
Inches.	Star Diamond.
Under 26	\$ 4 40 \$ 6 40
26 to 40	4 80 6 85
41 to 50	5 20 7 60
51 to 60	5 60 8 00
61 to 70	6 00 8 40
71 to 80	6 40 11 00
81 to 85	7 00 12 50
86 to 90	7 50 15 00
91 to 95	8 50 17 50
96 to 100	9 50 20 50

Western Schedule.	
Terms—2 p.c. 30 days or net 3 months	
from date of shipment. Packages 25	
lbs. and over 500-lb. kegs, 15c per 100	
lbs. lower. Delivery—F.O.B. Toronto	
or Hamilton; London, 5c per 100 lbs.	
extra.	

White Zinc (Dry)	0 07 1/2
Extra Red Seal, V.M.	0 07 1/2
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2
Whiting.	
Plain, in bbls.	0 70
Gliders bolted in barrel	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 6 00
Barrell hatchets	5 50 6 85

Buckworth, per lb	0 10 1/4
Ammunition	
"Dominion" Rim Fire Cartridges and	
C.B. caps, 50, 10 & 2 1/2 p.c. B.B. caps,	
50, 10 and 2 1/2 p.c.; Centre Fire Pistol	
Cartridges, 25 and 2 1/2 p.c.; Centre Fire	
Sporting and Military Cartridges, 10	
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;	
Brass Shot Shells, 45 and 12 1/2 p.c.;	
Shot Cartridges, discount same as ball	
cartridges, f.o.b. any jobbing point east	
of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10	
p.c. "Sovereign" Bulk Smokeless	
Powder, 30 and 10 p.c. "Regal" Dense	
Smokeless Powder, 30 and 10 p.c.;	
"Imperial" Shells, both Bulk and Dense	
Smokeless Powder, 30 and 10 p.c. Empty	
Shells, 30 and 10 p.c. 90 days net.	
Shot discount, 47 1/2 per cent.; cash	
discount, 2 per cent. 30 days;	
net extras as follows, subject to	
cash discount only: Chilled, 40c; buck	
and seal, 50c; No. 20 ball, \$1.20 per 100	
lbs.; bags less than 25 lbs., 1/2c per lb.;	
F.O.B. Montreal, Toronto, Hamilton,	
London, St. John and Halifax, freight	
equalized Augers and Bits.	
For's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40

Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	Special
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10	
p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	
Bird Cages.	
Brass and Japanese, 40 p.c.	
Bolts and Nuts.	Per cent.
Carriage Bolts, common, new.	
\$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(3 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2 & 5	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Blank ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 50.	

Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 60
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	0 40
Heavy Straw, plain and tarred,	
per ton	35 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Roston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 85
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin.	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
"White" cement, per bag.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
"English	17 00 21 00
"American, low	23 00 25 00
"high	27 50 35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr. 2	40 6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in.,	
\$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in.,	
\$3.40.	

Stall fixtures, 35; trace chain 45; jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 60 and 5; hammock	
chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. To-	
ronto, Hamilton, London and St.	
Marys, 40 per cent. f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent. Clamps.	
Malleable swivel head, 4 in.	2 50
"adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25
Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Working handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Recutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top, 15c extra. Retinned, 72 1/2 and 5	
Plain, 72 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	Per cent.
Files and Rasps.	Per cent.
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65 1/2
Delta Files	80
Nichols	65 1/2
Jowett's (English set)	27 1/2
Spear & Jackson (English list) 35	
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 25
Smaller sizes	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net	\$2.25.
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 90
Leather, 1 1/4-inch, per doz.	5 25
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in.,	
\$11.40; 9-16-in., \$13.20; 5/8-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly	
cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail,	
up to	3 75
Sheep skins, up to	1 80
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25
Heavy T and strap, 5-in., 100 lb.	

net	7 50
Heavy T and strap, 4-in., 100 lb.	
net	6 75
Heavy T and strap, 5-in., 100 lb.	
net	6 00
Heavy T and strap, 10-in. and	
larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5	
p.c.	
Chest hinges and hinge hasps, 45 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10,	
\$19.50; No. 20, \$9.25; No. 50, \$20.50;	
No. 51, \$3.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 1192,	
\$19.55; No. 2275, \$21.85; No. 1192,	
\$19.55.	
Chicago hold back screen door, iron,	
gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oar (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" door hinge, 50 p.c.	
Door Hooks.	
Wrought iron hooks and staples—	
1/4 x 5, per gross	3 35
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square	
hooks, 50 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th	
January, 1912.	
Price per	
Size Length 25-lb. box.	
Nos. 3 1 1/2-inch	\$4 10
4 1 1/2-inch	3 75
5 1 15-16	3 60
6 2 1/2	3 10
7 2 5-16	2 90
8 2 1/2	2 75
9 2 11-16	2 60
10 2 1/2	2 50

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 MCGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED
S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The Highest Quality Prevails in

HEINISCH RING HANDLE Tinner Snips

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



ROBERTSON'S SOCKET HEAD WOOD SCREWS

**SAVE TIME, LABOR AND
MATERIAL**

The Driver Cannot
Slip

are the only wood screws of this type on the market, and they are invaluable to all wood workers and for electrical wiring.

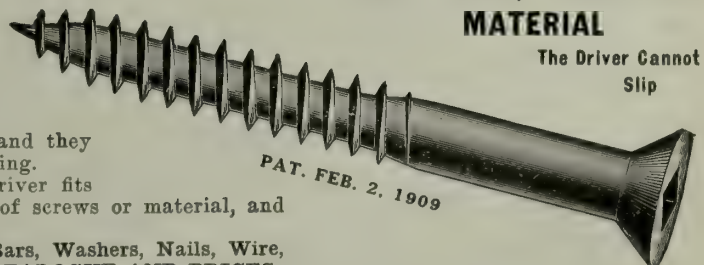
Note the square hole. A specially designed screw driver fits snugly into it. There is no slipping—hence no spoiling of screws or material, and a considerable saving in time for the workman.

Our Hand Driver, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc., are of the trade-winning quality. **WRITE FOR CATALOGUE AND PRICES.**

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street.
F. J. SCHUCH, Agent

Agents for Alberta
Tees & Perse of Alberta Ltd., Calgary, Alta.



HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets	4 25
Tinmith's 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Matlocks, 6 lb., 18 inch, \$4 dozen.	
Picks, 6 to 7 lbs., \$4.50 dozen.	
Pick handles, \$1.50 dozen.	
Prospectors' hammers, 10 1/2 lb. per lb.	
Drilling hammers, 5 cents per lb.	
Crowbars, 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers, per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Devil-don oilers, per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 and 50 cent. discount.	
Flatware, staples, 40 and 50; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singles" and "Alaskas," Nevada silver flatware, 42 per cent.	
Pleced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices, Pliers and Nippers.	
Buttons genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	13 20
Henckels	14 40
Gillette Safety razor, each	7 50
Star Safety Razor, 33 1-3 p.c.	3 75
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 12c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 4-lb. packages 1c per lb.; 4-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25

Sectional, 1 lb., each, per 100 lbs	2 40		
Solid, 3 to 30 lbs.	1 55		
Sash Cord.			
No. 8, per lb.	0 33		
Saws.			
Atkins Hand and Crosscut, 25 p.c.			
Diston's Hand, 15 per cent.			
Simonds Hand, 15 per cent.			
Shurley & Dietrich, 40 and 35 p.c.			
Spear & Jackson, 40 per cent.			
Saw Sets.			
Canadian discount, 40 per cent.			
Screen Doors and Windows.	Doz.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80		
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10		
Beaver window screens, 14x18, open 28 1/2 inches	1 00		
Perfection window screens, 14x15, open 22 1/2 inches	1 80		
Model window screens, 14x22, open 36 1/2 inches	2 25		
Scales.			
Gurney Standard, 35; Champion, 50 per cent.			
Burrow, Stewart & Milne - Imperial Standard, 35; Champion, Scales, 50 p.c.			
Fairbanks Standard, 30; Dominion, 60; Richelieu, 50.			
Scythe Snaths.			
Canadian, 40 per cent.			
Screws.	Per cent.		
Wood F.H., bright and steel.	85 10 7 1/2		
" R.H., bright	80 10 7 1/2		
" F.H., brass	75 10 7 1/2		
" R.H., brass	70 10 7 1/2		
" F.H., bronze	70 10 12 1/2		
" R.H., bronze	65 10 12 1/2		
Drive screws	85 10 12 1/2		
Set, case hardened	60		
Square cap	50 and 65		
Hexagon cap	45		
Bench, wood, per doz.	35 00		
" iron, per doz.	4 25		
Screws (Machine).			
Flat head, iron and brass, 35 per cent.			
Fillister head, iron, 30; brass, 25 p.c.			
Screw Drivers.			
Sargent's, per dozen	0 65 1 00		
North Bros., No. 30, per doz.	16 80		
Scissors and Shears.			
Clauss, nickel scissors and shears, 60; Japan, 65; tallors, 40; pruning, 70.			
Seymour's, 50 and 10 per cent.			
Acme Shear Co., nickel-plated and Japanned, 40 per cent.			
Shelf Brackets.			
No. 140, 65 and 10 per cent.			
Skates and Hockey Sticks.			
Starr skates, 35 per cent.			
Boker, hockey, 30c upwards; spring.			
Empire hockey sticks, \$3.00, \$3.50.			
Micmac and Rex sticks, \$4.25, \$6.25.			
Pucks, net, \$1.50.			
Shovels and Spades.			
1st grade	2nd grade	4th grade	
Shovels	60	55 and 2 1/2	45
Draining tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only.			
Full Polished Goods, 50c per Doz. net extra.			
Half Polished Goods, 25c per Doz. net extra.			
Squares.			
Diston's, 60 and 10 per cent.			
Stanley Try Squares, size 7 1/2, doz. net			\$2 65
Snaps.			
Harness, 25 per cent.			
Soldering Irons.			
Base, per lb., 28 cents.			
Stamped Ware.			
Plain, 72 1/2 and 15.			
Retinned, 72 1/2 and 5.			
Tinners' trimmings, 72 1/2 and 5.			
Sap Spouts.			
Bronzed iron with hooks, per 1,000			7 50
Eureka tinned steel, hooks, per 1,000			8 00
Staples.			
Poultry netting, 100 lbs.			6 70
Bed, 100 lbs., No. 14			6 75
Blind, per lb.			0 12
Coopers' staples, 45 per cent.			
Bright spear point, 75 per cent.			
Stable Fittings.			
Dennis Wire & Iron Co., 33 1-3 p.c.			
Stove Boards.			
Lithographed, 60 and 10.			
Stovepipes.			
5 and 6 inch, per 100 lengths			7 62
7 inch, per 100 lengths			8 18
Nestable, 40 per cent.			
Stovepipe Elbows.			
5 and 6-inch common, per doz.			1 20
7-inch, per doz.			1 35
Polished, 15c per dozen extra.			
Thimbles, Empire, 70 per cent.			
Stocks and Dies.			
No. 20 Beaver Die Stock			18 75
Stones—Oil and Scythe.			
Washite	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	0 16	0 18
Deer Creek	"	0 10	0 10
Deerlick	"	0 05	0 15
" Axe	"	0 05	0 15
Lily white	"	0 42	0 42
Arkansas	"	0 15	0 15
Water-of-Ayr	"	0 10	0 10
Scythe	per gross	3 50	5 00
Tacks, Brads, Etc.			
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 4 weights, 60; Swedes cut tacks, blue and \$2.90 Fort William, \$3.30 Fort William;			

tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 65; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 doz.	1 95
" Steel, No. 1840, 50 ft.,	
Trowels.	
Diaston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 10 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	Doz. 0 80
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60 parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3	85 00
Winners.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa E331	60 50
Favorite E511	64 00
Sunlight, 111	44 50
Wheelbarrows.	
Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" dumbbells, 44 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa, hickory, 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, 5 p. hickory, \$3.50; No. 1, \$2.40; 2, \$1.95 p.g. oak, \$2.90.
Auger Bits—"Irwin" bits, 47 1/2; other lines, 70 and 10 per cent.
Barb Wire—Lyman 4 pt., \$2.06 f.o.b. Fort William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Fort William, \$2.27 Winnipeg; Baker 3 pt., \$1.33 Fort William, \$2.24 Winnipeg; Wauegan 2 pt., \$1.94 Fort William, \$2.25 Winnipeg; Albert 2 pt., \$1.20 Fort William, \$2.18 Winnipeg; American special 2 pt., \$1.58 Fort William, \$1.81 Winnipeg; Plain twisted 2 pt., \$1.20 Fort William, \$2.39 Fort William;

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, a.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.95; p.g. oak \$2.90.	
Auger Bits—"Irwin" bits, 47 1/2; other lines, 70 and 10 per cent.	
Barb Wire—Lyman 4 pt., \$2.06 f.o.b. Fort William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Fort William, \$2.27 Winnipeg; Baker 2 pt., \$1.93 Fort William, \$2.26 Winnipeg; Waukegan 2 pt., \$1.94 Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.20 Fort William, \$2.21 Winnipeg; American special 2 pt., \$1.58 Fort William, \$1.81 Winnipeg; Plain twist, \$2.90 Fort William, \$3.30 Fort William;	

Coil spring, No. 9, per 100 lbs., Fort William, \$2.35; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 5/8 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 27 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 60 1/2; 7-16 and up, 40 1/2.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 80 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4 1/2c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 18 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.06.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes, Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$5.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.65; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$2.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.36; 1 inch, \$4.00; 1 1/8 inch, \$5.75; 1 1/2 inch, \$7.80; 1 3/4 inch, \$9.35; 2 inch, \$12.60; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$38; 4 1/2 inch, \$45.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/8 inch, \$7.55; 1 1/2 inch, \$10.25; 1 3/4 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/2 in., \$3.00; 5-16 in., \$6.50; 1/2 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, 3c.

Poultry Netting—55 per cent.

Last of Carriage Barrel, \$6.50; hard wall ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—57.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 52c; 10 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

British Manila, 12 1/4c; Pure Manila 17 1/4c; British Manila, 13 1/4c; lath yarn, 11 1/4c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handed, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$8.49; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright round head, 80 and 10 p.c.; flat head, 85 and 10 p.c.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colom—White lead, barrel lots, decorative pure, \$9.25; decorative special, \$8.50; in 10 lb. advance price 25 cents per cwt.; red lead, kegs, \$6.80; yellow ochre, in barrel lots, 2 1/4c; less than barrel lots, 3c; golden ochre, barrels, 3 1/4c; less than barrels, 4c; Venetian red, barrel, \$2.60; less than barrels, \$3.00; American vermilion, 75c; English vermilion, \$1.00 per lb.; Canadian metallic oxide, barrel lots, 3 1/4c; less than barrels, 4c; vermilion, 3 1/4c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40.

Paris Green—2 1/4 cents per 112-lb.

Moore's Paints and Varnishes

"The Proven Best By Comparative Tests."

If you want to get re-orders this is the line that you should handle.

Our products are the result of long experience and the embodiment of the highest quality materials

They allow the dealer good clean profits and are the assurance of quick turnover. Write for color cards and prices.

BENJAMIN MOORE & CO., Limited, West Toronto

NEW YORK
CHICAGO
CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :

FORD BITS STAND FOR QUALITY
Carefully Made, Carefully Inspected
FORD  **FORD**
It Makes Good Wherever Tried
FORD AUGER BIT CO., Holyoke, Mass.

When writing advertisers, kindly
mention having seen the ad. in this
paper.

NICKEL

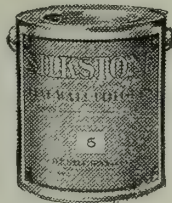
The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



**Coming Back
For More**

Your customers will get the
habit after they have given



"SILKSTONE"
(COPYRIGHT)
FLAT WALL COLORS

a trial.

In short, "Silkstone" is a business builder—a producer of substantial profits—a giver of universal satisfaction.

"Silkstone" can be washed with castile, or any soap not containing lye, without losing any of its beauty.

It is sanitary and durable. Is more economical than distemper colors and can be used where distemper cannot.

Dries as hard as stone and as smooth as silk.

Send us a trial order and test its selling qualities.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG

Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A NICE STOVE AND TINSMITHING BUSINESS AND RESIDENCE. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (41f)

FOR SALE—ONE OF THE LARGEST CASH hardware and paint businesses in Toronto. Doing more than \$30,000 business per year. Sell for \$12,850.00, as follows: Stock, all in first-class condition, \$9,550. Fixtures, including 7 Bowser tanks, 5 silent salesmen, 900 display boxes, cash register, etc., \$2,700. Delivery, 2 outfits, \$600. Good reasons for selling. Store for sale or rent. Apply Box 749, Hardware & Metal, Toronto. (9)

GOOD GOING HARDWARE BUSINESS FOR sale in Southern Alberta. Stock approximately \$5,000. Box 754, Hardware and Metal, Toronto. (10)

HARDWARE STORE—FOR SALE OR RENT—(Dwelling above)—in the famous grain district of Saskatchewan. (9) Apply Box 137, Lumsden, Sask.

HARDWARE, TINSMITHING AND STORE with dwelling attached for sale, doing a good business. Must sell quick. Chas. Sargent, Claremont, Ont. (9)

HARDWARE BUSINESS FOR SALE—THIS business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 758, Hardware and Metal, Toronto. (11)

HARDWARE STOCK AND TINSHOP TOOLS—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (91f)

FOR SALE—FIRST-CLASS HARDWARE. A1 stock in one of the best towns in Ontario. Stock and fixtures about \$8,000. Box 764, Hardware and Metal, Toronto. (11)

FOR SALE

TWENTY SWISS ARMY RIFLES AT \$2.90 each. Campbell & Ferguson, Ltd., Melita, Man. (10)

FOR SALE—FULL SET TINSMITHING tools and machines. For list and price apply to J. H. Rowe, Dunnville, Ont. (10)

HARDWARE FIXTURE, 41½ FT. LONG, 8½ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (10)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay St., Toronto.

MISCELLANEOUS

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING systems.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

MR. EMPLOYER WHO WANTS A STENO-grapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (1f)

SITUATIONS WANTED

EXPERIENCED HARDWARE CLERK desires position in Western town about April 1st. Good salesman and window dresser. Must be first-class store. Write Box 762, Hardware & Metal, Toronto. (10)

WINDOW DRESSER WITH SEVEN YEARS' experience would like to secure position in Oregon, California or British Columbia. At present in charge of 12 windows in large Western hardware. Excellent taste in designing backgrounds, etc. Original ideas. Speaks French and English. Box 763, Hardware & Metal, Toronto. (9)

EXPERIENCED HARDWARE CLERK (Canadian), desires position in retail store about March 1st. Good references. Must be first-class store. Write Box 759, Hardware & Metal, Toronto. (9)

SITUATIONS VACANT

WANTED—AT ONCE—WALL PAPER salesman with hardware experience. Apply, stating salary and experience, Box 757, Hardware and Metal, Toronto. (10)

WANTED—LIVE HARDWARE CLERK, three or four years' experience, western preferred. State age, salary wanted. References. Duties begin soon after Mar. 1st, as possible. Apply W. C. Auld, Youngstown, Alta. (10)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (1f)

HARDWARE CLERK—EXPERIENCED MAN for good Western town. Must be temperate and be well recommended. Address Acheson & Hoskins, Alsask, Sask. (9)

WANTED—TRAVELLER WITH ENERGY and grit to work Ontario and Quebec on complete line of hardware goods. Advertiser is English with splendid agencies and is working Western Canada, 5% offered on all orders. Samples supplied. Determination to succeed will earn \$2,500.00 per annum clear. Box 752, Hardware & Metal, Toronto. (9)

WANTED AT ONCE—GOOD ALL ROUND Tinsmith. One who understands hot water and steam heating. Must be reliable and sober. Good place for right man. Hames Bros., Assinaboia, Sask. (11)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately ¾ Horse Power per Block and about ¼% in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to **JAMES PENDER and JOHN F. PENDER,** Patentees, St. John, N.B.

PARTNER WANTED

PARTNER WANTED—RARE CHANCE FOR good, live business man with five thousand dollars. Established manufacturing business (in Toronto), with patents. Splendid prospects. Box 761, Hardware & Metal, Toronto. (11)

SALES MANAGER WANTED.

SALES MANAGER WANTED—WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (1f)

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Jamieson's Paints

There's the answer to the merchant figuring how to increase his paint business. It is also the best answer to the man looking for a good paint agency.

We would like to get in touch with every dealer who is in either of these two classes. Write us to-day.

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

16

F. E. MYERS & BRO.
ASHLAND, OHIO

**PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS**

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW ERA PAINT

IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a **WANT AD.** in this paper.

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42.

WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



STRAIGHT PAINT TALK

About the Maple Leaf Paint and Varnish Proposition

Maple Leaf Flat Wall Colors

M. L. FLAT WALL COLORS have opened up an hitherto undeveloped field in which there is immense profit for the dealer.

There is a rapidly increasing popular demand for more economical, artistic, sanitary decoration for walls and ceilings. A brief estimate of the increased area these offer for the use of MAPLE LEAF FLAT WALL COLORS reveals immense possibilities for the paint department handling this line.

M. L. FLAT WALL COLORS are oil paints; very much superior to water paints or other wall coverings as to durability, permanence of color and artistic effect. They can be washed with soap and water, a valuable consideration for their use in the home, and more especially in stores, churches, theatres, hospitals or any class of public building.

For the paint dealer there is here a rapidly growing trade possibility which has been scarcely touched, and which is bound to increase business and profits. MAPLE LEAF FLAT WALL COLORS are both adequate and sufficient to meet the demands of the consumer and the dealer.

These paints come under our M. L. Guarantee.
Write us to-day and let us tell you more about them.

OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

Ample equipment has been provided in this department to assist successful interior decoration with MAPLE LEAF FLAT WALL COLORS to all those who are interested.

Being a new feature for paint dealers to handle they will gladly assist in selling this line with any information or suggestion desired.

A big field in which there is much profit for the dealer. Co-operation with this department will help open it up.

THE
IMPERIAL VARNISH & COLOR Co.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

It Is Time To Send In Your Spring Paint Order

IN anticipation of the best year's business in the history of the Canada Paint Company, we have planned accordingly. We hope to serve our customers more efficiently in 1913 than ever, and help them develop the success of their paint and varnish business.

This year promises to be a good one for the ambitious Paint Dealer, especially if he handles a full line under one label. This is where one advantage of selling Canada Paint Company's products comes in. We manufacture a complete line of paints, colors, varnishes, etc., which are of satisfactory and established quality.

Send for our 1913 Price List, it is interesting and will help you to decide the best way to increase your profits for 1913 and build up a successful trade. We will be glad to tell you our Selling Proposition.

THE CANADA PAINT CO LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



There is Only One Place for Paint Oils

Paint oils should be either in your customer's can or in your storage container. Where is yours?

If you are using the original barrels for storage purposes, faucet tin containers or molasses gate equipped tanks, the greater share of your profits is on the floor or in gummed-up funnels, containers, etc. At any rate, this lost profit is not in your cash drawer where it belongs.

Do away with these real money losses by installing a

A Bowser Standard Safe Oil Storage System

Here your paint oils are as safe as your cash in bank. Every drop you buy is recorded as it is sold—No guesswork about this.

As Good as an Insurance Policy

A Bowser System cannot explode—Over a million satisfied users and not a fire or explosion traceable, directly or indirectly, to their use? Why? Because they are built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on safety.

Packed and Crated Ready for Your Immediate Use

All styles and sizes, single units to the largest battery formations made in standard equipment to meet your actual needs and to fit your purse. Installation is an easy matter—Any workman can put them in by following our clear, simple directions.

A Bank for Your Liquid Money

Isn't this a solution of this perplexing paint oil storage problem? A Bowser equipment is a tireless iron clerk, whose wages are paid only once in a lifetime. He works twenty-four hours out of the twenty-four for a generation or more.

Its work of recording all the oil you sell with what you buy determines your profit to the penny. It is as accurate as your bank statement and is obtainable at any moment in the day.

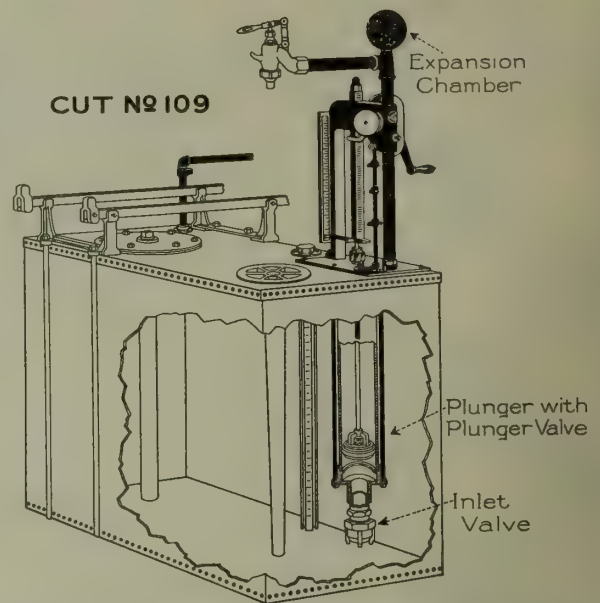
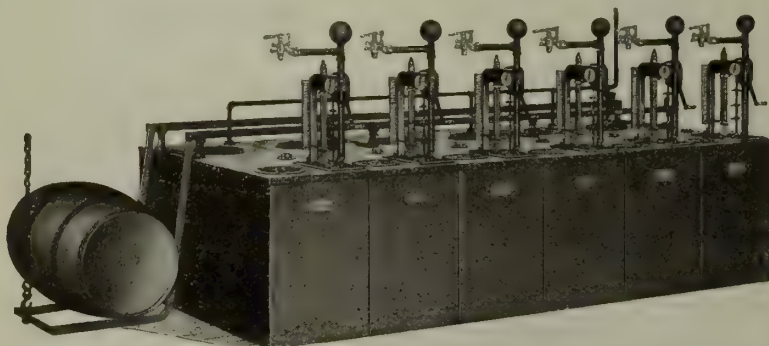


Illustration shows interior view of a Bowser paint oil unit. Note fill, return and gauge stick tubes are $1\frac{1}{2}$ in. below suction. This hermetically seals these tubes in oil.



An installation of Bowser paint oil units Cuts 109 in battery formation. This permits the storing and distributing of a variety of oils, saving much handling and a large percentage of floor space.

Write for illustrated booklet, telling more about this interesting subject. It is mailed free upon request.

S. F. Bowser & Co.
INCORPORATED

70-71 Fraser Avenue

Toronto, Ontario, Canada

32 Victoria St., S.W.
LONDON

5 Rue Denis Poisson
PARIS

Johannesburg

Mexico City

Buenos Ayres

Porto Rico

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885.

Floor

One Paint Dealer Said:

"My floor paint sales are the foundation of my big paint business. Maybe it's because I like to sell floor paint — anyway, I've built up a wonderful trade on the good qualities of

SENOUR'S FLOOR PAINT

"I sell to Mrs. Smith; she is so delighted with results that she tells Mrs. Brown and Mrs. Green — and then I know Mrs. Brown and Mrs. Green are customers of mine and Mr. Brown and Mr. Green follow when they need paint, and so it goes—an endless chain of customers. No wonder I like to sell floor paint, and especially **Senour's Floor Paint** — it makes the rest of the work easy for the clerks and myself—because the customers come in convinced. If you want a lot of that kind of customers write today for the Martin-Senour Agency."

The Martin-Senour Co.

Limited

PIONEERS OF PURE PAINT

CHICAGO - MONTREAL LINCOLN - WINNIPEG

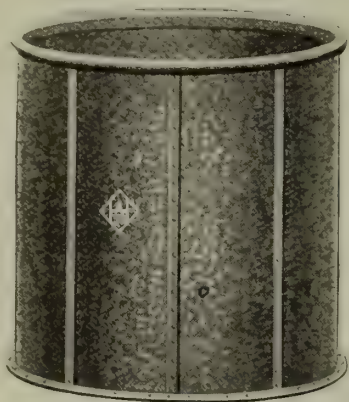
Paint



Nearly Every Farmer Needs STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

The Heller-Aller Co.
Windsor, Ontario

YOU

are not going to be asked to pay for large advertising spaces this year.

WE

prefer to use smaller spaces and give our customers the benefit of what we save by doing this.

We have the largest stock of Corrugated Sheets, Metal Ceilings, Shingles and Sidings in Western Canada, and make prompt shipments.

Be sure you have our prices before buying.

Winnipeg Ceiling & Roofing Co.

Sheet Metal Manufacturers

P.O. Box 2186

Winnipeg, Man.

CALGARY

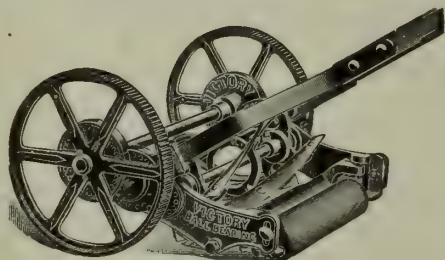
SASKATOON

Sheet Metal Mfg. Co., Ltd.

MacKenzie & Thayer Ltd.

EDMONTON

Marshall *Wells* Alberta Co., Ltd.



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

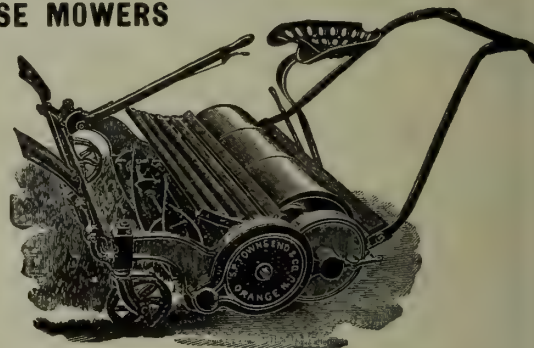
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

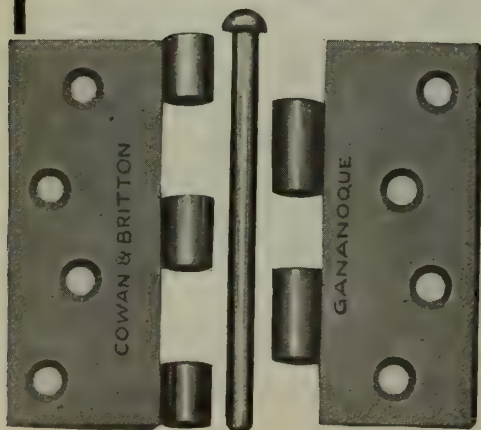


High Grade Builders' Hardware

including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE,
ONT.

DOUGALL

LINGERWETT

Dissolves Varnish Instantly

Apply a good coating. Remove with a cloth or soft brush. No scraping or washing. The surface is ready to refinish.

Booklet free. A Card will do.

The Dougall Varnish Company, Limited
MONTREAL

Associated with Murphy Varnish Co., U.S.A.

VARNISH



The ever-popular Berry Wagon is still a strong selling help.

MANY years have rolled by since our dealers received their first goods packed in the Wagon-style cases.

But it is just as effective as ever in helping win business for them.

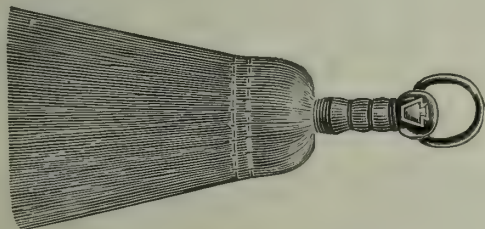
Every case in which Berry Brothers' Varnishes are packed for shipment to dealers contains a complete outfit of axles, wheels, bolts, nuts and tongue by which the case can be quickly transformed into a substantial, attractive wagon for children.

Many dealers use this to their great advantage by enlisting the efforts of the children to help land business. Seen on the streets it is good advertising. It makes the children familiar with Berry Brothers' Varnishes. Many who were so educated years ago are now large users.

This is only one of the many big advantage enjoyed by Berry Brothers' dealers.

Our new selling-plan embraces many new ones. Write us to-day for particulars.

BERRY BROTHERS
The World's Largest Varnishes
WALKERVILLE, ONT



Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO



Hitch
Your Saw
Frame
to a

STAR HACK SAW BLADE

and enjoy immunity from hack saw troubles.

Immunity for the user because Star Blades always make good.
Immunity for the dealer because they give the utmost satisfaction to customers.

The Dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch. Star Blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For this gauge we use Star Blades with 24 teeth to the inch.

Write us for our interesting proposition.

Millers Falls Company

28 WARREN STREET - - NEW YORK CITY

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913



No. 18 and 19 Design

Made in Wrought Brass
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.
LIMITED

PETERBOROUGH, ONT.

LUNDY



SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

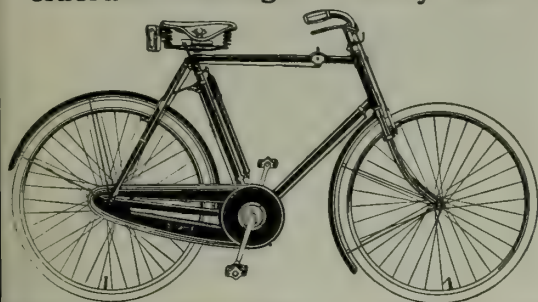
PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

EXPERIENCE TELLS

that by Manufacturing on the CO-OPERATIVE SYSTEM it is possible to effect considerable savings in many directions, and YOU KNOW that Economy of Productive Cost is the Great Aim of the Up-to-date Manufacturer.



We are able to offer you unrivalled value in Bicycles

Our Trade is WORLD-WIDE and our Quality and Finish UNSURPASSED. IT WILL BE TO YOUR ADVANTAGE TO WRITE US TO-DAY!! Let us send you Our Price List and Special Quotations.

The Co-Operative Cycle Co., DEPT. C.O.1. **Coventry, ENG.**

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

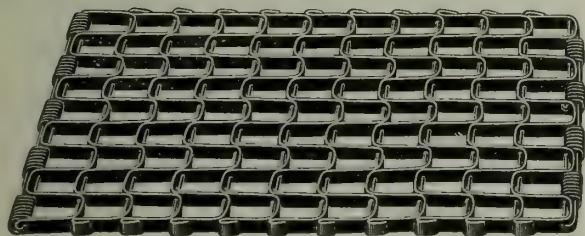
Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

"KEYSTONE" FLEXIBLE STEEL DOOR MATS



The Door Mats That Assure a Quick Turnover at a Good Profit

As a scraper or shoe cleaner, the Keystone Flexible Steel Mat has no superior, if an equal, and its general mechanical construction and lasting qualities are not approached.

Made of best Galvanized ribbon steel, one continuous crimp from edge to edge, no matter how wide the mat.

FLEXIBLE REVERSIBLE DURABLE

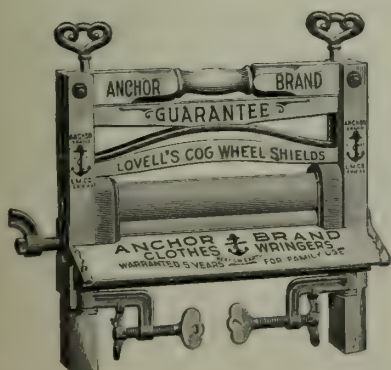
And all that is best in a Steel Mat.

Made in any size, width or shape.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA

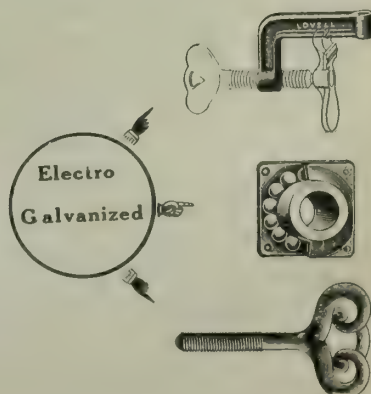


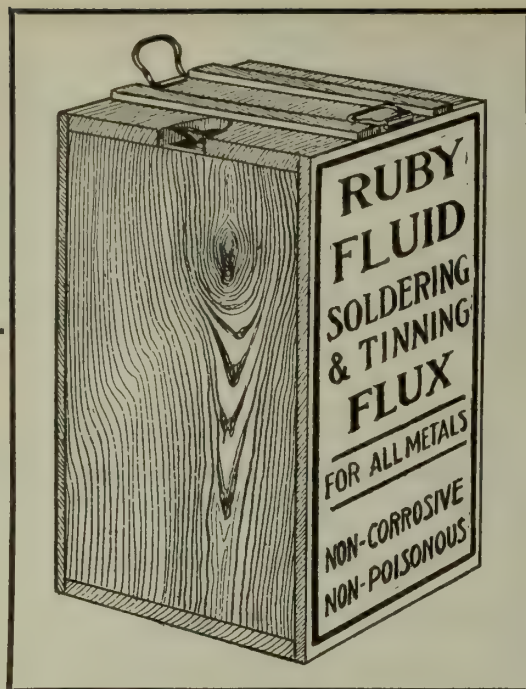
No Rusty Screws

No more Rusty Screws, we now Electro Galvanize our Pressure Screws, Clamp Screws and Steel Ball Bearings. The Pressure Screws and Clamp Screws are galvanized after the thread is cut. This positively prevents rusting.

Why not order Anchor Brand Wringers when placing your next order?

Lovell Manufacturing Co.
Erie, Pa.





Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

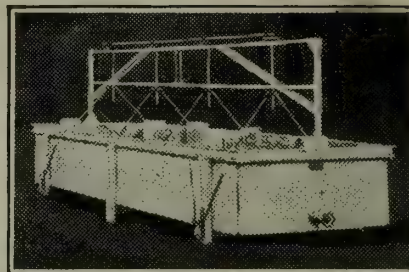
Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

Our "Perfect" Steel Cheese Vat



PAT. AUG. 14, 1906.

The vat that will give buyers the greatest service and satisfaction.

The main frame, legs, etc., are made of a combination of steel channel and steel angle—the strongest kind of material for the weight, same as is used building bridges and all structural work. The outer tank is made of heavy galvanized steel, thoroughly riveted and soldered, and is perfectly steam and water tight. We make the inner vat of No. 20 tinned with the fewest possible seams.

If you should sell one of these vats and it does not be as represented or give entire satisfaction, we will be perfectly willing to take it back.

Our confidence in this vat is the result of long experience and the embodiment of quality material and expert workmanship.

Any infringement on our patent rights will be promptly dealt with.

Write for full particulars.

The Steel Trough & Machine Co.

TWEED

Limited

ONTARIO

STEEL FLEXIBLE DOORMAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO



OUR

SERVICE

Means Prompt Delivery on

BATHROOM FIXTURES

We manufacture them, and carry a full stock, for your convenience

TRY US on a RUSH Order

Kinzinger, Bruce & Co., Limited,
Niagara Falls, Canada

Ask for our new Catalogue

DUNHAM

WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.
ROBERT E. BROWN, Western Sales Agent
102 and 103 Donahue Block, Regina, Saskatchewan
Dealers in Eastern Canada should address
The Dunham Company, Berea, Ohio, U.S.A.

Recommend and Sell

Spear & Jackson

SAWS, FILES

and

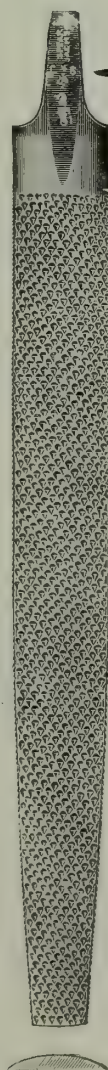
EDGED TOOLS



MERMAID

and Reap a Good Profit

F 21—Half Round Rasp



**THE NAME'S
THE
GUARANTEE**

Your class of trade which demands high quality products will appreciate the quality of our goods.

Wherever the Name "Spear & Jackson" appears on saws, files or edged tools there is the guarantee of good service and satisfaction.

Why not sell service and satisfaction—more trade and larger profits will be the result.

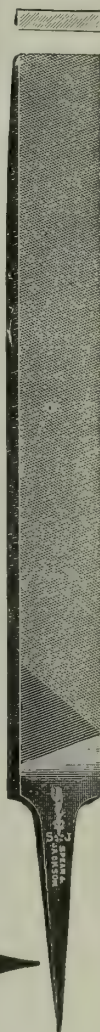
Place an order of Spear & Jackson goods and test their selling qualities.

Your jobber has them

Write for our new Canadian catalog.

**THE NAME'S
THE
GUARANTEE**

HAND FILE



Spear & Jackson, Limited
SHEFFIELD, ENGLAND

FRANK H. SCOTT (Canadian Agent)
Coristine Bld., Montreal

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

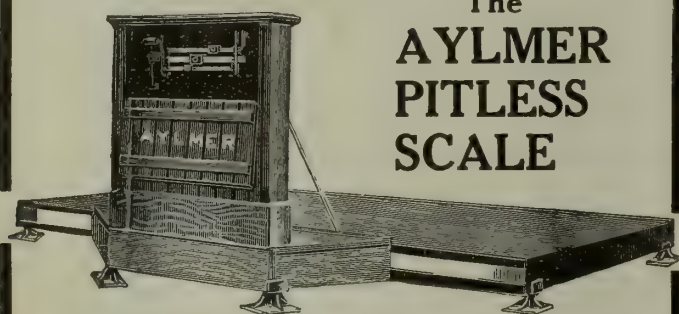
LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.



A Summary—
pertaining to
KLEIN tools

KLEIN tools are good tools. 55 years ago when we started business, the founder of the business, Mr. Mathias Klien, said, "what we make, we'll make good" and we always have. To-day Klien tools are used all over the world. In 1857 we had a little basement room where the first work was done; to-day, we have two large modern and well equipped factories. Our line of linemen's construction tools is very complete. We would like to count you as one of our customers. Write for a catalog and let us get acquainted.

Mathias Klein & Sons
Station U 34
Chicago, Illinois



The
**AYLMER
PITLESS
SCALE**

Capacity 4 or 5 tons

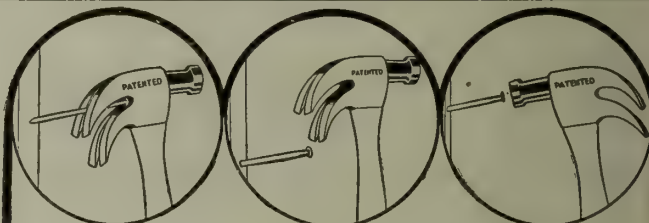
Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited
Aylmer - - - Ontario



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the
nail out
straight
without
a block





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY GATE VALVES

"TYPE K"

Special Features :

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto: MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

MAYMORE



IS JUST BEING ISSUED
APPLY NOW FOR A COPY

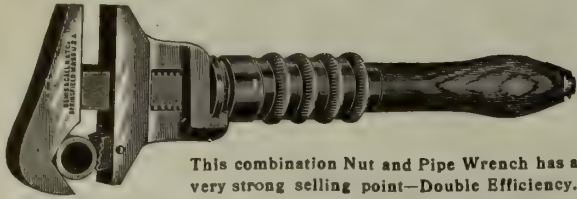
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Step Ladders 4 to 12 Feet



Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.
Limited
OTTERVILLE - ONT.

Scythes & Company, Limited

DEALERS IN

Cordage, Twines, Cotton Duck,
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

THE HOPKINS MFG. CO., Limited

Jute and Cotton Bags, Tents, Tarpaulins and Flags
and

THE DOMINION WASTE MFG. CO., Limited

Cotton and Wool Waste

An inquiry will bring our salesman

SCYTHES & COMPANY, LIMITED

18-22 Church St., Toronto and 33 Common St., Montreal

ARCTIC METAL

For Cool Bearings

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER**

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

PHENIX HANGERS and FASTENERS

Provide the easiest, surest and best manner of hanging storm sash. It's as simple as picture hanging. For ventilation or clean windows, swing them out.

You can profit in small amounts many times multiplied — constantly multiplied by stocking Phenix Hangers and Fasteners and pushing them. Hangers retail at 10c, Hangers and Fasteners at 15c and 25c.

A request for our catalogue, prices and discounts is the first step. Write for them to-day.

PHENIX MANUFACTURING CO.
030 Center Street, Milwaukee, Wis.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

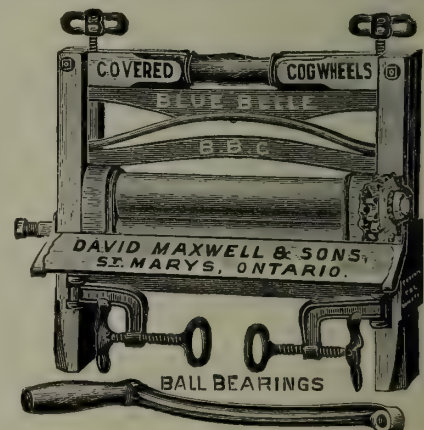
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S,

ONTARIO



MODERN WIRE MACHINERY

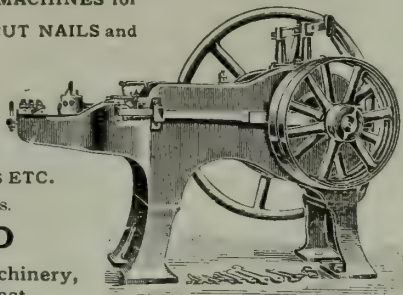
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for
making:
BOLTS, COTTER PINS, CUT NAILS and
TACKS, FURNITURE
SPRINGS,
HINGES, NAILS,
RIVETS, SCREWS,
STAPLES, WIRE NAILS,
QUADRANGULAR
MESH WIRE NETTING,
WIRE STRAIGHTENING
and CUTTING MACHINES ETC.

SEND YOUR ENQUIRIES.

ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England
Cable Ad: 'Filières, Manchester'
Code used--A.B.C., 5th Edition



RIVET PRESS

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased
the demand for our Lampblacks that
we have been forced repeatedly to
increase the size of our plant.
We are now the World's
Largest

Manufacturers
of Pure Lampblacks,
and aim to retain the same
good quality as before.

Before placing your next order, write for OUR
samples and prices. After this we are con-
fident of your trade. **BETTER WRITE NOW.**



Wilckes Martin Wilckes Co., New York,
Wm. H. Evans, 232 James St., Montreal; E. Fielding,
34 Yonge St., Toronto; H. W. Glasco, Winnipeg.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a
system of our carriers in your store.
After 10 days' test, if they have not
proved their superiority to all
other makes of store service, we
will remove the equipment without
cost to you. It will pay you to in-
vestigate our modern improved
PNEUMATIC DESPATCH
TUBES AND ELECTRIC CABLE
CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

SCREW AND STRAP HINGES

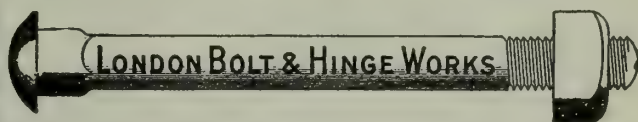
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South
HAMILTON, ONT.

BLACK JACK

QUICK
CLEAN
HANDY

1/2-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBERs

HOHLFELD

MANUFACTURING COMPANY



Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

TOOLS.



Send For Our New Catalog

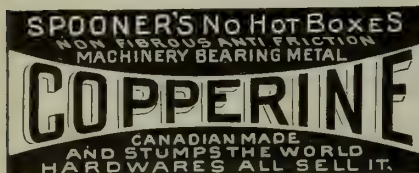
Most complete line of

SCREW DRIVERS AND
SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

HINGES.



**ATLAS STRAP
HINGE**

Guaranteed stronger than any other strap hinge
made from basic wire of the best quality.
Japan finish. Large profit for you.

Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

MANUFACTURERS' AGENT.

H.E. JOHNSON

Factory Representative

12 Melinda St.
TORONTO

Representing

Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

HOUSE NUMBERS.

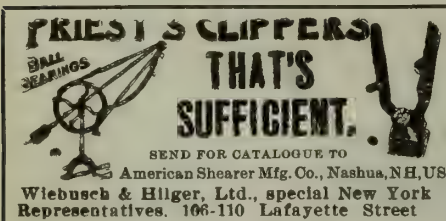
**STEEL STAMPS
LETTERS
FIGURES**

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

**AUTO-WHEEL COASTER
WAGONS**

The Best and Strongest on the Market
Write for Circulars
THE CANADIAN BUFFALO SLED COMPANY
PRESTON, ONTARIO

CLIPPERS.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoeland Overshoe
Buckles, Felloe Plates.

STAPLES.

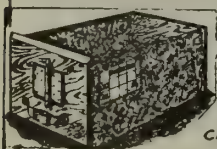


Hardwaremen: Ask your job-
ber for Poultry Netting Staples
put up in handy packages to
retail at 5c and 10c.

JAMES & REID, Perth, Ont.
Makers of Good Staples

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most dur-
able and most serviceable shelf
box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

**KERNCHEN
BUILDING
VENTILATORS**

Write for pamphlet and
Particulars. It works on
the Siphon Principle.

**PORTABLE BAKE
OVENS**

35 Sizes. Bake Shop
Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

When writing advertisers, kindly
mention having seen the ad. in this
paper.



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

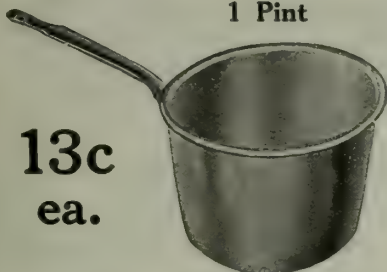
New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

ALUMINIUM SAUCE PANS

1 Pint



13c
ea.

TEA KETTLES—
TEA POTS—
COFFEE POTS—
OUR SPECIALTY.

Ask for Quantity Prices.

CANADIAN
ALUMINUM PRODUCTS CO.
75 BAY STREET, TORONTO, CAN.



Trade Mark

The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS.
Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by Sold by Jobbers

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

1/4 Toronto Street, Toronto 52 Canada Life Bldg., Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

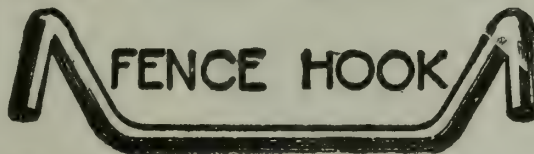


Made by

A. SHAW & SON, London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

PEASE

HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG	PEASE FOUNDRY COMPANY LIMITED TORONTO	PEASE PACIFIC FOUNDRY, Limited VANCOUVER
---------------------------------------	--	---

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

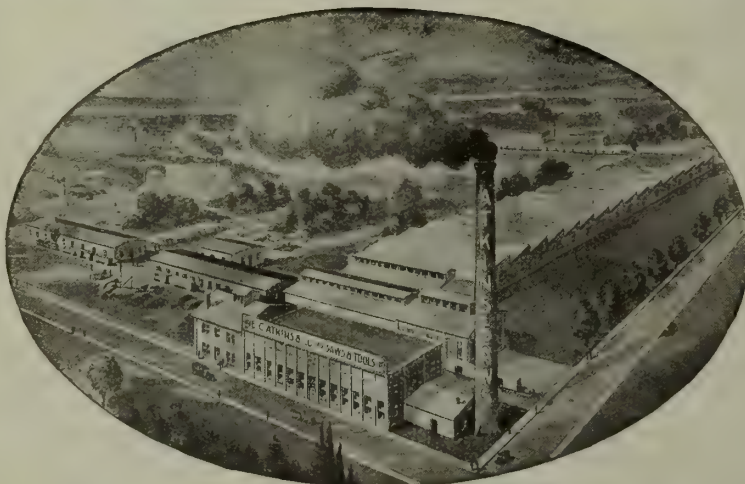
Cor. Manitoba and Sixth Avenue

MOOSE JAW, SASKATCHEWAN

P.O. BOX 870

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.



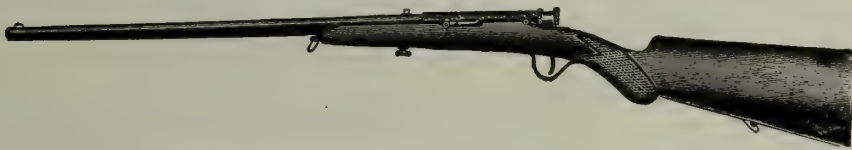
GERMANTOWN LAMPBLACK

**Quality is remembered long
after price is forgotten.**

We are the originators and manufacturers of
the World's Famous Old Standard, Eagle,
Pyramid, and Globe Germantown Lampblacks.
Look for the Red Seal on every package.
Why buy the "Near Brand" when the best is
procurable.

The L. Martin Co. Established
1849
New York, Philadelphia, Cincinnati, London, Eng.

**The "Bayard" Auto-Cocking and Ejection Rifle
is the Ideal Rifle For Everybody to Use.**



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.)

P.O. Box 580, Montreal, Canada

Robert Sorby's
Sheffield Tools

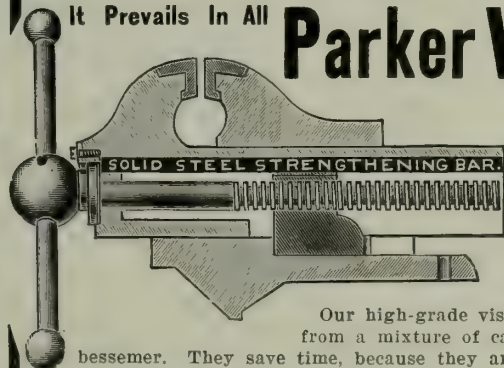


Made for Canadians



REPRESENTATIVE
Geo. H. Saywell
Winnipeg

Note the Strengthening Bar
It Prevails In All
Parker Vises



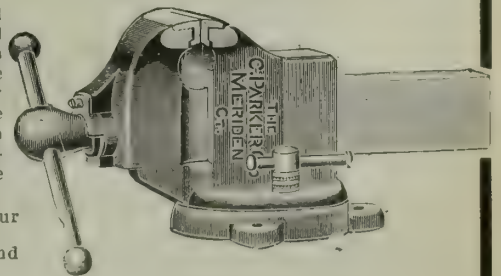
Which
Are the
Strong-
est on
the
Market.

Our high-grade vises are made from a mixture of cast iron and bessemer. They save time, because they are very convenient and easily operated.

The steel bar is inserted and welded into the casting, rendering the slide practically unbreakable.

We stand back of all our vises with a guarantee that they must give satisfaction or we will refund the money.

Write for our illustrated catalogue and price list.



The Charles Parker Co.
Meriden, Conn., U. S. A.

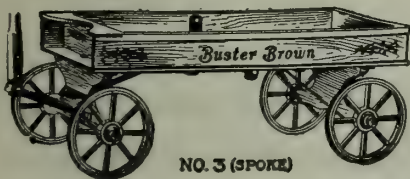
DO you know of
any hardware
dealer, anywhere in
Canada, who does
not subscribe to
Hardware and Metal?

If so, you will be doing him
a good turn by giving us his
name and address, so that
we may send him a sample
copy and an order blank.

HARDWARE & METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

Attention!

Here's the line of splendid sellers



Are you handling the Buster Brown Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton Ont.
Montreal, Que.
Quebec, Que.
Toronto Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

GLASS

We are importers
and manufactur-
ers of every des-
cription for
**BUILDING
PURPOSES.**

The
**Consolidated Plate
Glass Co. of Canada
Limited**

**MONTREAL TORONTO
WINNIPEG**

Delta Files

Are Magnets Which
Draw Trade And
Hold It



"The only Line of
Files from 3 to 24
inches that are
made absolutely of
**CRUCIBLE
STEEL**"

"Delta" Files have an
established reputation
as trade-builders wher-
ever handled.

The high quality ma-
terial, together with
expert workmanship,
makes them the lead-
ing value in files on
the market—and the
trade is quick to real-
ize it.

The "Delta Files"
give customers better
service and more of it
—they practically sell
themselves.

There is a shape and
size to meet the re-
quirements of every file
user.

Our trade mark,
which is on every file,
is a guarantee of sat-
isfaction or money
back.

If your jobber should
not carry them, write
us direct.



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Son & Co., Toronto;
Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax
Merrick-Anderson Co., Winnipeg

HENRY ROGERS & SONS CO., LTD.

Wolverhampton, Sheffield and Liverpool

Canadian Branch : 6 St. Sacrament Street, Montreal



HRS&CO

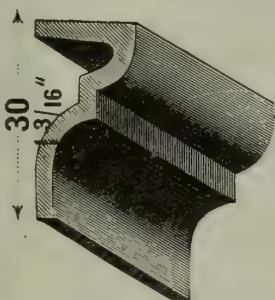
The Old Established
House for
English



Now is the
time to place
your order for early
delivery. We offer the
lowest quotations for spring
shipments.

We Solicit Enquiries for Standard and Special Rolled Steel Sections

B A No. 512
1.12 kg.
0.75 lb.



B A No. 15
2.12 kg.
1.34 lb.



Our Mills roll an immense variety, including:

MILD STEEL BARS, in rounds, squares, flats, hexagons, ovals, half ovals, half rounds, triangular and special shapes.

SIEMENS MARTIN PLATES, in all sizes and thicknesses.

BLACK SHEETS, in ordinary, extra and polished qualities.

CHECKERED PLATES, in four patterns, all thicknesses from 1/2 inch to 1 inch.

FILLET and SQUARE ROOT, EQUAL and UNEQUAL LEG ANGLES, TEES, CHANNELS, BOX CHANNELS, Z BARS, REFINED IRON BARS, I BEAMS, TROUGH and CORRUGATED PLATES, RUBBER TIRE CHANNELS, "U" BARS, CULTIVATOR and PLOW BEAMS, ROUND BEVEL EDGE, CRESCENTS, STARS, CROSSES, CANNING, KEYSTEEL, VAULT and SAFE SECTIONS, ETC.

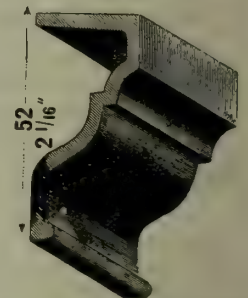
WE CARRY OVER 200 TONS of Ornamental Steel Bars, Stair Nosings, Sky-light Bars, Box Channels, Window Sash Sections, Fence Spearheads, Pressed Steel Ornaments, Ball Head Bolts and Nuts, Ball Rivets, Etc. **IN STOCK AT MONTREAL.** We will send catalogues and full information on application.

STEFFENS & NOLLE, Limited

Exclusive Agents for MANNSTAEDT & CIE.

Beardmore Building - MONTREAL, QUE.

B A No. 514
2.06 kg.
1.38 lb.



BAINES & PECKOVER
TORONTO
Sub-Agents for
ONTARIO

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Allan Hills Edge Tool Co.	14	Davidson, Thos. Mfg. Co.	18	Kuhne, Anderton Co.	83	Ramsay, A., & Sons Co.	76
American Shearer Co.	90	Delta File Works	95	Johns-Manville Co., H. W.	29	Raymond Bros.	90
American Wringer Co.	31	Dennis Wire & Iron Co.	90	Laidlaw Bale Tie Co.	33	Robertson, P. L., Co.	71
Anti-Soot Co., The	43	De Forest Sheet & Tinplate Co.	97	Leslie, A. C., & Co.	46	Rogers, Alfred, Ltd.	16
Atkins & Co., E. C.	92	Directory of Manufacturers	90	Lewis Bros., Ltd.	3	Outside front cover	16
Atlas Mfg. Co.	90	Disston, Henry, & Sons	15	London Bolt & Hinge Works	89	Rogers, Henry, & Sons	96
Auto Controller Co., The	40	Dominion Cartridge Co.	46	London Foundry Co.	87	Ross Rifle Co.	100
Aylmer Pump & Scale Co.	86	Dominion Iron & Steel Co.	7	London Rolling Mill Co.	43	Rudd, Arthur, & Co.	8
Barber Asphalt Paving Co.	35	Dominion Utilities Mfg. Co.	39	Lowe Bros., Ltd.	65		
Barnett, G. & H.	40	Dorken Bros.	8	Lufkin Rule Co.	Inside back cover		
Barton Netting Co.	53	Double Claw Hammer Co.	86	Lundy Shovel & Tool Co.	82		
Baurmann, Friedr., & Sons	33	Dougall Varnish Co.	81	McArthur, Alex., & Co.	71	Saskatchewan Glass & Supply Co.	92
Baxter Stove Co., The	22	Durham Co., The	85	McClary Mfg. Co.	25	Seymour, Henry T., Shear Co.	91
Belleville Hdw. & Lock Co.	35	Erie Iron Works	23	McDougall, R. Co.	44	Sharrat & Newth	91
Bemis & Call Hdw. & Tool	88	Fernald Mfg. Co.	38	McGlashan-Clarke Co.	92	Shaw, A., & Son	91
Birmingham, T. F.	89	Findlay Bros.	23	Magnolia Metal Co.	10	Sheet Metal Products Co.	2
Berry Bros.	81	Ford Auger Bit Co.	73	Martin, The L., Co.	93	Smart, Jas. Mfg. Co.	24
Bissell Carpet Sweeper Co.	11	Gillette Safety Razor Co.	Inside front cover	Martin-Senour Co.	79	Smith Hardware Co., Ltd.	5
Bosse & Banks	90	Gipe Carrier Co.	89	Maxwell, D., & Sons	88	Sorby, Robt., & Sons	93
Bowser, S. F., & Co., Ltd.	78	Goodell Pratt Co.	100	May & Padmore	87	Southington Mfg. Co.	90
Bowser, R. M., & Son	35	Goodell West Wire Fence Co.	26	Meakins & Sons	38	Spear & Jackson	85
Brandram-Henderson, Ltd.	67	Greening, B., Wire Co.	12	Metallic Roofing Co.	17	Spooner Co., Alonzo W., Ltd.	90
Brand, Ed.	89	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Metal Shingle & Siding Co.	41	Spramotor Co., The	Inside back cover
Brantford Oven & Rack Co., The	90	Hamilton & Son, C. J.	19	Millers Falls Co.	82	Standard Chain Co.	12
Buck Bros.	28	Hamilton Cotton Co.	91	Moore & Co., Benjamin	73	Standard Mfg. Co.	43
Burman's Clippers	31	Hamilton Stamp & Stencil Wks.	90	Morris & Bailey Steel Co.	12	Standard Paint & Varnish Co.	75
Bushnell Novelty Co.	91	Harrington & Richardson Arms Co.	10	Morrison Brass Mfg. Co.	29	Standard Silver Co., The	27
		Heinisch, R., Sons Co.	71	Myers & Bro., F. E.	75	Stanley Rule & Level Co.	32
		Heller Aller Co.	80	National Hardware Co.	Inside back cover	Star Expansion Bolt Co.	34
		Hohfeld Mfg. Co.	89	National Mfg. Co.	9	Steel Co. of Canada, Ltd.	6
		Howland, H. S., & Sons	7	Nicholson File Co.	18	Steel Trough Machine Co.	84
		Hutton, Jas., & Co.	88	Nickel Plate Stove Polish	89	Steffens & Nolle	97
		Imperial Varnish & Color Co.	76	North Bros. Mfg. Co.	1	Stephens, G. F., & Co.	73
		International Agencies	91	Nova Scotia Steel & Coal Co.	75	Stevens, Hepner & Co.	81
		International Varnish Co.	69	Oakey, John, & Co.	43	Still, J. H., Mfg. Co.	28
		James & Reid	90	Onida Community	Outside back cover	Stover Manufacturing Co.	40
		Jamieson & Co., Ltd., E. C.	75	Ontario Lantern & Lamp Co., Ltd.	7	Supple Hdw. Co.	13
		Jenkins Bros.	87	Otterville Mfg. Co.	88		
		Jenkins & Hardy	91	Orr, Peter, & Sons	28	Tallman Brass & Metal Co.	88
		Johnston, H. E.	90	Owen Sound Wire Fence Co.	40	Thompson, B. & S. H.	86
				Parmenter Bullock Co., The	90	Toronto Plate Glass Importing Co.	71
				Parker Co., Chas.	93	Townsend, S. P., & Co.	80
				Peterson Mfg. Co.	33		
				Pease Fdry. Co.	91	Want Ads.	74
				Peterborough Lock Co.	82	White Mop Wringer Co.	43
				Phenix Mfg. Co.	88	Whitman & Barnes Mfg. Co.	44
				Pink, Thos.	17	Wilkes-Martin-Wilkes Co.	89
				Pittsburg Lamp Brass & Glass Co.	69	Williams & Taylor	23
						Winnipeg Ceiling & Roofing Co.	80
						Winnipeg Paint & Glass Co.	65
						Woods, Walter, & Co.	1
						Wright, E. T., & Co.	21
						Yale & Towne	36 37

Close Annealed Sheets
Galvanized Canadas
Blue Annealed Sheets
1 Pass Cold Rolled Sheets
Galvanized Sheets
All gauges—Nos. 10 to 34
inclusive

THE DEFOREST SHEET
& TINPLATE CO.
Niles, Ohio.



Quick Deliveries
Superior Qualities

6,000 tons of standard
sizes carried in Mill
Warehouse.

Canadian Sales Agents:

WITTING BROS.

Montreal, - P.Q.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hera Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Speer & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinsplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinsplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- National Acme Mfg. Co., Montreal.**
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bride Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Stanley Rule & Level Co., N. Britain.**
- Builders' Hardware.**
Bellefleur Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg, Man.
- May & Padmore, Birmingham, Eng.**
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
All. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowse Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowse Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hera Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Ganoque, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Ganoque.
- Phenix Mfg. Co., Milwaukee, Wis.**
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Dela File Works, Philadelphia, Pa.
Diaton, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
Archibald Kenrick & Sons, Winnipeg, Man.
- D. Maxwell & Sons, St. Mary's.**
- Smith Hdw. Co., Montreal.**
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, See Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lyasight Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Sheets.**
Deforest Sheet & Tinsplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Gauges.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- American Grinder Mfg. Co., Milwaukee.**
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
- P. & F. Corbin, New Britain, Conn.**
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganoque.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippier Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos. & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F. & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. O. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
DeForest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Winger Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque, Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bower, S. F. & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B. Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B. Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Onelida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Beres, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex. & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Archibald Kenrick & Sons, Winnipeg, Man.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C. & Co., Hamilton.
Dixon, Henry & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Scythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinsch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Onelida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramtor Co., London.
Spring.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Toronto.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowless Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



"Ross" Rifles in India

Few Canadian dealers in Sporting Rifles would credit the number of "Ross" 280 High Velocity Rifles which are sold in India. Owing to the large demand we were completely sold out at the end of 1912.

In Canada the merit of this 280 is becoming better known and there is a great increasing sale for it. Dealers who have the foresight not only to stock it—but to *show* it to prospective customers, are making good day's sales on just a single transaction.

There are to-day in Canada many men who can afford to buy the best and the best sporting rifle is the "Ross." Other models retail at from \$25.00 and upward.

Catalogues and terms on application.

ROSS RIFLE CO. - QUEBEC

Goodell-Pratt's

"Mass Tool" Brand

STEEL RULES

83

Styles and Sizes

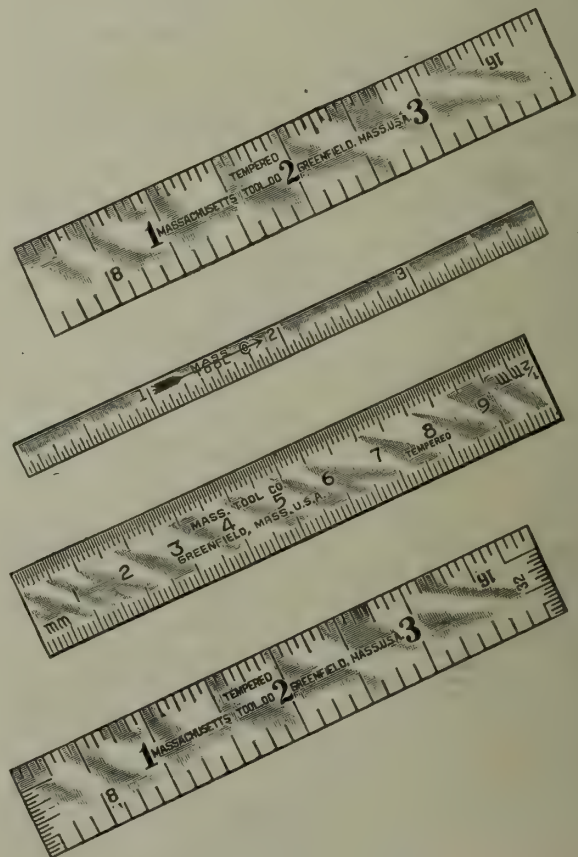
Under our Mass. Tool Brand we are putting out a very complete line of Steel Rules in all lengths, 1 to 36 inches, and in all standard graduations.

We guarantee the accuracy of every Rule, and are sure the finish and style of workmanship will please your customers.

Goodell-Pratt Company

Toolsmiths

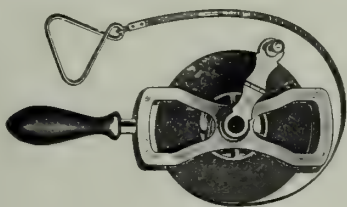
Greenfield Mass., U.S.A.



The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

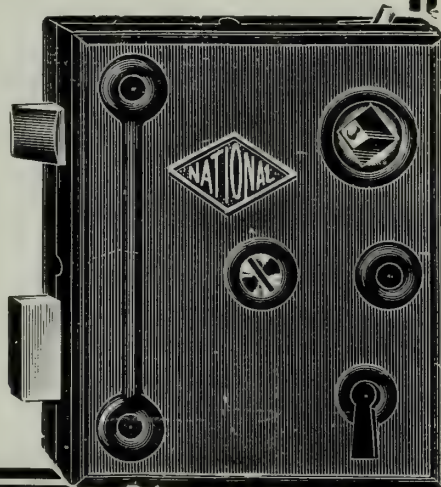
They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT.
CANADA



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

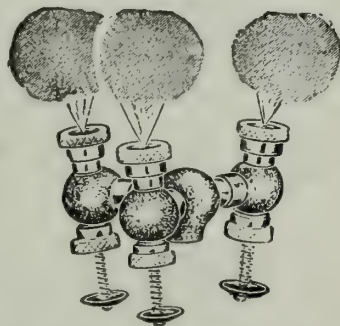
Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

"I want a new set of nozzles for my Spramotor. Jones has them on hand. Might as well get the paint and lawn mower there, too."

It certainly pays to stock



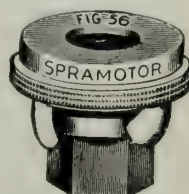
SPRAMOTOR ACCESSORIES

The direct profit is reasonable—just about what you think it should be. But, handling Spramotor Accessories means much more to you than that. When a man wants some of our accessories he wants them at once. Isn't he pretty likely to buy other articles while in your store? That's up to you.

N.B.—We may want a special agent in your town. Our agents make money.

Spramotor Works

70 King Street, - London, Can.





See the V

The TRAPPER'S TEST

A reliable trap is as important to the Trapper as a good gun to the Hunter — for the loss of a few furs equals the cost of a whole season's traps.

VICTOR TRAPS

meet every test — are warranted perfect — sure to go, sure to hold.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

-See the V

Factory: Niagara Falls, Ont.

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 10

March 8, 1913

**Those Who Desire to Make Their Home Attractive
Will Be Fascinated With the Beauty of**

LIN-UNA FAST TO LIGHT BURLAP



SHOWING A DINING ROOM paneled with LIN-UNA BURLAP.

This burlap makes a very inexpensive wall covering, and at the same time it gives an effect that is very pleasing to all people of good taste.

LIN-UNA fast to light Tapestry Burlaps are essentially and admirably adapted for their original purpose—for beautifying the walls of city and country homes, churches, clubs, schools, hospitals, public buildings, etc., and are extensively used for this purpose.

The colors are exceptionally rich in tone, selected by competent artists, and are made fast to light by modern methods of scientific dyeing.

The quality of this burlap is the very best that can be produced.

Write for our color cards to supply your trade—put in a trial order and you will realize that your trade wants such a wall covering.

"Everything for a Building."

Calgary Paint
& Glass Co., Ltd.
Calgary

The Winnipeg Paint & Glass Co.
Limited
WINNIPEG

Edmonton Paint
& Glass Co., Ltd.
Edmonton

Big Ben



Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.

AND HERE'S ANOTHER CUSTOMER FOR

Carborundum Sharpening Stones



THE FARMER

THE Carborundum Niagara Scythe Stone—the Carborundum Bench Stones—he needs them both.

All you have to do is to tell him that the Carborundum Scythe Stone cuts quicker—lasts longer than the old time whet rock—doesn't glaze—and gives just the edge required for Scythes, Brush and Grass Hooks. Tell him that the Carborundum Bench Stones will give a quick, keen, smooth edge to his chisels, plane bits, etc.,—will always cut—not merely rub the edge on. Explain the reason is because Carborundum is the hardest, sharpest, quickest-cutting material you know of.

Use these sales arguments—Carborundum goods will back you up.

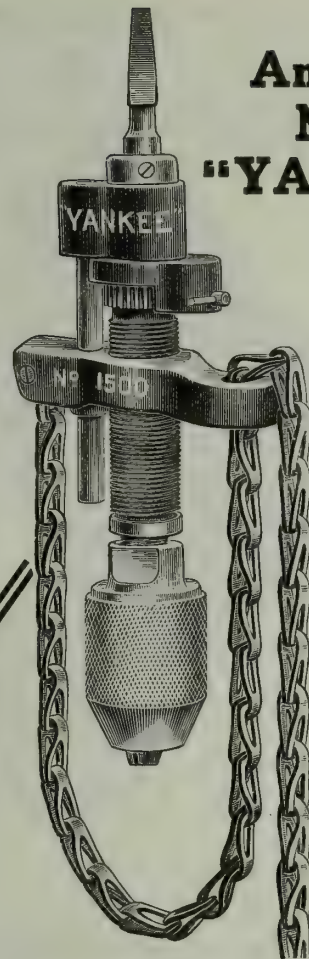
THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

NEW YORK CHICAGO BOSTON
PHILADELPHIA PITTSBURGH
CLEVELAND CINCINNATI
MILWAUKEE LONDON, ENG.



Another
New
"YANKEE"



No. 1500 with
3 Jaw Chuck.

No. 500 with
2 Jaw Chuck.

"YANKEE" CHAIN DRILL

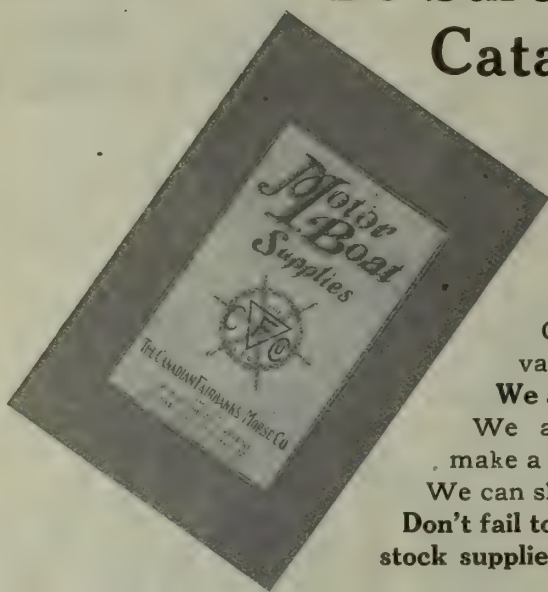
with Positive Automatic
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

BETTER WRITE YOUR JOBBER

North Bros. Mfg. Co.
PHILADELPHIA, PA.

Be Sure To Get A Copy Of This Catalog Before Stocking Your Motor Boat Supplies



Our products have established a reputation among "Motor Boat Bugs" for their high quality, artistic design and splendid service.

Our catalog will give you a comprehensive idea of the variety of lines, also the quality

We absolutely guarantee everything we sell.

We allow a very liberal discount which enables you to make a larger profit.

We can ship any article the same day as we receive your order. Don't fail to get this catalog at once as it is just about time to stock supplies.

The Canadian Fairbanks-Morse Co.,

MONTREAL

LIMITED

ST. JOHN
OTTAWA

TORONTO
WINNIPEG

CALGARY
SASKATOON

VICTORIA
VANCOUVER

S. M. P. DAIRY SUPPLIES

ARE POPULAR SELLERS
EVERYWHERE

Creamery Cans

with deep cover and strainer

Supplied with Fast Key unless ordered otherwise.

No.	-	5	-	15
Inches	-	8½	-	8½
Quarts	-	12	-	20



PROMPT SHIPMENT
GUARANTEED



Milk Strainer Pails

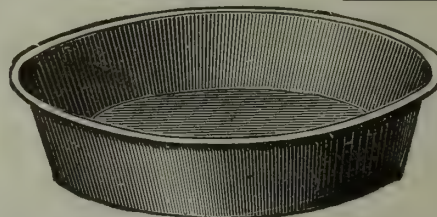
1x dairy

Quarts	-	-	-	-	16
Case Lots, dozen	-	-	-	-	1

Milk Pans

Plain or retinned

Made in all standard sizes from ½-quart to 12-quart.



PRICES ON
APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG

Hammocks for Everybody

The Biggest Assortment of

Styles, Patterns, Colors, Weaves and Sizes

ever offered to the Canadian Trade

We carry a complete line of Swings, Camp Chairs, Hammock Chains and Hooks.



Our Line of Tennis Goods is complete. Croquet Sets are one of our best selling lines.

Couch Hammocks

Children's Hammocks

Baby Hammocks

Awning Stripes

Scotch Plaids

Oriental Designs

\$8.00 to \$60.00
Per Dozen

Open Weave

Twill Weave

Corded Weave

French Tapestries

Gobelin Tapestries

The Hammocks
are Sellers.

Sample Swatches sent on application.

See our Salesmen

Never before have we been so strongly fortified in this very essential summer line. Our past success has encouraged us to take a long step forward in presenting this **Unrivalled Line of Hammocks** which we now offer.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

HARDWARE AND METAL

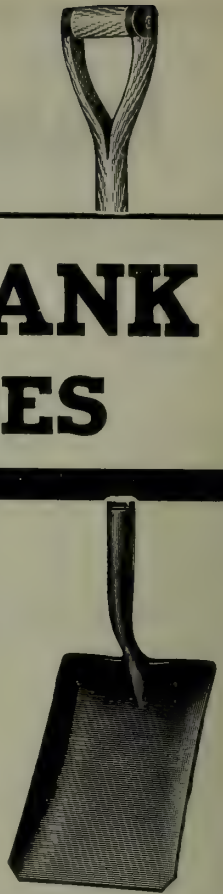
**MADE FROM BEST CRUCIBLE CAST
STEEL.**

TEMPERED AND HARDENED

VULCAN SOLID SHANK SHOVELS AND SPADES

This is our own brand---something we can recommend as the best to be had at the reasonable prices we offer them. Each shovel is rolled separately and forged from the bar. This process places extra strength where needed. Handles are carefully selected and seasoned.

We carry a full line bright or black finish, long or D handle, square or round point.



Our picks are made from solid eyes with best tempered steel points. All patterns for clay, rock work, mining or prospecting.



Crowbars, with lining or wedge points, high grade tool steel, carefully tempered and finished.

CARBON AND HIGH SPEED TOOL STEEL

Black Diamond, in round, square or octagon.

Fortuna, mining steel, cyclops, flat, square or round tool steel.

Cammell, Laird's high speed steel.

Caverhill, Learmont & Co.
MONTREAL

LOOK AT THESE LINES

YOUR JOBBER HAS THEM



Simply
Sanitary
and
Durable

A quick
seller

See this point

all juices must drop
into dish, cannot
drop onto floor or
table.



This is a favorite. Has swivel head and brass socket.
Strong and well finished.



The best yet—a razor that will last. One which will hold a good
edge. Finest steel. Guaranteed.

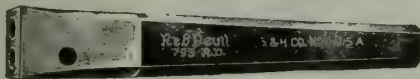


No. 213. Good as there is, but at a reasonable price.



KNIFE FOR SQUARE CANS

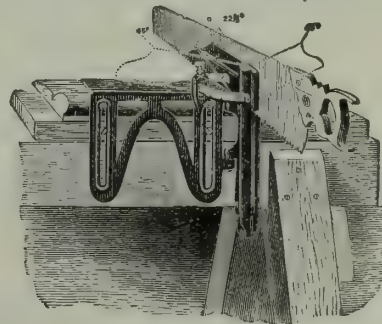
This is a "best seller." The very latest pattern and strongly made from best materials.
This line would please your lady customers.



Drop Forged Steel Rivet Set.



We have a full line of all kinds of electrical and
lineman's tools.




No. 159. Genuine Seavey Mitre Box. Weighs only
2 lbs. Makes perfect joints, mitres and angles.

PROTECT YOURSELF BY GETTING "RED DEVIL" GOODS

SMITH HARDWARE COMPANY, LIMITED
MONTREAL

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

SAMSON

Base-Ball Goods



Send us your orders.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

Rake in More Profits By Selling our new Dandelion Rake

A Few Features

This rake is made of pressed steel—not cast. The teeth are tapered, which adds greatly to their strength, and being made of pressed steel do not break off.

ORDER NOW AS THE RAKE SEASON SOON BEGINS

CANADA STEEL GOODS CO., LIMITED

Hamilton

Ontario

Makers of the Reliable Crescent Brand Butts and Hinges



Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only BOKER'S "TREE" BRAND

Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.



They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possible to produce.

For Sale By All Leading Wholesale Hardware Houses

J. A. HENCKELS

Henckels Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

Cutlery of every description



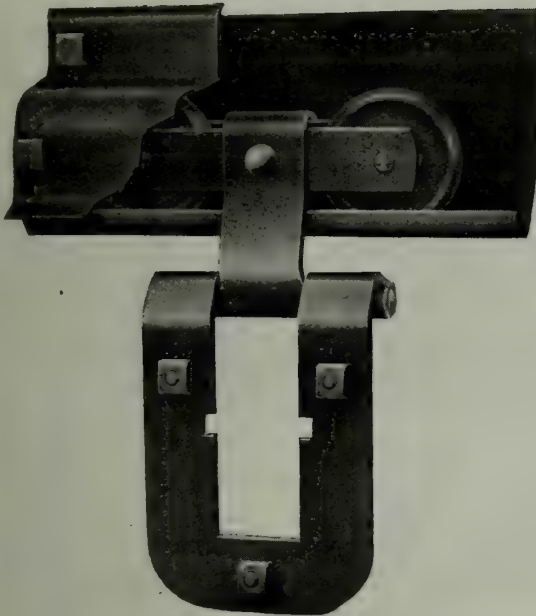
Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal



"We Initiate—Never Imitate"

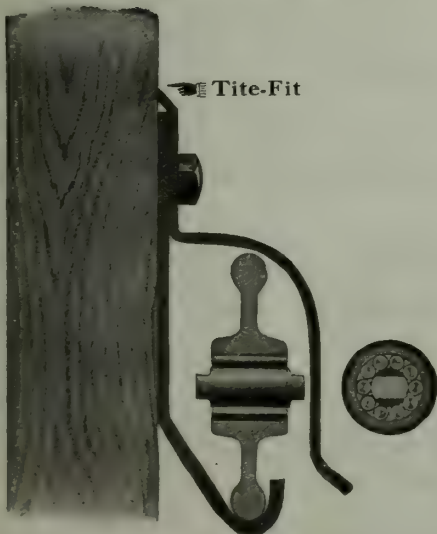
Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

"Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

National Mfg. Company

STERLING, ILL.

HARDWARE AND METAL

MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

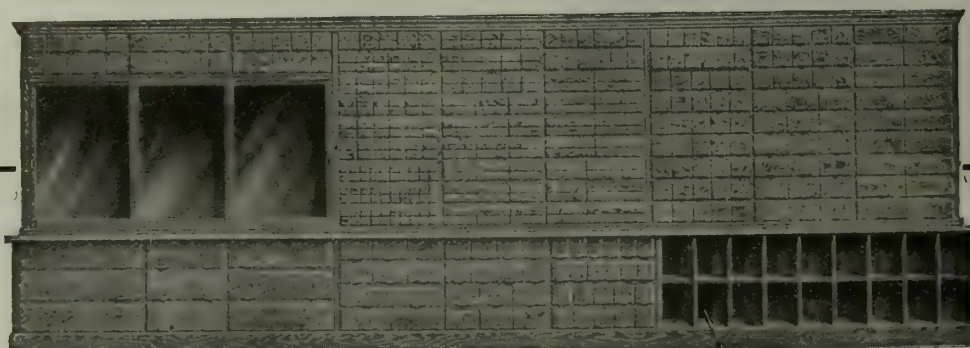
SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

225 Ambroise Street Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



BOWSER WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A.

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that *earn their wages*.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN



Increase Your Spring Sales By Handling The "Norcross" Line of GARDEN CULTIVATOR-HOES AND WEEDERS

Close hand cultivation is best, and "NORCROSS" Cultivators, Hoes and Weeders are like a human hand; the fingers of which work closely around the delicate plants without injuring them; stirring the soil to any depth, and leaving it level and loose, without a footprint upon it. The "NORCROSS" is the only Cultivator-hoe with detachable handle ferule (Pat'd.), which provides for its use as a wheel plow attachment. Professional Gardeners declare that no wheel plow on the market has an attachment equal to our Cultivator-hoe. All prongs are detachable.

Write any of the following Canadian jobbers for circulars and prices.
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; Merrick-Anderson Co., Winnipeg; J. H. Ashdown Hardware Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.

C. S. NORCROSS & SONS, - Bushnell, Ill., U.S.A.
Patentees and Sole Manufacturers

Learn more about good rope

Do you know how the rope you sell is made?

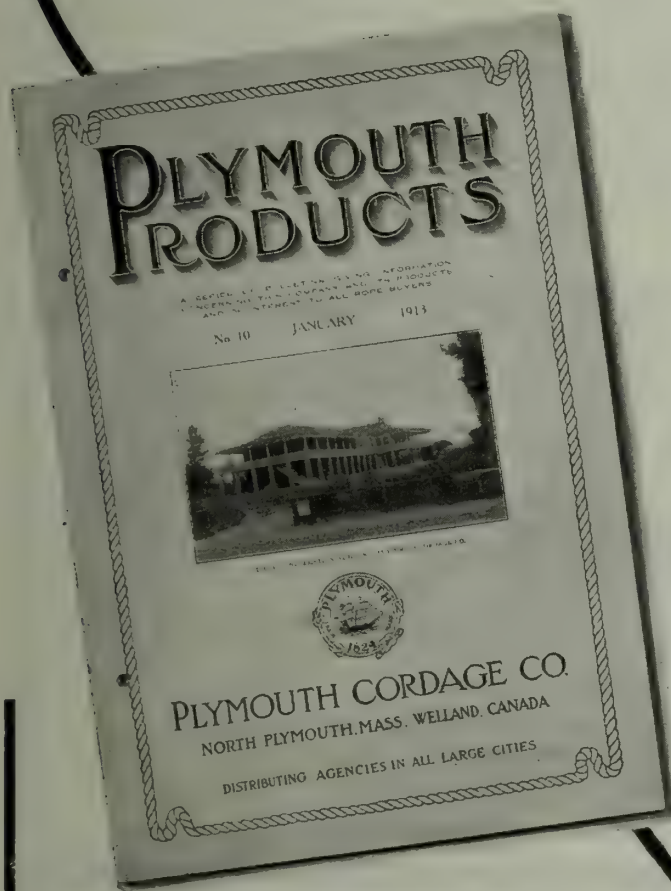
There are pure and adulterated ropes just as there are pure and adulterated foods.

PLYMOUTH ROPE

"The Rope You Can Trust"

is a recognized standard--
the most satisfactory and
profitable rope you can
sell.

Our monthly bulletin
"Plymouth Products" tells
vital facts about rope in
general and "Plymouth
Rope" in particular.



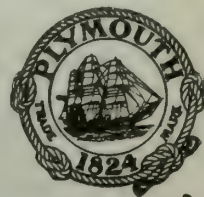
Let us send you "Plymouth Products." Simply mail your name and address on a post card.

Independent Cordage Co. Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax. St. John, Winnipeg Vancouver,



HARDWARE AND METAL

GREENING

New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The Most Satisfactory Chain To Handle.

MANUFACTURED BY

THE B. GREENING WIRE COMPANY, LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

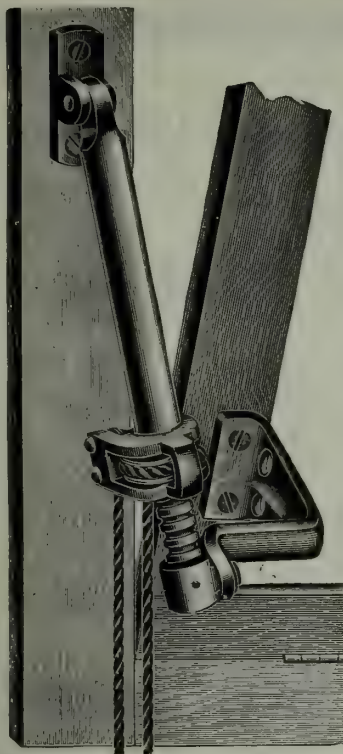
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our

BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

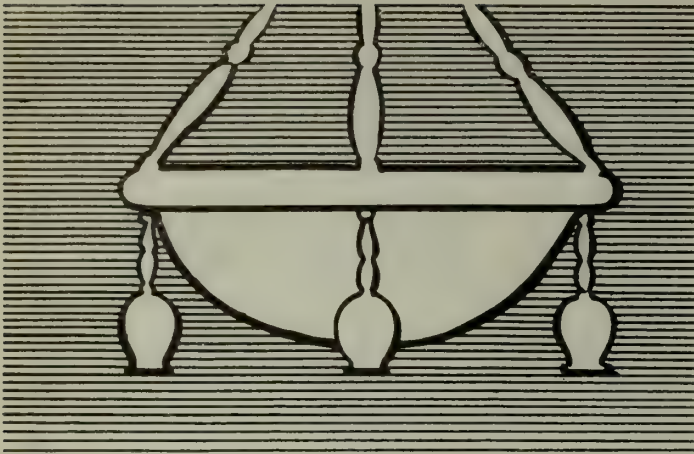
Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

The
**JOHN
STEVENS**
Co., Ltd.

Wholesale Plumbers'
Supplies,
WINNIPEG



Money for You in the Pilabrasgo Products

It doesn't make any difference what the *margin* on an article may be, it shows no *profit* unless it is a *fast seller*. Just think that over.

No article can get into the Pilabrasgo family of Illuminating Goods until it has established these two points: It must be a *fast seller* because of its *attractiveness*, and it must be a *steady repeater* because of its *quality*.

Profits and margins are good on Pilabrasgo goods. Write for photos.

Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,
London, Ontario



R. E. Davis,
Representative.

YOU'LL FIND OUR "Any Weight" Water Ballast Roller

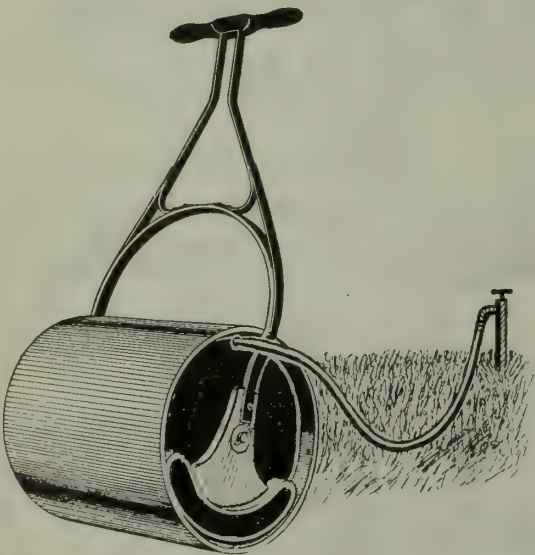
(MADE IN CANADA)

Very Profitable to Handle.

It is a lawn or garden roller that will suit all demands.

It can be weighted to suit the condition of the ground which is to be rolled. Weighs from 100 lbs. up, and is supplied in 9 styles, ranging from 18 in. dia. by 24 in. long to 24 in. dia. by 36 in. long, with or without weighted handle. Has double and single drum.

Now is the time to stock some of these rollers—the profit will make it well worth your while.



ERIE IRON WORKS, Limited

ST. THOMAS

--

ONTARIO

--

CANADA

HARDWARE AND METAL

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

B.B. Co. Presses Embody
STRENGTH and RIGIDITY

MINIMIZING maintenance cost
of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

LET US QUOTE ON
YOUR PRESS REQUIREMENTS.

The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Presses, Dies, 'Tinsmiths' and Sheet Metal
Workers' Tools, Canning Machinery



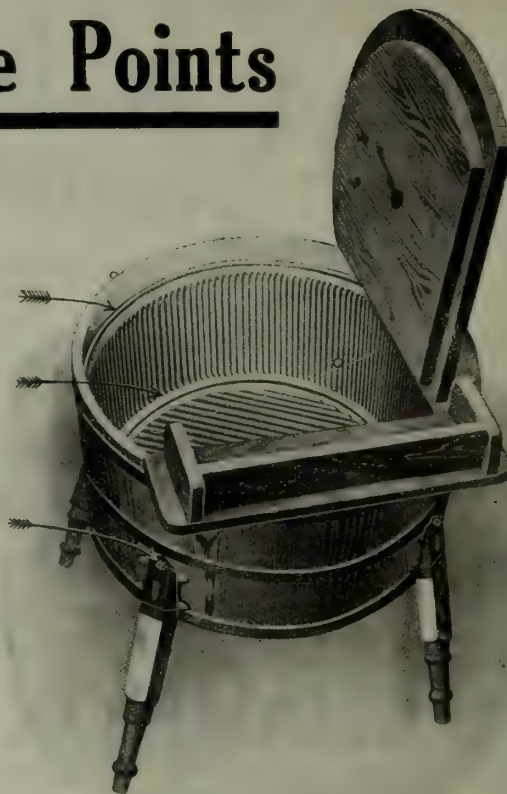
The Arrows Hit the Points

- (1) Inside "WARP PROOF" Steel Ring.
- (2) Inside Surface and Bottom, Corrugated in Centre only.
- (3) Leg Socket—Bolted through Tub, Leg and Socket (Not Leg only.)
- (4) The treating of Entire Inside with our Special Filler.

4

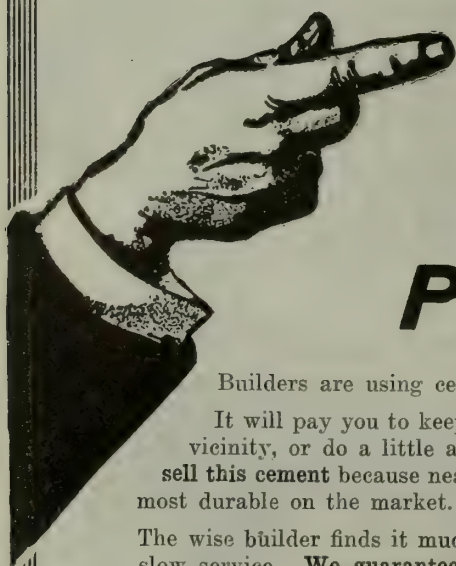
Distinct Commanding Features that keep a Tub WATERTIGHT. Add years to the life of a WASHING MACHINE and are recognized by Satisfied Users Everywhere.

Agents—W. L. Haldimand & Son - - MONTREAL
H. F. Moulden & Son - - - WINNIPEG



Makers : **Cummer-Dowswell, Limited - Hamilton, Ont.**

Progressive Dealers Can Make A Good Profit
By Selling



ROGERS'

Portland Cement

Builders are using cement more and more every day in the construction of residences, etc.

It will pay you to keep a stock of Rogers' Portland Cement and get out after builders in your vicinity, or do a little advertising to let them know that you handle this cement. It is easy to sell this cement because nearly every builder knows that it is the most efficient and most reliable and most durable on the market.

The wise builder finds it much cheaper to buy from a place near by than to pay for haulage and get slow service. We guarantee quick delivery. Our prices are right.

ALFRED ROGERS LIMITED,

**28 West King Street,
TORONTO**

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG.



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

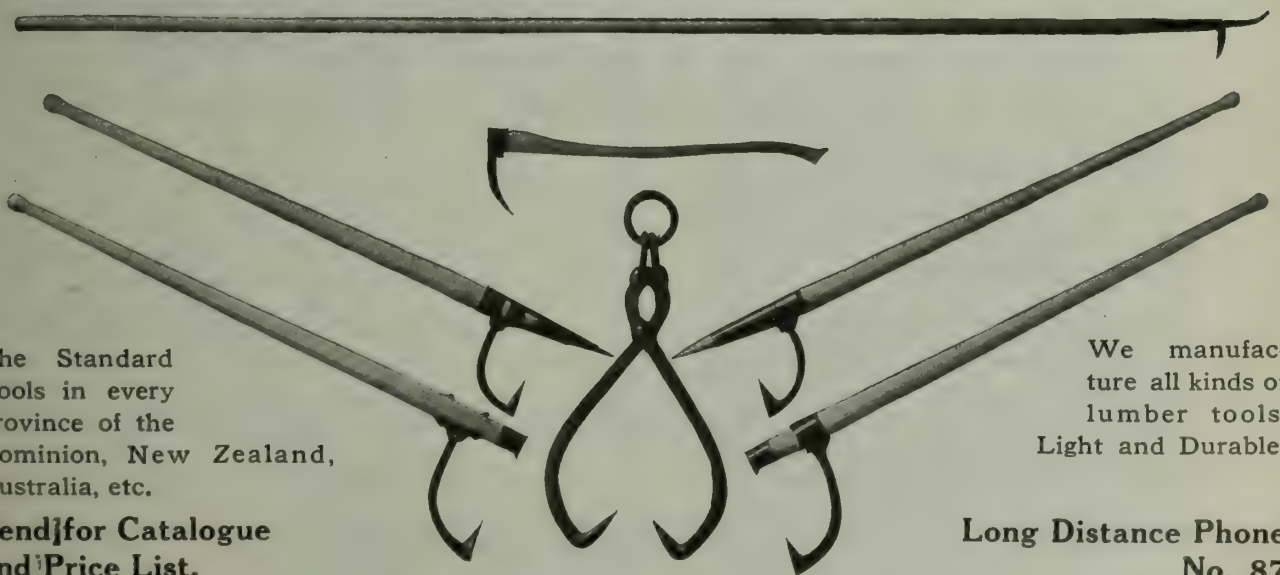
The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.

PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

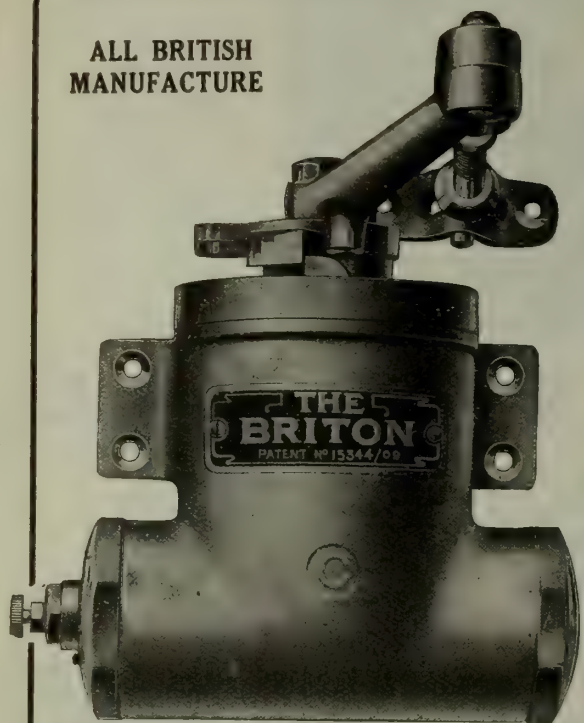
MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

The "BRITON" Patent Door Check & Spring

ALL BRITISH
MANUFACTURE



SUITABLE FOR EITHER HAND WITHOUT ALTERATION

The horizontal cylinder which contains the checking device, is filled with a special oil, and is so sealed that the oil cannot exude.

The check-regulating screw is placed in the end, opposite to the checking end of the cylinder, and, being therefore immune from pressure of any kind, is not liable to leak.

MADE BY

WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND



"STANDARD" FILES

FILE AND RASP WINNERS

American
Arcade
Globe
Great Western
Kearney & Foot

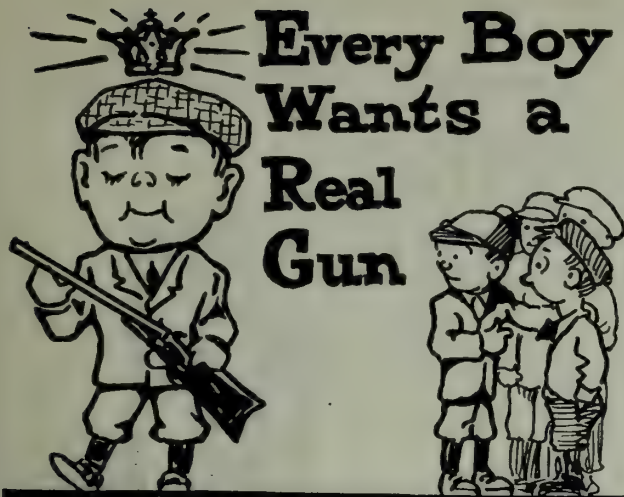
"NICHOLSON-MADE" Files since 1864 have set the pace for file quality. To-day over 200,000 Nicholson-made files are sold day by day all over the world. Put them on your shelves, and your store gets all the good-will that results from private steel from a specially developed formula, special file-cutting machines of private design, private methods of tempering, and individual inspection and hand testing of every side of each file. You personally get this benefit as a storekeeper.

"Nicholson-Made" Means Steady Trade

It pays to handle the files and rasps that set the pace and a standard for the world—sharp-toothed, keen-cutting perfection in every file you sell. They sell steadily and often—once a user, your customer is always a user. Get any of the Nicholson-made File brands listed above through your Jobber.

NICHOLSON FILE COMPANY

Port Hope, Canada



Show him a Hamilton, and the extremely low price, and he won't be happy till he gets it.

And then when the other boys see him with his Hamilton, they won't be happy till they get Hamilton's, too.

You can build up a big sale on this wonderful little rifle in mighty quick time in your neighborhood.

HAMILTON

22 CALIBER

RIFLES

are straight-shooting, hard-hitting game rifles that will please the boy as well as guns costing twice as much.

The barrel is made by our own process covered by exclusive patents.

You need Hamilton Models 27 and 027 now to make your stock complete. Order from your jobber now. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

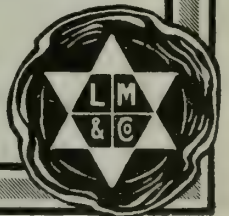
For over Sixty-Three years we have been manufacturing Old Standard, Eagle, Globe and Pyramid Germantown Brands, and during that long period have maintained the highest possible quality. It is this quality which has built up the largest business in the world.

Germantown Lampblacks are imitated in appearance, but far from being equalled in serviceability. Imitation is the sincerest form of flattery.

Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable.

L. MARTIN CO.
81 FULTON STREET
NEW YORK U.S.A.

ESTABLISHED 1849



JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.



The Stewart Ball-Bearing CLIPPING MACHINE Sells Quickly



This machine is constructed on the only correct principle, which has been clearly proved by the firms who have tried to imitate it.

Nothing but the Best is Imitated

There are horse owners in every vicinity who need a "Stewart" clipping machine. By keeping their horses clipped, they add much to their value, both when it comes to sell and for actual service. We supply the dealer with matter to circulate among these owners, pointing out the advantages as mentioned above. This advertising matter will bring you many inquiries—then it is so easy to effect a sale.

Your jobber carries Stewart Machines. Write us for particulars.

CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO



Paint and
Varnish

BRUSHES

That are
Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons
Limited
Hamilton, - Ontario

READY TO SHIP NOW

Send in your orders and have them filled immediately for

Wright's No. 3 Wrightlight

the best and most convenient short globe lantern ever made.

Look How Easy It Is To Light

Just raise the globe with one hand—light with the match held in the other hand—lower the globe, and it is all over.

No Trouble—Simple and Easy

Globe doesn't have to be swung back except for the purpose of cleaning. Being extra wide, the entire hand can be inserted.

Wright's self-erecting handle with swedged ears that never come off, pressed tubes, dome well, bottom lift, large brass filler cap, double-seamed bottom, short globe, all these things, together with our years of experience as Lantern manufacturers, make the

WRIGHTLIGHT

And we forgot the most important thing of all—a new improvement of the burner, the reason for which you would never guess—our representative will show it to you—or we will send you a circular explaining it. CAN YOU BEAT IT?

E. T. WRIGHT & CO.
(H. G. WRIGHT)

:::

HAMILTON, CANADA



CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

The SECURITY ALL STEEL BARN DOOR LATCH

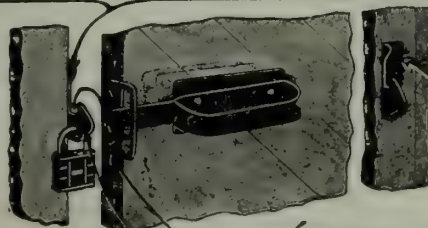
THIS LIP CAUSES THE LATCH TO BE THROWN DOWN INTO THE RECESS OF THE STRIKE PLATE SO THAT THE DOOR WILL NOT REBOUND OPEN WHEN SLAMMED

**NOT A SPRING
IN ITS
CONSTRUCTION**

Distributors—

**HENDERSON &
RICHARDSON**

Board of Trade Bldg.
Montreal



WHEN DOOR IS THROWN WIDE OPEN, THIS HOLDS IT OPEN AND PREVENTS SWINGING IN THE WIND

THESE PLATES CANNOT BE REMOVED WITH A SCREW DRIVER WHEN DOOR IS LOCKED BECAUSE THEY ARE ON THE EDGE OF DOOR WHEN THE DOOR IS LOCKED WITH A SECURITY LATCH, IT IS LOCKED

PECK-HAMRE MANUFG. CO., BERLIN, WIS.



"The Empire Line"



NOW is the time to place your orders for
"EMPIRE" FURNACES
 and **REGISTERS**

Made by
CANADIAN HEATING & VENTILATING CO.
 OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

Why Findlay "Favorite" Stoves and Ranges Sell So Easily

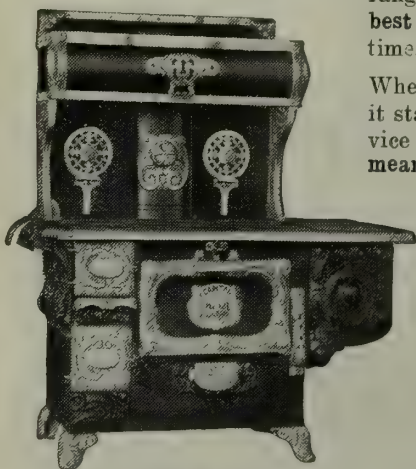
They are well designed—have smooth castings, and tight and well fitted joints. Dealers who handle our stoves and ranges realize how much the above features help them in making sales.

Customers are not always interested in the inside construction—in many cases they choose by appearance. They may choose a Findlay range this way, but they are getting the best inside construction at the same time.

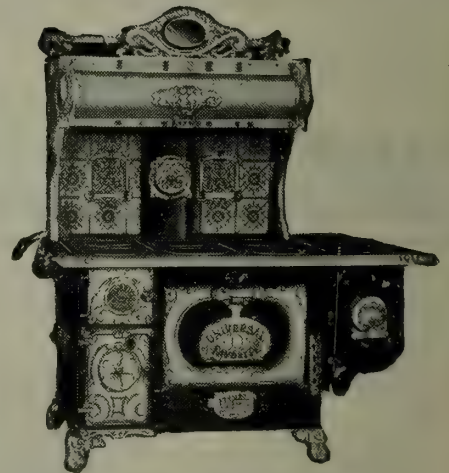
When a Findlay Stove or Range is sold it stays sold and gives such splendid service that the enthusiastic user is the means of bringing you more business.

We recommend our high quality ranges, but if a customer wants a light, cheap cast or steel stove, we have it.

Write to-day for illustrated catalog.



CAPITAL FAVORITE
 16, 18 and 20-inch Ovens



UNIVERSAL FAVORITE
 18 and 20-inch Ovens

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary Distributing Agents Geo. D. Horsman, Vancouver

QUICK MEAL

Blue Flame Oil Stoves and Gasoline Evaporating Stoves

Are made in the most complete factory of its kind in the world (capacity 1500 Stoves a day.)

QUICK MEAL BLUE FLAME OIL STOVES are larger in build than others, and, with substantial cast iron legs, have the appearance, finish and convincing qualities of simplicity of operation, safety and economy which makes them the sellers as against any competition.



QUICK MEAL EVAPORATING GASOLINE STOVES are constructed according to safety requirements of the National Board of Fire Underwriters, which fact will appeal to dealer and user alike. Evaporating principle and burners are most simple, requiring less attention than other makes, while the cost of operating is lower than that of any other.

They are strongly built Stoves, mounted on casters, and Ovens are of heavy aluminumized steel.



An exclusive town agency means a sure and profitable trade to you. Write us for catalogue without delay.

The JAMES STEWART MFG. CO. LIMITED
WOODSTOCK, ONT. WINNIPEG, MAN.

Agents for Canada.



"Baxter Banner Ranges Bake
Cake Like Mother Used to Make."

BAXTER BANNER GAS RANGES

Sell quickly and profitably while others take up valuable space on your floor.

These Special Features and Conveniences will appeal strongly to your prospective customers and enable you to get your price every time.

Patent Divided Glass Oven Door.

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest selling feature on the market.

Sanitary Finish.

Body and castings have special non-rusting baked enamel Japan finish. Every part of the range can be handled without soiling your fingers.

Aluminized Oven and Broiler.

All the oven and broiler liners are coated with silvery, fire-proof aluminum-bronze — making them bright, attractive, easy to clean, and durable.

One Burner for Both Oven and Broiler.

One burner serves for both oven and broiler. Splendid work with little gas. No cumbersome and dangerous pilot lights. Oven guaranteed explosion-proof.

Concealed Manifold.

The front supply pipe is concealed under edge of top. Doesn't collect dust or grease. Never has to be wiped off.

Spit Fire Lighter.

Lights any one or all top burners without striking any matches. Burns only 3c worth of gas per month.

Let us send new catalog 41 and quote prices.

THE COPP STOVE CO., Limited, Fort William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY COMPANY, Ltd., Montreal

N. L. STEWART, Toronto, Agent for Central
and Southwestern Ontario.

Factory: The Baxter Stove Co.
Mansfield, Ohio :- U.S.A.



McClary's Nestable Garbage Pails

Made from heavy sheet-steel, heavily galvanized—they are rust-proof, strong and durable.

The McClary cover-locking device works easily, locks securely and prevents spilling of contents.

Slip-over cover when locked, prevents escape of odors.

McClary Nestable Garbage Pails save valuable storage space, arrive in better condition and receive lower freight rate than cans shipped in usual way.

Made in four sizes.

Order from nearest Branch.

McClary's

St. John Montreal Toronto Hamilton Winnipeg
Calgary Vancouver Saskatoon Edmonton

McClary on Goods is a Quality Name

McClary's 1913 Gas Ranges



Style E.S.—No. 256

FOR NATURAL OR MANUFACTURED GAS

A neat, convenient, compact gas range, combining a large cooking top, broiler oven, baking oven and undershelf in the smallest possible space.

McClary Gas Ranges are fitted with non-leaking one-piece cored star burners of latest Bunsen type, having easily adjustable air mixer.

Canopy top and warming shelf is well ventilated by special device, which draws all fumes and odors of cooking into the flue system.

The superiority of McClary Gas Ranges is not due to the unusual excellency of one or two features, but is the result of the uniform high-quality of all parts.

Sell McClary Gas Ranges—the up-to-date, high grade line.

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

McClary's

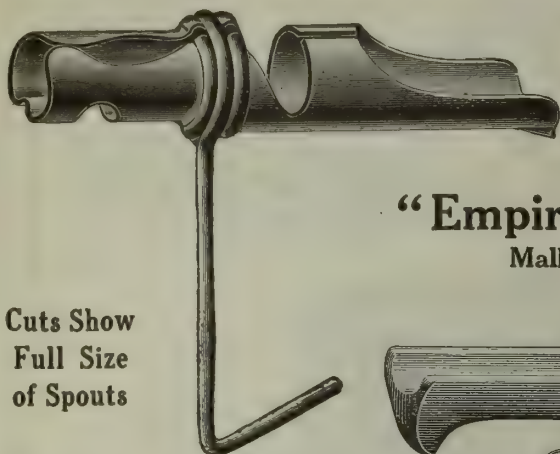
VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name

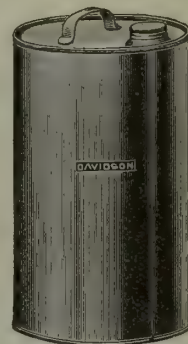
Sugar Makers' Supplies



"EUREKA"

Maple Syrup Cans

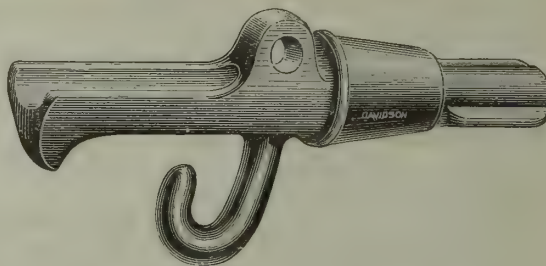
Steel Sap Spouts, packed in cardboard boxes, 100 each.



Round and Square with Screw Tops $\frac{1}{2}$ and 1 gallon. Other sizes made to order.

"Empire" Sap Spouts

Malleable Iron Tinned



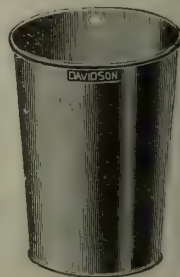
Guaranteed against breakage

SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Qts. 4, 5, 6, 8, 12

**WESTERN
PATTERN**
6 and 10 Quarts



Cuts Show Full Size of Spouts

We also have in stock and can ship promptly

"PERFECTION" SAP SPOUTS

"WOOD" SAP SPOUTS

"EUREKA" CAST SPOUTS

"BEAVER" SAP SPOUTS

same as Empire only without Hook

WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

THOMAS BLACK

**HEAVY HARDWARE
AND
BUILDERS' SUPPLIES**

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement

"ACME" Keene's Cement

"HAMMER BRAND" Plaster of Paris

"R.I.W." Waterproofing Products

"UTILITY" Wall Board

"PERFECT" Corner Bead

"PERFECT" Metal Lath

SAMSON Car Movers

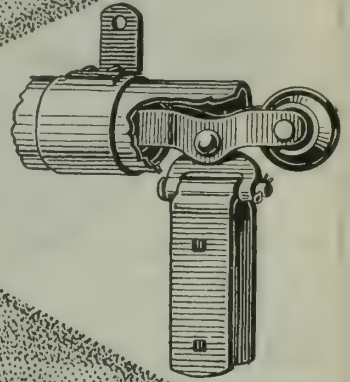
IDEAL Tube Expanders

CONEWAGO Waterproofing Paper

REASONABLE PRICES

EXCELLENT SERVICE

THE CANNON BALL BEATS THEM ALL!



Boom Business

With the world famous

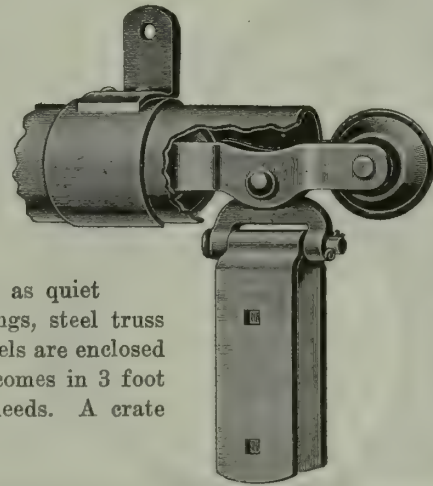
Cannon Ball Barn Door Hangers

Here are the Barn Door Hangers that **boom business**. They are in demand because of their known high quality, universal satisfaction and long service they give.

Cannon Ball Barn Door Hangers will win trade for you and hold it. They not only enable you to meet competition, but they beat it.

You don't have to "argue" or "explain" to sell Cannon Ball Hangers. They have a wide reputation. Just say: "Here is the famous Cannon Ball Hanger," and the sale is made. And there are no "come-backs" or complaints. Cannon Ball Hangers are easily adjusted and give no trouble. They stay sold and they sell others. Put in a stock of Cannon Ball Hangers and make money and friends.

The big seller in the Cannon Ball Line



It's No. 384, a silent, frictionless, flexible tandem, as quiet and smooth running as an auto. Has long roller bearings, steel truss frame, special steel ball wheels, with wide tread. The wheels are enclosed and are waterproof and birdproof. Cannon Ball Track comes in 3 foot sections, so you can sell exact amount your customer needs. A crate of 96 feet will easily fit under your counter.

Write at once for our money making deal for live dealers.

We have an interesting plan to offer you, and we'll point the way to a bigger and more satisfactory trade on Barn Door Hangers—bigger and more substantial profits than you have ever made before. Write us a letter now—a postal will do—and get our profit-and-trade-bringing proposition.

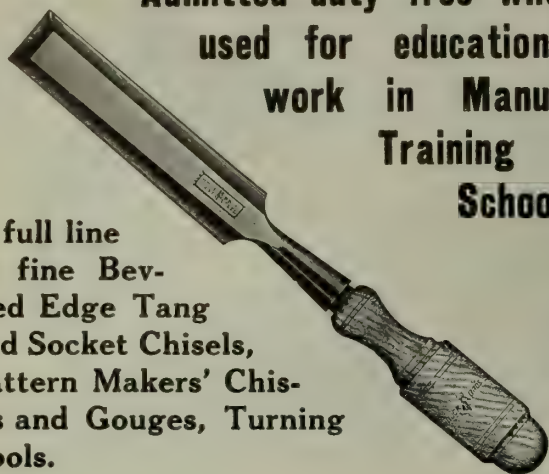
Hunt, Helm, Ferris & Co., 178 Hunt Street, HARVARD, ILL., U.S.A.

Agents for Western Canada:

MERCHANTS HARDWARE SPECIALTIES CO.
Calgary, Alberta

MACKENZIE BROTHERS
Winnipeg, Manitoba

Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools



A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

There's A Good Profit
in Handling the

Humpty Dumpty
Folding
E G G C R A T E

These crates are well made and
very strong.

Stock a few—put them in a prom-
inent place and you will effect many
sales.



Write us for cata-
log of our Wooden
Ware, Brooms,
Brushes, Wrapping
Paper, Paper Bags,
Cordage and Twines.

Walter Woods & Co.
HAMILTON and WINNIPEG

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the
reasonable prices at which he can buy the goods pleases the
consumer.

The dealer has less trouble and more satisfaction with King-
fisher lines than any other; there is a good margin of profit
for the dealer in Kingfisher lines, besides which the dealer
never has any dead stock to carry over. There is no "dead
stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We
positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card
with name, address and business, and we will send you a
new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West TORONTO

SUPPLY YOUR FARM TRADE

with

STILL'S
Hay Fork Handles

These handles will prove to be a
very profitable addition to your stock
as they are the kind the farmers want
—the durable, service-giving kind.

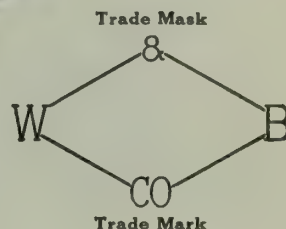
Made from the best Northern White
Ash and cannot be excelled in qual-
ity or finish. You will get excellent
results from handling them.

Get our circulars and discounts at
once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS -:- ONT.

Buy Drills For What They Can Do

A feature of the "W & B" Twist Drills is its completeness for all specialized manufacturing needs. There's a size and kind of "W & B" drill for every service for which a drill can be used. The selection of the proper steels for use in manufacturing "W & B" "Diamond" Carbon and High Speed Drills, adapting them to the greatest range of work with high-



est efficiency, has only been determined after thorough experiment with many different grades of steel. Convince yourself. Go to your nearest jobber and get a tryout set. Write for Catalog No. 82-G.

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

OFFICE AND FACTORY, - - ST. CATHARINES, ONT.
STOCKS CARRIED AT WINNIPEG AND MONTREAL.



The Highest Quality ENGINEERS' SUPPLIES, BRASS GOODS PIPE FITTINGS AND TOOLS

Now is the time to put in a stock of these lines as a big demand always comes with the Spring season.

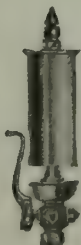
We stand back of our goods with a guarantee for long, satisfactory service. They bring you good margin of profits, and the "repeat-order-customer."

Send us your inquiries to-day.

Catalogue to the trade.



Swing Check Valves



STEAM WHISTLE



Gauge Cock



Oil Cup—Quick
Stop, Slight Feed



Relief Valve



Pop Safety Valve



J. M. T. INJECTORS
(Improved)



J. M. T. VALVE

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

SO Much Time, Thought, and Money is being expended on the Annual Spring Number of Hardware and Metal, that you will LOSE, if you don't read every page of your copy over and over again.

There are no doubt leaks in your business, that you don't suspect. But if you could stop them, you'd notice a big difference in your bank balance at the end of the year.

Hardware and Metal's Annual Spring Number will show you how to stop many of those leaks. It will tell about systems which have made good in other hardware stores, and which will make good in yours.

This big number will richly repay every half hour you spend in studying it.

March 22 is the date.



Your Figures Don't Show the Profits You Have Lost

You know how much there is in your cash drawer, but you do not know how much there should be.

Your book shows the total sales charged, but you cannot tell if any have been forgotten.

This is because your system does not give you a positive check on the business of the day.

A National Cash Register shows how much should be in the cash drawer, and stops forgotten charges.

It records the total business done by each clerk, the charge sales, bills paid and money received on account. From its adding counters and printed sales-strip you can secure positive information about every transaction of the day.

It is the only system which will stop mistakes and losses and insure your getting all your profit.

Booklet Upon Request

The National Cash Register Company

285 Yonge Street, - TORONTO

Canadian Factory, Toronto



Nearly Every Person Who Buys An Automobile Is A Good Prospect For A "Preston" Metal Garage



**A Preston Metal Garage Can Easily
Be Taken Apart and Moved
From Place to Place.**

**It Reduces Insurance Rates. Being All Metal, It
Cannot Burn. It is Lightning Proof. It is Proof
Against All the Weather Elements.**

**Only Tools Required to Put It Together are a
Screwdriver, a Wrench and a Hammer.**

We will send you our beautifully illustrated
catalog "Better Buildings."

You sell the Preston Garage from this catalog.
It shows our metal garages in course of con-
struction, and in actual use as the one shown be-
low. One of these garages will add class to any
home, as they are beautifully designed and well
finished.

When you hear of any person who has bought
an automobile get after him—show him all the
advantages of a metal garage.

If you find it difficult to make a sale, we will send
one of our expert salesmen to help you out. His
services are rendered absolutely free.

On every sale of a "Preston Metal Garage" that
we effect through the dealer's co-operation, we
allow him a **LARGE COMMISSION**.

Send for our catalog and particulars to-day and
be ready to sell our garage when the opportunity
comes.



The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO



OUR REPRESENTATIVE

IS ON THE WAY
WITH A FULL LINE OF SAMPLES
and will call on the Eastern trade.



Factory and Head Office, - - - ST. MARY'S, ONT.
Branches, Montreal and Winnipeg

A Soft Snap for Hard Water

This device will make HARD water as SOFT as RAIN water and overcome the accumulation of lime, magnesia and other incrusting minerals in Water Backs, Coils, Heaters, Boilers and wherever these difficulties are experienced.

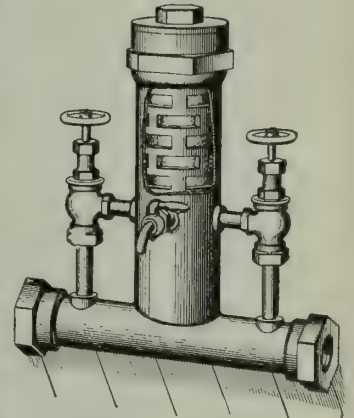


Fig. 119, Patented

MORE THAN 15 YEARS IN UNIVERSAL USE. They are installed for every type of installation. Your customers will appreciate them. BIG MONEY in it for the Dealer.

For further information, write for our illustrated Catalog No. 16.

Compound Injector & Specialty Company

Sole Manufacturers of DEHN'S SANITARY SPECIALTIES
419-421 H. N. 52d Avenue, - Chicago, U. S. A.
Long Distance Telephone Austin 5431

Make Life More Worth Living

Do Not Spend Your Evenings Trying To Straighten Your Books
When Closing Time Comes Let Your Day's Work Be Done.

Here is an account register that eliminates all work on books. At the same time that you give your customers an itemized bill, you make a duplicate which is kept in the register. You can always tell at a glance how the different accounts stand, and thus prevent many customers from "running up" practically unpayable bills.

Each statement which you give your customers contains the amount of previous purchases brought forward and acts as a reminder to customers to "pay up." Many dealers have collected, what they considered, hopeless accounts, by the use of this system of keeping accounts.



Double Register with Electric Recorder
and Cash Till.

The fact that over 80,000 McCaskey Registers are in use to-day is ample proof of their real worth.

This register also prevents mistakes, disputes, forgetting to charge, etc.

We don't ask you to take our word for this system—ask us to connect you with some users. Write them and profit by their experience.

You cannot afford to wait one day—write us now.
Our interesting booklet, "John Ashley," is absolutely free.

Dominion Register Co., Limited

96 Ontario Street,

Toronto, Canada

(Trafford Park, Manchester, Eng.)



WHY do all the reliable Hardware dealers throughout Canada carry a full line of Dominion Ammunition?

Because when they buy Ammunition with the big D trade mark they are sure they have the best that human skill can produce.

Dominion Ammunition is fully covered by our guarantee which insures you against defective goods.

Specify Dominion if you want the best.

For Calendars, Hangers and full information write

DOMINION CARTRIDGE COMPANY

LIMITED

MONTREAL, CANADA

Advertising Division File A1

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

Selling for Cash Builds Big Business

Stanley Mills & Co., Hamilton, Are Celebrating Their Twenty-fifth Anniversary—Rapid and Consistent Growth Has Been Due to the Adoption of Cash Principle, Backed Up by Aggressive Advertising—Methods Followed in the Hardware Department.

CAN a business be conducted successfully and permanently on a cash basis? Can a business be increased to large proportions when no credit is allowed? These are questions which have been discussed at great length and on which opinions differ rather sharply. There can be doubt, however, whether the cash basis is theoretically the correct one. Equally, there can be no doubt that many merchants who have had the courage to make the change to the cash basis have been able to triumph over the difficulties which deter others from taking the step and to make a complete success. In the accompanying article, the story of one firm's success is told. Stanley Mills & Co., of Hamilton, have completed their twenty-fifth year in business—twenty-five years of rapid and continuous growth, twenty-five years of successful adherence to the principle of cash only.

THE possibilities of a cash business were never more strikingly demonstrated than in the case of Stanley Mills and Co., Limited, Hamilton. The twenty-fifth anniversary of the establishment of the firm is now being celebrated and the records of the past show that the growth of the business has been steady and continuous, due in a very large degree to the sound principles adopted at the outset and rigidly adhered to throughout. In this case, however, another factor has figured prominently in the success of Stanley Mills & Co. They have been aggressive advertisers, Printers ink has played a conspicuous part in the gradual widening of the scope of the business and they are not inclined to minimize in the least degree the influence thus exerted. At the same time, the cash principle has been, perhaps, the main factor behind them in their big success.

Started as a Hardware Firm.

The business of Stanley Mills & Co. was started a quarter of a century ago as a one-line hardware store, in a small building on John Street, which by the way, was then one of the busy streets of the Ambitious City. The policy of "spot cash with order" was laid down at the very outset. Credit was not allowed to anyone. Also, everything for sale in the store was marked in plain figures.

These were altogether new features in the retail business in those days; and, although at no stage was the determination to stick to the straight and narrow path of cash business shaken, they early realized that it would be necessary to carry new lines which were in general demand. They found that a varied stock was required to attract a greater number of people to the store.

New Lines Added.

Thus, at the beginning of the second year's business, harness was added to the stock. Success being noted as a result of the innovation, crockery was put in

soon after and, as the holiday season approached, toys were added.

Business from the start proceeded along serenely and briskly. The cash system followed saved the new firm the heavy burden of financial worry which generally attaches to new ventures in the field mercantile. Inspired by the initial success of the undertaking, groceries were added in four year's time and soon after that dry goods became a part of the regular stock. The dry goods department has been very largely developed of recent years. These latter additions were not made, however, until much larger premises had been secured on King St. West. On moving to the new store, the business was launched under the title of a departmental store.

From this time on, the growth became more marked and rapid. The size of the store was doubled the following year. This condition held until the purchase of still larger premises on King St. East, gave Stanley & Co., plenty of room to expand. In 1895 the firm opened up and established in these new premises, the first complete departmental store in Hamilton, and one of the first in Canada. New lines were added from time to time. Still further room for expansion became necessary and they purchased a store on James St. North (connected with the King Street premises at the rear), to which the hardware department was removed—thus allowing for considerable extension in the other departments of the main building.

One night in January, 1903, a fire completely destroyed the building and stock. However, by the following August a big new store had been built, equipped and stocked with merchandise; and the "Old Boys" who returned to visit Hamilton that year for the big celebration witnessed the inauguration. The new building contained four storeys and full sized basement, which with the hardware department building, gave a total floor space for selling of 40,000 square feet.

At the time of the opening of the new store a new company was formed, with a capital of \$500,000—Stanley Mills & Co., Limited, with officers as follows:—President, Robert Mills; Secretary-Treasurer; and Edwin Mills, Managing Director.

Cash Policy Maintained.

The policy throughout the entire establishment remained strictly cash. Throughout the store every article was—and is—marked with the selling price in plain figures so that anyone can read it—and there is only one price to all. This policy simplifies every transaction and avoids after dissatisfaction. To the policy as outlined in this paragraph and to the extensive newspaper advertising which they have done, Stanley Mills & Co., give the credit for the success of the business.

The policy of the general store was then, and is still carried out by the Hardware department in its partially separate building, along with additional features, as conditions changed and improved.

Advertising Works Both Ways.

The experience of the Stanley Mills store has been that systematic advertising educates the public to look for and demand a better class of merchandise, thus increasing profits; and also that the cumulative effect of persistent newspaper advertising is given to the store which does it, a "standing" or prestige—call it what you will—amongst the best class of people in its community, which cannot be secured in any other way by the same expenditure, or in the same length of time. It has been found that advertising will increase the volume of business without extra expense, except cost of the advertising itself. It, therefore, works two ways; it helps to cut down selling cost, and it gives greater buying power.

The following are a few facts regarding the advertising of the Hardware department which would convince even

the most sceptical of the value of newspaper space when it is carefully used. The advertising of the hardware department alone, amounted to a total of little more than 70,000 agate lines in the year 1912. This year it is planned to use 85,000 lines advertising this department of the store.

Much of this space last year, was occupied by large display ads., featuring seasonable groups of merchandise such as Paints, Varnishes, brushes, wall finishes, and specialties of this nature in the Spring; screen doors, hose, mowers, garden tools, hammocks and fishermen's needs. In the early summer; harvesting and threshermen's needs, fruit pickers' supplies, etc., in the early fall and cutlery, silverware, skates, snowshoes, etc., as winter and Christmas draw near. To supplement the large display ads. (occupying six or seven columns), smaller "picture ads." were run every day or two. These smaller ads. contained open line cuts, illustrating the many different articles of seasonable nature in the hardware department,

with merely the name and price under each cut.

Another big work which advertising has done for this store, is the introduction of new lines, specialties, etc.

Climax Wall Cleaner, for example, jumped into big sales the first week; simply because it was advertised and pushed in the daily news-paper at the crucial time, viz. when spring house-cleaning was at its height. The sales of this article during the first weeks totalled four and a half gross.

Another example of the powerful results obtained from the advertising by this store is the fact that, where five years ago the wringers that were sold were \$2.50, \$3.00 and \$3.50 lines, during the last two years there have been far more wringers sold by this company at \$6.00 each, than of all the other kinds put together. They simply started out and advertised the \$6.00 wringers, told how much better they were, told why they could be guaranteed for five years instead of two, as in the case of the cheap ones. These ads. stated of course

that cheaper wringers were carried in stock, but that the \$6.00 line was the one that they would recommend because it was of first quality throughout.

The policy of the firm has been consistently that of selling good quality lines; and the results have certainly been ample justification. An instance may be quoted to show how this works out. Up to two years ago, a fairly good line of ready mixed paint was handled, which sold at rather low price. The cheapness of the paint was its greatest feature. Last year they started in to push the sale of high price paint, with the result that their paint business for 1912 was four times the volume of any year previous in the history of the firm. It is necessary to point out in this connection, however, that through advertising in the newspapers helped in no small degree to effect this almost sensational increase. Of course, quality will always assert itself so quickly as in this instance where quality was backed up by sure-fire advertising.

Only Two Annual Bargain Sales.

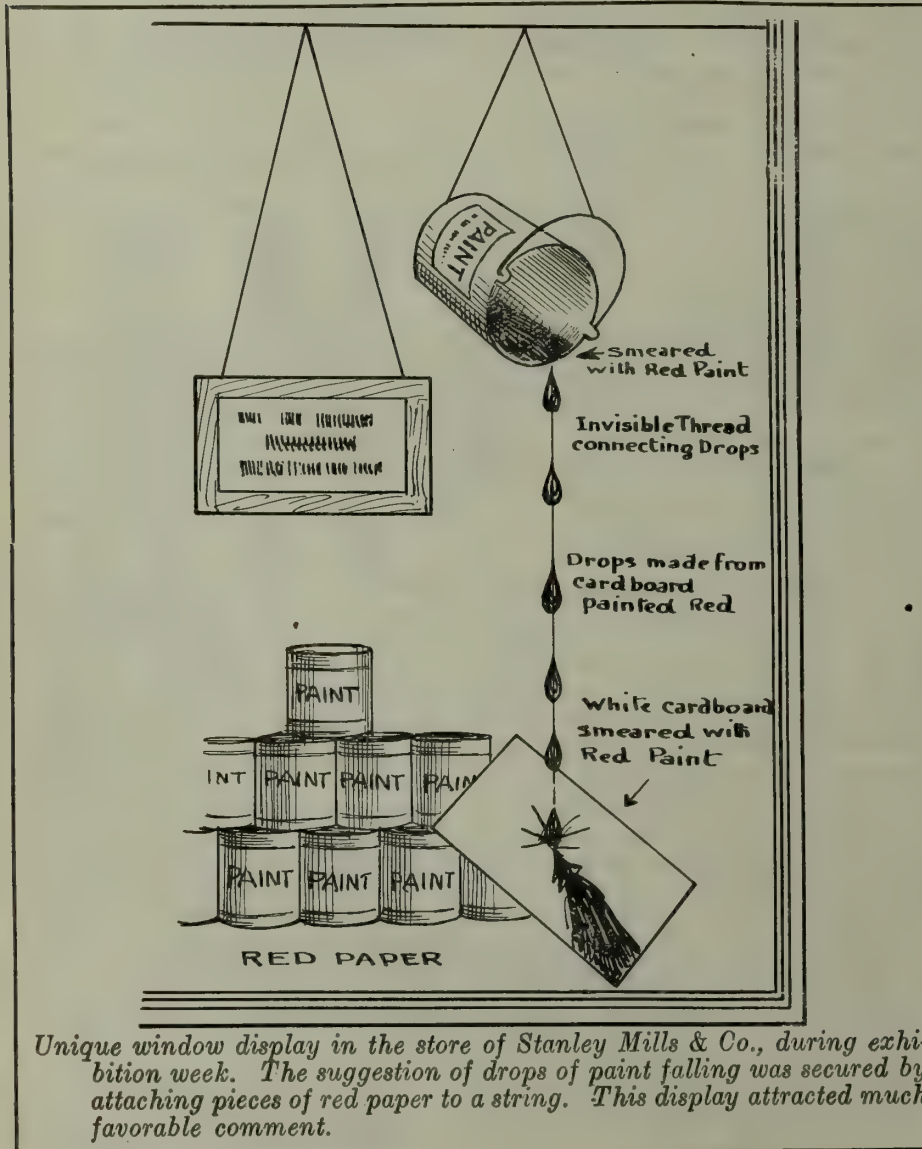
The policy of the Stanley Mills Store, as regards bargain sales, is to hold but two general reduction sales each year, one in the early Spring, the other in the Fall. These sales are arranged to stimulate general trade, and to "start" the big business of each of these two new seasons. They bring old customers back again; and they introduce the store in an attention-compelling way to the several thousand new residents within its territory since the last sale was held.

Employees Allowed Interest.

Back in 1903 this firm decided to allow its employees to take a financial interest in the business. This move was decided upon not from any financial pressure, but solely in order to give employees an opportunity to obtain an interest in the business and to inaugurate a co-operative plan, which it was believed by the management would be mutually advantageous. One thousand shares of preferred stock were set apart, each share representing \$25.00, par value. An eight per cent. dividend annually was guaranteed by the firm, the accrued interest being payable in quarterly instalments.

At first the number or shares taken by the employees of the firm was small, but the following year an Employees' Savings Bank was started, where sums of ten cents per week and upwards were received, and interest at the rate of six per cent. per annum allowed on all deposits. The practice of regular systematic saving was encouraged, and the jingling rythm, "Every little bit added

(Continued on page 41.)



Featuring One Line in Window Display

Montreal Firm Follow This Plan and Find That Splendid Results Follow—The Idea is to Sell One Article or One Line Of Goods—Descriptions of Some Recent Trims Which Were Found to be Great Sales makers.

"We always sell the goods we display in the window," was the reply of the window dresser in an uptown hardware store the other day when asked if the window displays ever sold goods for them. "We can keep an article in stock for months and only sell a few, but put it in the window and immediately we have scores of people inquiring for it with the result that sales are greatly increased," he continued.

The windows in this retail hardware store are always neatly trimmed and the displays are attractively arranged. The idea of each display is to sell one article or line of goods and only on rare occasions are different lines shown. For instance, one week it will be tools, next week it will be aluminium ware, next week saws, etc. "By this method we are able to concentrate the attention of the public on this one article and if they are in the market for it we usually sell them," stated the window dresser as his reason for using this plan.

This week, the window was filled with tools and a photograph of a portion of it is here reproduced. On account of weather conditions it was not possible to get a full view. The display shows nearly every tool a carpenter would possibly need. One side of the large window was arranged with a carpenter's bench with a full line of tools shown in the different sockets, etc., arranged for

keeping them in place. The background was made up of saws of all shapes and sizes from the big "crosscut" down to the "keyhole" saw. The other side of the window has an imitation brick wall with a portable forge attached to it and an anvil in front of the forge, being designed to represent a blacksmith's shop. Here heavier tools are exhibited such as sledge hammers, tongs, etc. The whole blended very nicely and made a very attractive display indeed, and one that resulted in many sales although the season is quite early. The main advantage of the display was to get ahead of the other fellow in getting the carpenters to outfit for the season's work at this store.

Last week the window was filled with a line of sharpening stones. The display showed all sizes and kinds of sharpening stones from tiny ones for sharpening penknives to big grindstones for farm and shop use. Grindstones mounted on a bicycle frame and run like a bicycle were an attractive feature. The little penknife stones were given away as souvenirs, also advertising booklets supplied by the firm whose goods were displayed in the window. Thus by linking up with the manufacturers, the dealer is able to get a lot of assistance which will go a long way toward getting the goodwill of his customers and selling them goods, that he otherwise would not

get and is obtainable at no cost to the dealer. Before advertising any line of goods or even displaying it in the window, the dealer should get in touch with the manufacturer and get from him particulars and advice. The manufacturer is only too pleased to give this assistance and will in most cases supply the dealer with plenty of advertising matter to distribute among his customers thus adding to the success of the display. Mr. Philbin follows this plan as much as possible and finds the manufacturer's help worthy of cultivation.



CATALOGUES AND BOOKLETS.

Canada Cycle and Motor Co., Ltd., with branches in Toronto, Winnipeg, Montreal, Vancouver, have issued four very attractive booklets showing the various lines of bicycles they manufacture. Half-tone illustrations of the various styles are shown, together with descriptions, dimensions, etc.

The Baxter Stove Co., Mansfield, Ohio, have issued catalogue No. 42 of Banner stoves and ranges. In addition to showing half-tone illustrations of their full line, the book contains much valuable information regarding special features of various patterns, and many strong selling arguments. Full descriptions of their lines are given.



A timely advertisement of housecleaning supplies.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, March 8, 1913

the main factors in winning the favor of the buying public.

PUSH COLLECTIONS NOW.

Although the merchant who conducts his business on a credit basis, must push collections vigorously at all seasons of the year, there are certain times when it is advisable to make an extra special effort. For instance, in the fall, when the farmer has realized on his crops and has plenty of ready money, no effort should be spared to get outstanding accounts with farmers collected.

At the present time, there is need for the prosecution of an unusually active collection campaign; but for a far different reason. Money at the present time is tight. Banks are loth to lend and there is every indication that none but the most strictly legitimate enterprises will be financed this year. While the hardwareman will not find any difficulty in securing reasonable accommodation from his banker, it is not at all likely that he will find any tendency to give him "leeway." With the prospect of comparative tightness in financial circles, the dealer should endeavor to put himself in a position where it will not be necessary to seek assistance. The merchant who keeps his accounts collected will not find it necessary to get accommodation at the bank and therefore will not leave himself open to inconvenience should a more serious financial stringency develop in the future.

As an additional reason, the present is not a busy season in the store. There is more time to attend to collections than at most times of the year.

THE CUSTOMER IS RIGHT?

"The customer is always right."

This maxim was laid down by a merchant prince whose success in business has been so great that one is inclined to trust to his judgment on such questions. His business throughout was managed on the one principle:—That the merchant must please the public. Service was the keynote of his policy.

Students of merchandising problems agree that in the main the merchant must base his store policy on the idea that the customer is always right. He must strive to please, accepting losses with good grace and aiming to get his reward in the shape of a widespread reputation for service—the kind of reputation which can be coined into profits.

Still, all will agree that the idea of elevating the customer to the plane of infallibility and pampering him in every whim can be carried too far. There are some customers who are never right. The crafty customer, who can always buy cheaper elsewhere or by mail, who is never willing to pay a fair price, deserves a short shrift. It does not pay to let the customers of this type think that they are right; on the contrary, it is necessary to promptly demonstrate that they are wrong. The man who is always asking for credit and building up accounts which he is very slow to settle is another who must be dealt with as an exception to the general rule that the customer is always in the right. There are other types, other kinds of customers who must be regarded as dangerous to a degree and dealt with firmly and unswervingly.

With these exceptions in sight, however, it is still necessary for the retailer to base his selling campaign with the broad idea in mind that he is there to please the public. Promptness, courtesy and a willingness to stretch a point where possible, and to oblige on all occasions, are

THE SUCCESS OF A CASH BUSINESS.

In this issue the story is told of the rapid growth of the business of Stanley Mills & Co., Hamilton. Starting twenty-five years ago in the hardware business exclusively, the firm have gradually built up a large departmental store. The growth has been continuous and consistent.

The success of Stanley Mills & Co. is attributable to one main factor. From the outset the store was conducted on a cash basis. One price only was charged and that price was plainly marked on all goods offered for sale. This policy was backed up by aggressive advertising and the result was so large a measure of public support that the expansion of the business was exceptionally rapid. In this instance, we find the cash system carried out on what might almost be termed the ideal system. All the features necessary to the perfect working of the system were supplied.

So many retail merchants are skeptical as to the possibility of increasing output when operating on a cash basis, that the article appearing in this issue should be read with deep interest.

ONE THING AT A TIME.

This is an age of specialization. The man who can do one thing superlatively well succeeds more surely and more quickly than the man who can do most things fairly well. The same rule applies to most things, particularly with regard to the management of a retail business.

In this issue mention is made of the success that a Montreal firm have achieved in showing exclusive window displays; that is, displays which are made up of a range of one kind of article on one line. Their experience has been that by confining displays to one line, the attention

of the public is concentrated on that one line, with the result that sales are effected directly. The idea is not a new one, but the experience of the firm in question lends strength to the assertion oft made that it pays to concentrate in window displays. However, this is but one instance of the satisfactory working of the rule that the merchant should specialize. A great many hardwaremen have found it advisable to departmentalize their stores, putting each department in charge of one clerk with the understanding that he is to specialize on that department and get a thorough knowledge of the goods. By this plan, the staff is so constituted that each number is particularly versed in some one line; and each line of goods carried has its own exponent. It would be impossible for any one salesman to get as thorough a knowledge of the whole stock, as he does of the stock in his own department. The advantages of the system will thus be obvious.



CHANGES IN MERCANTILE LAW WANTED.

At the annual convention of the Ontario Associated Boards of Trade in Hamilton last week a resolution was passed urging the Provincial Government to pass legislation dealing with bulk sales with a view to protecting the wholesaler from loss through actions of dishonest retailers. The latter, it was charged, sometimes sell their stock in bulk before some of it was paid for.

This was objected to on the score that it would make the wholesaler careless as he would have the tendency to feel he had the protection of the Government. However, notwithstanding the objection, the resolution was carried.

There was also a resolution presented asking for a uniform Dominion Insolvency Law. It was stated by the introducer that under the present system in Canada it is necessary for those dealing with merchants in the various provinces to be familiar with all the different systems and that this was annoying to the creditor abroad. More data were required on this so that it was not carried at the time.



POINTED EDITORIALS.

Push collections now.

• • •

Gay nights and sleepy days never yet fattened a pay roll.

• • •

A fair price, marked in plain figures, is indeed the apotheosis of silent salesmanship.

• • •

When money is tight, the merchant who can finance his business without assistance is indeed lucky.

• • •

Twenty-five years in business without a single sale on credit—and, therefore, not a cent lost on bad debts—is a record to be envied.

• • •

Reports from most sections seem to point to the fact that March came in more like a lion than a lamb. Merchants will be pleased to see the exit made in the guise of a lamb.

The Metal Situation

A TENDENCY toward weakness has been noted in metal prices during the past few weeks. It is not difficult to trace the cause. There has been quite a distinct slump on the primary markets, particularly in copper and iron. In England, a sensational slump took place, creating alarm among those who had not foreseen the impending change. Few indeed were those who had not sensed the difference in conditions, however.

A contemporary explains the situation as follows: "It has been pretty clear for some time that the iron trade was not in the superlatively flourishing condition in which the most optimistic commentators saw it, or affected to see it; in fact, all the indications for some weeks had pointed to the imminence of a period of flagging industry. When prices are high the cautious buyer begins to look out for weak spots, and in iron there have been at least two such spots, which of themselves were calculated to give pause to fresh operations for the rise. The first of these two warning signals was the position of the tinplate trade, where the selling prices had drifted to considerably below cost, while the manufacturers were unable to secure orders even on these terms. The second was the state of the galvanized sheet trade, where conditions prevailed somewhat similar to those in the tinplate trade, although not quite so acute. If further evidence of the instability of the outlook were needed it would be found in the general subsidence of demand, extending to all branches of the iron and steel and metal consuming industries, which has prevailed since the beginning of the year. In these circumstances, a break in prices was only a matter of time. The Cleveland warrant market was "bulled" by Glasgow houses, who alleged that London was oversold by fully 100,000 tons. Persistent but altogether unsuccessful attempts have been made by leading London brokers to trace the foundation for that estimate. No doubt there were scattered "bear" commitments on London account, as there were scattered "bull" commitments, but it has not been possible to find the slightest evidence of an oversold account of the magnitude alleged. Early in the month there was a temporary premium on March deliveries, but this ran off within a day or so, and from that time onwards the market wore a flat appearance until the panic arose on Monday."

While prices on the Canadian markets have been affected by the sensational developments abroad, it must not for a minute be supposed that general conditions in this country are unsatisfactory or that dullness threatens. Demand is still very heavy; so heavy, in fact, that deliveries in many lines are slow. Thus, while prices will undoubtedly respond to some degree to developments on the primary markets, it is not anticipated that the changes will be radical or upsetting.

The prediction is made by The Ironmonger that metals will gradually work to a lower basis. Inasmuch as 1912 saw an almost unprecedented advance in all lines, the tendency now noted may be regarded in the light of the inevitable reaction.

An Outsider's View of the Convention

S. R. Miles one of the United States visitors at the convention at Hamilton occupies the position of retail editor of the Hardware Reporter, St. Louis. His report of the convention contains some interesting comments on the way we do things on this side of the line. Some extracts from his report are given:

The delegates from "The States" on their arrival in Hamilton about 9 o'clock on Wednesday evening, February 19, found the convention still in session. It was strictly a question box session.

Now listen! you association members who complain that two hour sessions are too long. This question box session began at 7.30 p.m. and the member in charge had to take it upon himself to adjourn the session at 11.30 p.m. The



W. J. Carter, Picton, a member of the executive of the Ontario Retail Hardware and Stove Dealers' Association.

attendance increased up to the hour of adjournment.

Canada Has No "Sherman" Law.

Thanks to the fact that Canada has no Sherman anti-trust law, these discussions were "the real thing." Not only were problems discussed, but there was no hesitancy in discussing drastic measures for relief. We do not mean to be understood as saying that the use of the "big stick" was advocated. Not at all—but the discussions made it plain that if its use became a seeming necessity, no law of the land would be



C. W. Conn, Tilsonburg, second vice-president of the Ontario Retail Hardware and Stove Dealers' Association.

violated by applying the "big stick." Where the discussion brought out the fact that certain lines were being sold without adequate profit, it was freely suggested that members "go home and get together."



B. D. Blackwell, Glidden Varnish Co., chairman of the entertainment committee of the Canadian Hardware Manufacturers Exhibitors' Association, Limited.

Conference With Manufacturers and Jobbers.

During the week there was a joint conference of retailers and manufacturers, and a similar conference in which the jobbers were included. Neither of these conferences was held behind closed doors. Both conferences were largely attended. There was no hesitancy in getting down to business, there was no side-stepping, no sparring for an opening, everybody seemed to know what he was there for, and hats found their way to "the centre of the ring" promptly. There was nothing of bitterness permitted to enter into the discussion. That evils had crept into the distribution of hardware



Chas. C. Lee, Goderich, a member of the executive of the Ontario Retail Hardware and Stove Dealers' Association.

in Ontario, each party was willing to concede. They were willing to go further, and to admit that each party to the distribution was to a greater or less degree responsible for this more or less unsatisfactory condition. They were not there to discuss the measure of responsibility of the three parties to the conference, but rather to find a remedy.

ASSOCIATION OFFICERS.

Hardware and Metal has been endeavoring to secure photographs of all officers of both associations, some of which were received too late for last issue are herewith reproduced.

Running the Motor Truck in Winter

Dealers Give Their Experience in This Connection—St. John, N.B., Firm Find that it Pays to Use Light Truck and to Keep it at Garage—Engines Must be Kept Warm if Delays are to be Avoided—Trucks can be Operated Right Through Winter.

Much attention has been given of late to the subject of the relative merits of horse and motor trucks for delivery purposes. It has been pretty well established that, for a hardwareman doing a good-sized business in a large place, the motor truck proves a strong factor in raising the efficiency of the delivery service. With motor trucks the dealer can cater to a much larger area than he can with horses, and he is in a position to deliver goods quicker. Many go further and claim that by using motor trucks they not only improve their service but lessen their costs as well. On this point there has not been a complete unanimity of opinion, but on several occasions Hardware and Metal has published figures supplied by well-known dealers which undoubtedly went a long way to prove the possibility of effecting a saving by the use of motor trucks.

There have been complaints voiced from time to time in the past that motor trucks were difficult to operate during the winter; that, in fact, the truck would stick in places which the horse could navigate easily. Fewer complaints of this nature have been heard of late years with the advance in the efficiency of motors. During the past few months little or no trouble has been experienced by hardwaremen operating motor trucks. Although the fall of snow this winter has been comparatively light, certain sections have seen plenty, and there has been enough snow to make possible a test of the capabilities of the motor. It may safely be inferred, therefore, that the practicability of operating a motor truck the whole year around has been pretty well established.

Valuable Suggestions.

In this connection the following interesting communication has been received from W. H. Thorne & Co., St. John, N.B.:—

"January and February are our slackest months, and we found it more economical to lay up our heavy truck for these two months, and let our light truck and horses do the work. Up to the present time in this locality there has been very little snow, and consequently this has not affected the running of the truck, our light truck having been in service practically every day.

"There are things one learns about motor trucks after using them that

never suggest themselves beforehand. Now we own two barns, one of which we have turned into a garage. This is a brick building. We found that, unless the building were thoroughly heated, it took about one hour each morning to get the engines started on account of the cold.

"We are, therefore, keeping the light truck in one of the local garages, at a cost of \$8 per month. Outside of this we do not figure that it costs any more to run the truck in winter than in summer, with a possible exception that it may not be able to cover the ground quite as quickly."

Had No Difficulty.

A representative of Hardware and Metal was talking a short time ago to a hardware dealer who has used motor trucks exclusively for three years.

"I only remember one day when it has been impossible to run our trucks," he stated. "The snow on that occasion was so heavy that it was piled up five feet high along the roadways. Everything was tied up that day. Street cars were not running, and firms using horses for delivery purposes were no better off than we were. On many other occasions we have had deep drifts of snow all over town, and yet our trucks have plowed through without much difficulty."

"I have found it rather more expensive to run trucks during winter than in the summer," declares another hardwareman. "The strain is a little heavier on the machine in getting through the drifts, and I suppose this is the reason. Even at that, the truck is a splendid investment, as the service given is most satisfactory, and the cost no higher than with horses."

LABEL YOUR WOOD ALCOHOL.

A member of the staff of the Russell Hardware Company, Toronto, was charged in the Police Court with selling wood alcohol without labeling the bottle according to the Inland Revenue Act. On account of the manner in which the informer secured the alcohol a fine was not imposed. As this is a line that is carried by nearly all hardware dealers, it is important that they should be familiar with the provisions of the Act, as follows:

"1. All vessels containing wood alcohol, whether in the possession of the

manufacturer or other person, shall have affixed thereto a label bearing the words 'Wood Alcohol, Poison,' in black letters not less than one-fourth of an inch in height.

"Any person who holds in possession, sells, exchanges, or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than \$50, and not exceeding \$200."

SELLING FOR CASH BROUGHT BIG BUSINESS.

(Continued from page 36.)

to what you have got makes just a little bit more," has become a principle practised in daily life. As soon as the sum saved amounts to \$25.00, it has to remain at this figure, drawing interest at six per cent., or else it can be exchanged for one share of preferred stock of the company, bearing eight per cent. interest. Thus are the employees afforded a safe and profitable investment for any portion of their money or earnings that they may see fit to lay aside from week to week. Fully one-third of the employees are now shareholders in the company.

In the near future the capital stock of the companies is to be rearranged, and some of the older employees who have shown that they have had a heartfelt interest in the welfare of the business will be allowed to purchase some of the common stock of the company, thus becoming more active partners and participating more fully in the profits that are made, as a reward for loyalty and past services.

To Enlarge Store.

On the 1st of March, 1913, the company will commence alterations and enlargements in both King and James Street premises, which when completed (by July this year) will give them half as much floor space as at present, thus allowing for expansion all through the establishment.

The hardware department has been one of the active branches of the business, under the active management of T. Fliteroft, who ranks as one of the most aggressive young hardwaremen in Canada.

The Household Goods Department

Dealers Should Feature House-cleaning Lines

The Coming Season Will See a Big Demand For the Articles Required by the Housewife During the Housecleaning Period Lines Which all Hardwaredmen Should Carry—Pushing Vacuum Cleaners.

Spring is rapidly approaching and the live merchant is planning how he may increase his business in the household goods department. This is a very important department in many of our large hardware stores and, although it should be active during all seasons of the year, it is customary to put forth special efforts during the spring to do a large business in housecleaning supplies. Spring is the one season of the year in which one generally finds customers in a good mood to consider the advisability of purchasing appliances or other articles that will assist in lessening the work of housecleaning and assist in keeping the home in a clean and sanitary condition.

Dust is one of the greatest enemies that is to be found during housecleaning time. It matters not how clean and tidy the housewife may be, there is sure to be an accumulation of dust. Dust breeds disease and it is highly important that steps be taken to prevent an accumulation of this deadly foe. Householders all realize the existence of dust in their homes and at housecleaning time more than at any other season of the year they are willing to be shown any labor-saving device that will aid them in lessening labor, providing it will do satisfactory work. An endless amount of labor is entailed in removing dirt from carpets and rugs, radiators, mattresses, etc.

These facts along with many others that might be cited go to show that there is a big field for the hardware dealer in the sale of vacuum cleaners and chemical dust cloths and mops. All of these lines are profitable ones for the hardware merchant, and in fact they are being sold in large numbers by mail order houses and many of the large retail hardware merchants.

Vacuum Cleaner Arguments.

In selling a vacuum cleaner there are many points the dealer may use in their favor,—saving on floor and wall coverings, conservation of time, furnishings and health of household; removal of households greatest drudgery; assistance in solving the servant problem; gathering dust into a dust proof bag instead of spreading it to other parts of the household which is the case when brooms or beaters are used. There are many other points which might be added in favor of good vacuum cleaners. Chemical dust mops, cloths, etc., are another line for which there is a large sale. A good chemical dust mop will gather all the dust from hardwood floors, baseboards, linoleum, etc., and the work can be done effectively without bending or exertion on the part of the person doing the work. Dust cloths and broom covers if properly chemically treated will absorb every particle of dust with which they come in contact and effectively solve the problem of dusting furniture, pianos, pictures, walls, ceilings and any finished surface. Chemical dusters are also made for use on desks, counters, bannisters, automobiles, bric-a-brac, etc. This is a line of goods for which there is an unlimited sale, and it rests with the dealer whether or not he is going to make his share of the profit that can be obtained. Their effectiveness and usefulness are being recognized by leading hospitals throughout the country and as the line is one that can be demonstrated in the store, it appeals to the householder. A chemical dust cloth if rushed over an apparently clean show case or counter-top will prove readily that it will do effective work. Auto owners are also interested in both vacuum cleaners and chemically treated dust absorbers as both can be used effectively in cleaning dust from the upholstered parts of an auto.

Curtain stretchers are another line that may be sold in large numbers by the hardware dealer. The stretchers that are sold now are much neater and lighter

Janitors' Supplies

Janitors and housewives will find here the latest labor-saving devices and the best general lines. We investigate all makes, and select those most suitable for your needs.



Mops

Any kind you want; fine or coarse, 20c to \$1. Mop handles, each 25c. Self-wringing mops, similar to illustration. Price, complete 50c, \$1.

Feather Dusters

Selected turkey feathers, any grade you want, from 35c to \$2.00.



Brushes

Window Brushes, as per cut, 50c to 75c. Handles for window brushes, 25c. Dust or Bannister Brushes, 25c to \$1.00. Scrub Brushes, 20c and 25c.



Bulldog Mop Wringers

will wring out any mop without fuss or trouble. Worked by the foot. As the hands never touch the water, it may be as hot as desired, and contain lye or other caustic cleansers. The bucket is roomy, well made, strongly bound with hardwood rolls and steel axes and springs. You should have one. Standard size \$2.50. Janitors' size \$5.00.



Window Cleaners

Like illustration, made of galvanized iron, with double rubber, japanned malleable handle and improved grip catcher; 3 sizes, 20c, 35c and 10c.

Floor Rubbers

Fine for driving off floors; 18 and 24 in. Each 75c, \$1.00.

Floor Brooms

Good quality bristles, well bound, with screw handles, made by Simms. A good 12-inch brush at \$1.00. Others all the way from 14 inches at \$1.25 to the 30-inch special corridor broom at \$2.50. Corn Brooms 35c to 65c. Janitors' Special Corn Broom 65c.



Force Cups

Will save many a plumber's bill, cleaning out any stoppage. By clearing out drain pipes of baths, basins, sinks, etc., regularly, the plumbing is kept safe and sanitary. One like illustration, short handle 20c. Simplex, a larger size, better rubber, takes long handle 90c. If a nifty Andy, high grade rubber, bell shaped, ensuring easy, rapid action, short handle attached. Each 90c.

Metal Polish

Klondike gives brasswork and other metals a look and shine. Blast polish. Galton 1 lb. can \$2.50. Smaller size polishes, 25c, 40c and 50c.

Martin, Finlayson & Mather Ltd.

MECHANICS' TOOLS—CUTLERY—BUILDERS' HARDWARE
45 Hastings Street West Between Carrall and Abbott Streets

in weight than the ones that were sold a few years ago. They are made to fold up into a small space when not in use, and considering the low and reasonable prices at which they may be sold, there is no excuse for householders to borrow from their neighbors. Many of them would not borrow if they knew how cheaply they could purchase a set of their own. The matter of selling this line also rests with the dealer and his salesman. The majority of curtain stretcher manufacturers supply small models of their goods. These are often used by dealers in attempting to make sales. This plan may suit some dealers, but those who sell two or three gross of stretchers each year find that showing a full size stretcher is more effective. A model is a good attraction for a window display where the space is limited, but for actual selling to the customer, the original is much better as the customers can see exactly what they are purchasing.

Window brushes, poles, rubbers, and wool wall dusters are also good lines to push during the housecleaning season. Do not keep them hid away in a drawer until they are asked for, but place them in a prominent place in the household goods department with handles attached and see how often your customers will ask questions about them, this is not a theory but is a fact as it has been tried out and has proven very successful.

There is also a large sale for step-ladders, mops, brushes, tubs, pails, carpet beaters, brooms, canvas gloves, mop wringers, floor brooms, feather dusters, wringers, tubs, garbage cans, metal and stove polish, furniture polish, etc., and hundreds of small articles that are used during the housecleaning season.

Display is a great factor in selling house-cleaning supplies. The goods must be brought to the attention of the public. If the goods are hid away in drawers or boxes the public is in ignorance of the fact that the goods are carried in stock and people will often do without labor-saving devices that they would be quite willing to purchase providing the goods were brought to their attention. Window displays can be used to good advantage and will produce many sales. Price tickets should be placed on the goods in the window.

Neatness and cleanliness should be a feature of all displays of household goods, especially those that are used for the purpose of impressing on the minds of the public the necessity of purchasing goods for housecleaning purposes. An article that is intended to be used for house-cleaning purposes should not be in a soiled or dusty condition when shown to a customer. When customers enter a store to purchase articles for

housecleaning purposes, they have an idea in their mind that they want something clean and bright, and they are disappointed if a soiled or dirty article is shown to them.

Merchants should also remember that customers are not always looking for cheap goods, and should select their stock accordingly. There is a growing tendency on the part of the general public to buy high grade goods, and customers will usually pay reasonably high prices if the salesman can show them the advantages to be gained by purchasing the better grades of goods.

The field for the sale of spring house-cleaning supplies is a large one and there is no reason why the hardware merchant who starts an early campaign cannot do a large and profitable business in this line.

Advertising will help in a large degree in drawing customers to the store. The accompanying illustration shows an ad. of a Western firm in which they specialize in janitor's supplies. Hardware merchants could follow out this idea in specializing on housecleaning supplies. The use of cuts and quoting of prices is to be commended. Window displays, interior store displays and a well informed staff of salesmen should be used to back up the newspaper advertising.



The following items are taken from the issue of Hardware and Metal of February 11, 1893:

"The outlook for the spring trade in hardware is favorable. A boom is not expected. What the auguries foretell is a fairly good movement marked more by its healthy character than its volume."

Editor's Note.—Although conditions are similar at the present time inasmuch as a boom is not expected this year, the outlook is much brighter in every way. Manufacturers, jobbers and retailers are unanimous in their expectation of the biggest volume of trade in the history of the country.

"After being six years in the manufacturing business, the A. R. Woodyatt Co., Guelph, have reached so high a place that their goods rank high on all markets of the world."

Editor's Note.—The A. R. Woodyatt

Co. were succeeded by Taylor-Forbes Co., who have not only increased the business many times over, but have introduced the manufacture of many new lines.

"Messrs James and Reid is the name of a new firm of hardware merchants in Perth and the outlook for their success is encouraging. Both are young men with plenty of energy and experience. Mr. James was for eight or nine years with Messrs Warren and McCarthy, and Mr. Reid was with John M. McMaster, all of Perth."

Editor's Note.—The promise was amply fulfilled for James and Reid have won a place for themselves among the most successful hardwaremen in Canada. To-day they have a large store at Perth and have entered into manufacturing as well as continuing their retail business.

"Henderson, McRae & Co., general merchants and hardware, Acton, have been succeeded by Henderson and Co."

Editor's Note.—Henderson & Co., are still conducting a general store at Acton.

"J. Snetsinger & Co., general merchants and hardware, Cornwall, have dissolved. G. S. Snetsinger & Co. is the name of the new firm."

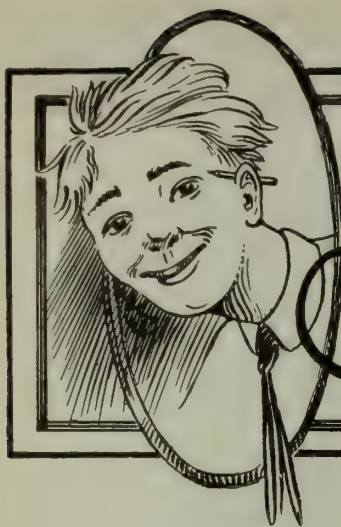
Editor's Note.—J. E. Snetsinger & Co., is the present name of the firm. They are conducting a dry goods business.

"Fire broke out on Monday in the three-storey brick building occupied as a factory by James Morrison, the brass manufacturer, Mimico. The loss is estimated at between \$35,000 and \$40,000."

Editor's Note.—The James Morrison Manufacturing co. are located on Adelaide St., Toronto, to-day. After the fire referred to the business was begun on a larger scale than previously and has shown steady growth since.

"J. E. Martineau's hardware store, St. Rochs, Que., has been destroyed by fire. The fire was caused by the explosion of a lamp in the back stores among oils and turpentine. The building which was of stone two and a half storeys high, was completely gutted. The loss is estimated at \$25,000 on which there is \$20,000 insurance."

Editor's Note.—J. E. Martineau is conducting a large hardware business in Quebec to-day and ranks among the veterans of the trade. His experience in the business dates back over many years and his success has been both marked and consistent.



THE JUNIOR CLERK'S P · A · G · E

UP-TO-DATE.

Of course you know the story of the Irishman who was painting a fence, and who worked for all he was worth in order that he might get his job finished before the paint gave out.

It was one of those jokes our grandmothers laughed at before our grandfathers bought razors.

Well, here is a new version of it:

The hero again is an Irishman, but this time not a painter. Oh, no; a chauffeur, driving his master home from the country late one evening.

The nearer the car approached the town the faster it went, until, when about ten miles out, it was travelling at something like fifty miles an hour.

"Steady, man, steady!" cried the master to his servant. "If you go on like this we shall get held up by the police."

But the Irishman set his lips firmly, made the car go faster, then hissed:

"We're still nine miles from home, sir, and I've only enough gasoline for three. If we hurry we may just do it!"

IGNORANCE AND ENGINEERING.

"Is it true, Theophilus, that they are even making car wheels of paper?" queried Mrs. Homelotts.

"Not only car wheels, my love, but even locomotives," replied her husband.

"No, really? Surely you're joking?"

"I pity your ignorance, woman. Didn't you ever hear of stationary engines?"

A GOOD RAZOR THIS.

I was in a barber shop a few days ago and heard the following conversation:—

Customer: "Is it true that the edge

of a razor improves if it is laid aside for a while after honing?"

Barber: "Yes, sir."

Customer: "Then you'd better hone that razor you've just used on me and lay it aside for about four thousand years."

—Junior Clerk.

THE SMILE'S THE THING.

Laugh and the world laughs with you

Is a true and worthy phrase,

But laugh not at all occurrences

For fear of the trouble you'll raise.

Laughing is a fool's pastime

In the business world of to-day.

A good business man he never laughs;

He claims it does not pay.

A smile's the thing to wear these days,

A smile of confidence;

Stretch it to a grin at times

If it means a recompense.

Suppose you run a retail store,

And you're a happy-go-lucky chap;

Tie a rope on that boisterous stuff,

Just hit yourself a slap.

A hearty laugh is sometimes good,

But it does not make a sale.

It's the confident smile that makes a hit,

Not a loud-mouthed boisterous wail.

Don't think I discourage laughing,

It's good in social life,

But take a tip from me, old man,

Keep it out of business strife.

SEND IT IN.

If you have a bit of news, send it in;
Or a joke that will amuse, send it in;

A story that is true,

An incident that's new,

We want to hear from you—send it in.

—Junior Clerk.

REMARKS OF THE JUNIOR CLERK.

A lazy man can't because he won't.

* * *

The season for spring poets will soon be wide open.

* * *

Edison says "Genius is not inspiration but perspiration."

* * *

A woman and her money are soon parted in a ten-cent store.

* * *

A fussy man reminds us of a camel: always going around with his back up.

* * *

Love thy neighbor as thyself, but don't cut down the hedge between you.

* * *

One of the things that often fails to come to him who waits is the money loaned to his friends.

* * *

Don't stop to chat socially with one customer after a sale is made if another is waiting for attention.

* * *

The sharp tongue is a weapon that is always loaded, and is often more dangerous to the owner than to the target.

* * *

The most potent factor against success is discouragement. The man who becomes discouraged has already lost half the battle of life.

* * *

There is quite a difference between earning money, making money and getting money. The first may be called honesty, the second speculation, and the third robbery.

* * *

Lougheed, Alta.—J. H. Kiteley has been succeeded in his hardware and implement business by A. McNeill.

Complete Course of Sheet Metal Work

By L. W. KOSER

Continued from last issue.

On the drawing A, B and C from the balustrade, A being the top rail, C the bottom rail and B the balustrade, P of the pier post is a sunken panel as is also E-E of the pediment, W represents window caps and C window columns.

The other parts are indicated by name in full.

Windsor Firm Extend.

Windsor, Ont.—With a view to installing a line of mantles, gas and electric fixtures and otherwise enlarging their business, the Barton-Netting Co. have

purchased the Manning House Annex. The new premises will be remodeled before the company moves to them from their present location on Quелlette Ave.

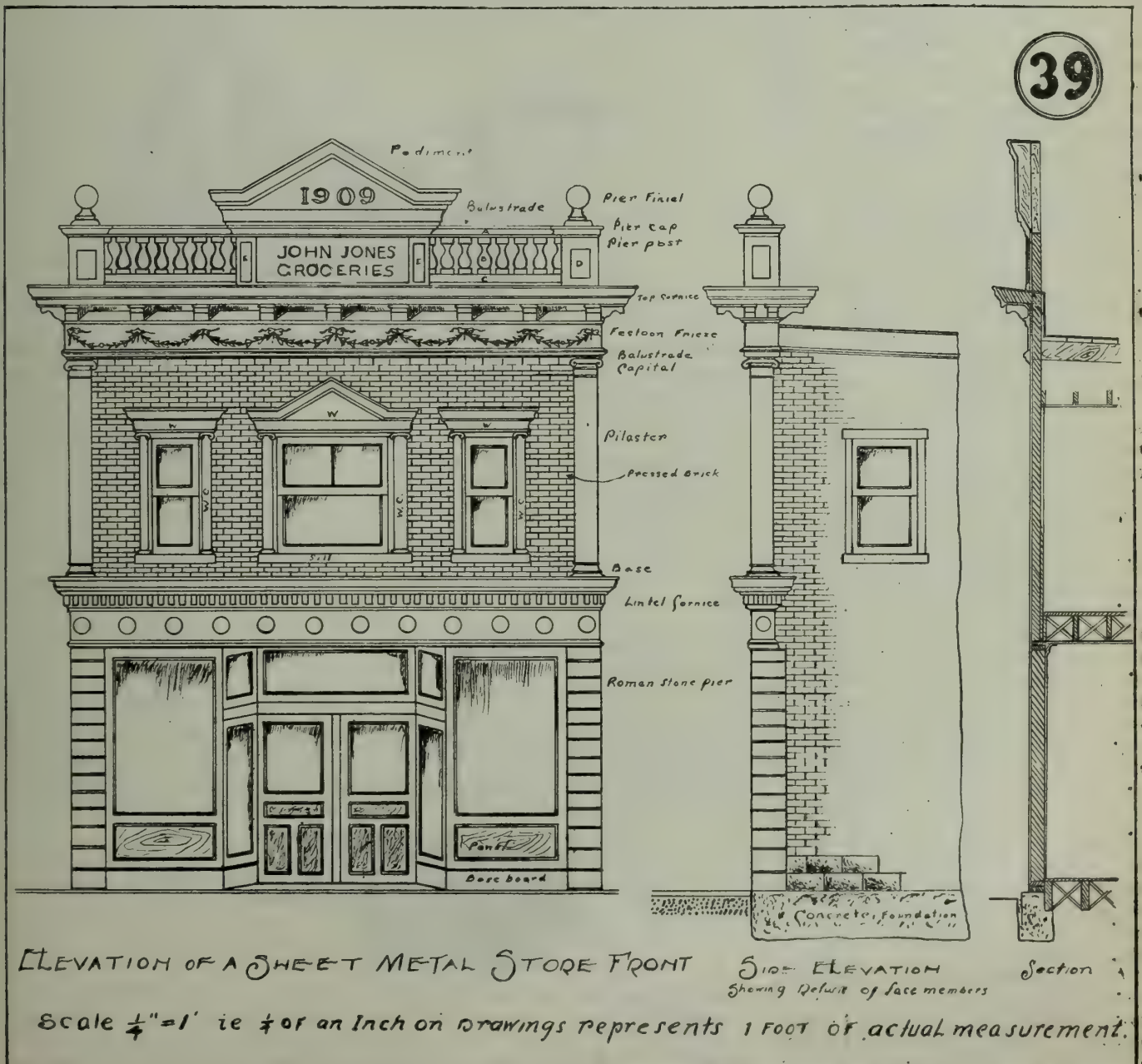
Death of Harold M. Chown.

Edmonton, Alta.—The death of Harold M. Chown occurred on Feb. 17. After a six weeks illness with a severe attack of typhoid fever. He was 22 years of age and a son of W. W. Chown. The deceased came West with his father five years ago and was associated with him in the Chown Hardware Co. He was secretary of the company and was connected with the store at the corner of

Jasper & Fraser Avenues. The deceased was born and educated in Belleville, Ont.

Hardwaremen Merge.

Wallaceburg, Ont.—The amalgamation has taken place of two well-known firms of the J. C. Shaw Hardware Co., and J. W. Husband & Son all the members of which will be found ready for business under the firm name of Shaw & Husband. Business is now being carried on at the J. C. Shaw Hardware Co.'s store, the intention being to erect a handsome modern store on the site now occupied by J. W. Husband & Son.



New Hardware Goods

A NEW LUFKIN RULE.

Everyone having use for a rule graduated down to 64ths of an inch knows the difficulty of obtaining accurate measurements in laying out work, knows how impossible it is to get the reading instantly, knows of the eyestrain attendant upon reading such graduations repeatedly; all caused by the fineness of the lines, and the closeness of the lines, one to the other, necessary to get 64 lines to the inch. Under the eye the lines have a tendency to "run together." Also, because the lines are so close together it is impossible to number each one, and therefore, after arriving at the measurement, it is necessary to refer back to the last figure and count up the 64ths. It is evident that if the same measurement could be arrived at with the same degree of accuracy with a rule graduated down not finer than 16 lines to the inch these difficulties would be overcome.

Both of these things are accomplished, the manufacturers claim, in the "Allen" Improved Scale—an article just put on the market by the Lufkin Rule Company, Ltd., of Canada. The "Allen" Scale is a patented article, and embodies an absolutely new idea in the making of a machinist's scale.

As any even number of 64ths has an equivalent in 32nds, and possibly in 16ths, one side of this rule is graduated in 32nds and 16ths, and this takes care of all of the even 64ths.

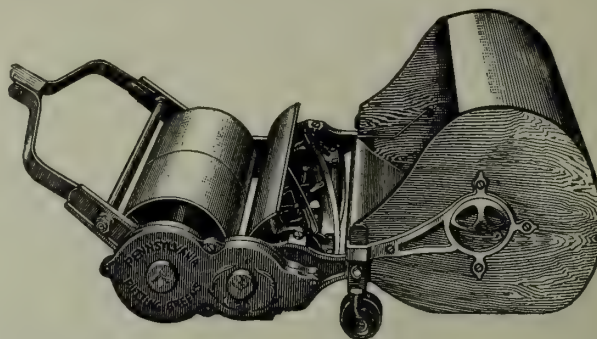
The other side of the rule embodies the new idea. It takes care of all the odd 64ths. The first graduation mark on one edge of this side is 1-64" from the end of the rule, and is numbered "1," the next mark on that edge is 5-64" from the end of the rule, and is numbered 5; the next 9; the next 13, etc., up to the first inch mark, and then repeated in each inch. Here there is a jump each time of 4-64ths, and between the 1-64" and 5-64" points would come one odd 64th, i.e., the 3-64" mark; between 5 and 9, the 7-64" mark, etc. All these odd 64ths appear on the other edge of this side of the rule; that is the first graduation mark there, is 3-64" from end of the rule and is numbered "3", the next is 7-64", and is numbered "7", etc., in each inch.

All of the odd 64ths are here given, and yet there are only 16 lines to the inch. This makes it possible to number each graduation mark, and by making each second graduation mark slightly longer than the one before and

after it, the figures can be put on in two rows, and this allows room enough to make them large enough to be easily read. The rule is $\frac{3}{4}$ " wide, and is furnished in two thicknesses commonly known as the tempered and the semi-flexible. It is made in various lengths.

"PUTTING GREENS" LAWN MOWERS.

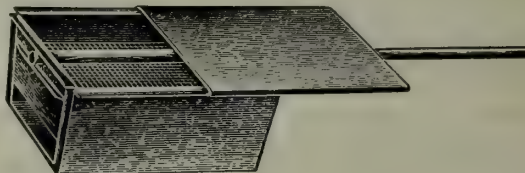
The Supplee Hardware Co., Philadelphia, Pa., are offering the trade their new Pennsylvania "Putting Greens" Lawn Mowers. The "Putting Greens" is recommended especially for golf and



bowling greens, tennis courts, cricket creases, and other lawns requiring an exceptional close smooth cut. This mower is particularly adapted for cutting the new style undulating or wavy greens, now found in many of the prominent golf courses. The smaller sizes are recommended for terraces and as edge trimmers for the ordinary lawn. The front wood roller can be easily removed leaving only the casters or supports.

DAISY ASH SIFTER.

Soren Bros., Toronto, Can., are offering the trade a new ash sifter. It is made of galvanized iron with regalanized wire screen. The wire screen is located in the middle of the sifter as may be seen in the illustration, the ashes pass through the screen to the



lower compartment and are thrown out through the opening in the end of the sifter which is opened or closed by means of a slide as illustrated. The top of the sifter is equipped with a

sliding cover which is closed when ashes are being sifted, and allows no dust to escape.

"MOGUL" POWER GRIND STONE.

The Richards-Wilcox Mfg. Co., of Amora, Ill. and London, Can., are offering the trade their new "Mogul" steel-frame power grindstone. The frame is made of heavy steel angle iron and is strongly braced. The stone is mounted on perfect ball-bearing journals which are dust and grit proof. The frame is equipped with a heavy one piece gray iron water pan from which the water may be removed by simply removing

the plug provided for the purpose at the bottom. The stone is of best quality Berea grit, 22-24 inches in diameter and 3 to $3\frac{1}{2}$ inches thick. Pulleys are 6 inches in diameter, with 3-inch face. It is also fitted with adjustable tool rests, with drop tray draining into water pan. A hand crank is furnished with every stone and the weight of the stone complete is 200 lbs. The stone can be supplied with or without foot power attachment. Catalogs and information will be mailed on request.

APPOINTED REPRESENTATIVE.

Alexander Gibb, St. Nicholas Building, Montreal, Que., has been appointed representative of the Canadian Handle Manufacturing Co., headquarters in

London, Ont., owning and operating the following factories: W. C. Crawford Co., Tilbury; Cameron Dunn Mfg. Co., Strathroy; Columbia Handle and Lumber Co., London, Ont.

Current News of Hardware Trade

Belleville Wants Convention.

Subscriber, Belleville, Ont., asks—"What's the matter with holding the Hardware Convention for 1914 in Belleville?"

Moved Their Store.

Toronto, Ont.—Rice Lewis & Son, Ltd., have removed their retail department from the corner of King and Victoria St. to their new premises on Victoria St.

May Locate at London.

London, Ont.—The American Oil Stove Co., of Illinois, contemplates locating a Canadian branch in London and is negotiating for a site near the Wilcox property, Chelsea Green.

New Stove Factory.

Kingsville, Ont.—A by-law to grant the Ecothermal Stove Co. a loan of \$10,000, together with exemption from taxation, was carried here by a vote of 243 to 31. The company hopes to have its factory in operation by the autumn of 1913.

Secure New Quarters.

The International Distributing Company have been forced to move to larger premises at 243 Bleury St., Montreal, by the increase in their trade. They have secured commodious quarters at their new address and are now in a position to take care of their increasing business.

Homes for Workingmen.

Walkerville, Ont.—In view of the scarcity of houses in Walkerville, officers of the Canadian Bridge Co. and others have secured incorporation under the name of the Essex Real Estate Co., and purchased 75 acres of land. The company will erect houses for workingmen of the Bridge Company.

Hardware Hockey.

Montreal.—The regular three matches were played in the Hardware Hockey League, at the Victoria Rink, recently. In the opening game James Walker defeated Lewis Brothers by a score of 10 to 1. In the second event the Canadian Fairbanks defeated Frothingham & Workman by 5 to 1, and in the final game Stark beat Robertson & Company 3 to 0.

Invents Motor Sleigh.

Chatham, Ont.—Dr. Kingsley Holmes, of this city, has invented a variety of motor sleigh capable of a good rate of speed. The power is supplied by a 4-cylinder auto engine attached to a propeller somewhat similar to those used on aeroplanes.

Windsor, Ont.—Deacon, Van Buskirk & McVittie is the name of a firm just

starting business in the Murray block, to handle general electrical contracting and private telephone work.

Belleville News.

Mr. Smith, of the Smith Hardware Co., was in Toronto last week.

Jack Hogan, of Winnipeg, is visiting his parents for a few weeks.

W. T. Fleming, Eastern representative of Brandram Henderson Co., has left for a two weeks' trip north of Ottawa.

Hardware merchants report that business is exceptionally good for this season of the year.

Fire Losses.

Victoria, B.C.—R. A. Browne & Co. have sustained a fire loss in their hardware and crockery store.

Business Changes.

Lougheed, Alta.—Brown Bros. are negotiating the sale of their hardware implement and furniture business to Moss & Bulloch.

Indian Head, Sask.—It is reported that N. D. Storey is selling out his hardware business.

Amulet, Sask.—It is reported that Jos. Bradley intends to move his hardware store to Deanton.

Neepawa, Man.—A. G. Heep and H. J. Lawrence have purchased the plumbing and tinshop business, heretofore run as part of G. L. Foerster's hardware business.

Plumas, Man.—J. H. Kiteley has been succeeded in his hardware and implement business by Neill McCaskill.

Pense, Sask.—H. McGillivray, hardware dealer, has been succeeded by E. L. Van-Slyck.

Business Changes.

Melbourne, Ont.—Fred Brown, of Appin, has purchased the hardware store, stock and residence of Mr. McDougall here.

Dresden, Ont.—Wells & Wells, hardwaremen, have purchased the coal, wood, ice and cement business formerly conducted by Garnet Wells, and will continue it in connection with their regular hardware business.

Personal Notes.

Appen, Ont.—Fred B. Brown and wife have moved to Melbourne, where Mr. Brown has purchased a hardware business.

Cowley, Alta.—Jackson Bros. have closed their hardware store, and Mr. and Mrs. McMurdo have moved to Panchar Creek.

Bowden, Alta.—The P. McDermott Hardware Co. store, of this town, is

now closed. Mr. McDermott has moved his stock to Rocky Mountain House.

Ingersoll, Ont.—Kenneth Rae, of Richardson & Rae, who have purchased the hardware business of Nagle and Mills, has arrived in town and will take over business after stock-taking is completed.

Stirling, Ont.—On account of ill-health, David Martin has closed his hardware store for a short time.

Pictou, Ont.—Chamberlain Carter, son of W. J. Carter, of this town, who is attending the New York Trade School, New York, had a narrow escape from death when his bath robe ignited from a match he was using in lighting the gas. Fortunately he escaped with slight burns.

J. C. Laferriere, late manager of Cote, Bovin Co., is now representing Lewis Bros. in the Chicoutami district.

Following merchants were in Montreal this week:—Latour and Dupuis, St. John, Que.; J. B. Dainom, St. Philomene, Que.; G. B. Buzzell, Abbotsford, Que.

Hartney, Man.—W. R. Gibson, who has been on the staff of the G. A. Agnew hardware store has resigned and left for Virden, Man.

New Retail Firms.

Kogon & Abramovitty have opened out a new hardware establishment at 2018 Dundas St., Toronto.

Nanaimo, B.C.—The Nanaimo Hardware Company, Nanaimo's newest business house, has opened for business. The new store is situated in the Brumpton-Dempsey block at the corner of Wallace and Commercial Streets, and will handle full lines of builders' hardware, paints and oils, glass, granite and tinware, stoves and ranges, and sporting goods. The proprietor of the new store is H. E. Kelly, who has had a long experience in this line both in the North-west and on the coast. Mr. Kelly left New Westminster, where he was associated with the well-known firm of T. J. Trapp & Co., a couple of years ago to go into business in Winnipeg.

D. G. Ross, who sold his hardware business in Saskatoon about a year ago, and who since that time has been connected with The G. H. Saywell Co., and the Canadian Credit Men's Association, has recently opened a new store at 320 Kirkness St., Edmonton, Alta., carrying hardware, stoves, harness and trunks.

Redcliffe, Alta.—The Sherwin-Nicholson Hardware Co. have commenced business.

Weekly Market Report --- Metals

METAL NOTES.

Prices of metals have shown a distinct tendency toward greater strength this week. Copper has been advanced in price, as was predicted in Hardware and Metal. Tin is also stronger.

Heavy demand is the rule all around.

MONTREAL.

Montreal, March 5.—There is a stronger tone to the local metal market this week as the primary markets have advanced all metals during past week, but pig lead which is weaker. The demand for metals is excellent, although rather inclined to be spasmodic. There is a feeling in metal circles here that prices will firm up and that the primary markets will become more steady.

Tin.—The New York market is about the same as last week but the London market is firmer. Locally tin is a shade higher. The demand for sheets continues fairly heavy.

Copper.—London cables to-day show an advance of £2 2s. 6d. per ton over the quotations for last week. The New York market has advanced $\frac{1}{8}$ to $\frac{1}{4}$ c per lb., but local quotations have not been changed. Good buying is reported in anticipation of an advance.

Pig Lead.—The primary markets for lead are lower but local prices on spot stocks are unchanged from last week's quotations, although they might be shaded for ton-lot purchases. Trading is quiet, but the demand continues very heavy.

Spelter.—London quotes spelter lower while St. Louis is higher with more activity. Local prices remain unchanged.

Pig Iron.—Pig iron took a jump of 91c per ton in primaries. Local prices are very firm, but as they did not follow the recent declines it is not probable that they will follow the present advance. The demand for iron piping is excellent for this season of the year.

Aluminum.—The market has a firm tone this week. The demand continues steady.

There is no change in antimony or babbitt.

TORONTO.

Toronto, March 6.—There appears to be a slight improvement in the metal markets in Toronto this week. Advances have taken place in one or two in-

stances. Copper is on the up-grade and an advance of $\frac{1}{4}$ c per lb. has taken effect.

In Hardware and Metal's report last week, it was stated that no further decline in copper was expected and that the bottom had been reached. This report proved correct as a quarter cent per lb. advance went into effect a few days later. There is also a good demand for tin and an advance of $\frac{1}{2}$ c per lb. has occurred, stocks are light and good business is being done. There is still a big demand for iron and steel products and the situation does not appear to be improving. It will take several months to complete the orders that are now booked.

Spelter.—There has been no change in price and business is dull in this line at the present time.

Lead.—There is a fair demand and prices remain unchanged.

Pig Iron.—No change is reported in the pig iron situation, business is quiet in this line, but is expected to improve with the advent of spring.

Advance in Copper.

Copper.—An advance of $\frac{1}{4}$ c per lb. has taken effect, this makes the Toronto price 16 $\frac{1}{4}$ c. The recent decline which brought the price down to 16c per lb. caused considerable buying.

Tin.—There is a good demand for tin at the present time. Stocks are light, an advance of $\frac{1}{2}$ c. per lb. has taken effect this week.

Iron and Steel.—There is still a scarcity on many lines, mills are still several months behind, no price changes are reported.

LECTURE ON TOOLS.

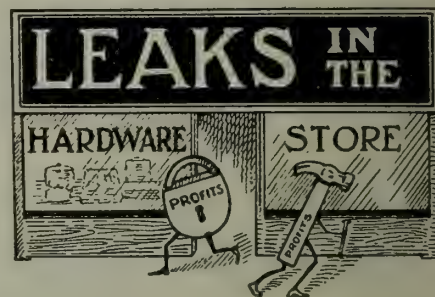
The Montreal hardware merchants, their employes and the students of the Montreal Technical School listened to an entertaining and instructive lecture on "Hand Wood Tools," given in the auditorium of the school recently, by F. B. Mitchell, of the Stanley Rule and Level Company, of New Britain, Conn.

The lecture was profusely illustrated by stereopticon views of the tools described and other objects of interest.

Its purpose was to bring to the attention of those present many new and ingenious tools of recent invention, and to arouse an interest in the entire line by telling in an informal way many things about these tools and their manner of construction and use that could not well be included within the limits of a trade publication.

A feature of special interest was the tracing of the evolution of the plane from the earlier and cruder forms in which it was known to the ancients down to its latest development.

After the lecture, which was well received, a practical demonstration of the actual work that could be done with the tools described was given, which was especially interesting and valuable to the students.



A visit to the paint department of a large retail hardware store a short time ago revealed the fact that the dealer had just received a very large shipment of paint brushes. When asked regarding his sales in this line, the dealer stated that he had almost doubled his sales in one year. This had been accomplished by having a special top made for the counter in front of the paint department. He stated that previous to this a large leak in sales and profits had existed on account of many paint purchasers leaving the store without purchasing brushes, and he realized that the fault rested with himself and his salesmen. The counter top is divided into compartments, and a large selection of brushes is shown; large price tickets are attached to each compartment. There is no cover on the top, and customers are at liberty to pick up the brushes and examine them. It is almost impossible for a customer to visit the paint department without coming in contact with the brushes. This method of display, along with personal contact on the part of the salesmen, has almost doubled his sales and profits in this line in one year, and the same results could be obtained by other dealers if they would arrange a display in the paint department where it would be seen by customers. The average paint purchaser does not think of the fact that a brush is needed to apply the paint, and will walk out without one unless reminded of the fact by a display by the salesman. Brushes are a profitable line to handle, and efforts should be made to push this line.

Weekly Market Report --- Hardware

HARDWARE NOTES.

Firmness is noted in hardware prices. Lists have been issued on rope, and it is generally reported that the future will see prices quite as high, if not higher, than at present.

Business is reported to be excellent in all lines, although collections are undeniably slow.

MONTREAL.

Montreal, March 6.—The most noteworthy item in the hardware trade this week is the fact that hardware dealers from one end of the country to the other are writing in requesting that their booked orders be shipped immediately or long before the time specified on the order. This is probably the result of the "anticipated shortage" cry that has pervaded hardware trading for some weeks past. It begins to look as if this shortage would be realized as deliveries are causing considerable trouble this week. Nearly all lines are affected and if the situation is not relieved shortly many lines will be exhausted by the end of the month.

Collections are also beginning to cause some concern and are reported very slow.

About the only price change is the reduction of 5c per dozen on jet, mineral, and porcelain door knobs, the price now being \$1.05 per doz.

The demand for goods is extra heavy any many new accounts have been opened during the past week. The demand does not seem to be confined to anyone line, but is evenly distributed over the general line. Poultry netting, lawn mowers, garden hose, garden tools and farm tools are in good favor. There is also a good movement in all lines of tools and builders hardware. Wire screen cloth is moving very freely.

Sporting Goods.—The demand for these goods is quiet as it is between seasons.

Heavy Metals.—The demand for heavy hardware is good, but little is moving till opening of navigation.

Cordage.—There is no change in local market. The only new feature is the new list issued by the Plymouth Cordage Co. to take effect on March 1st. Prices however are very firm.

TORONTO.

Toronto, March 6.—No price changes have occurred on the Toronto Hardware

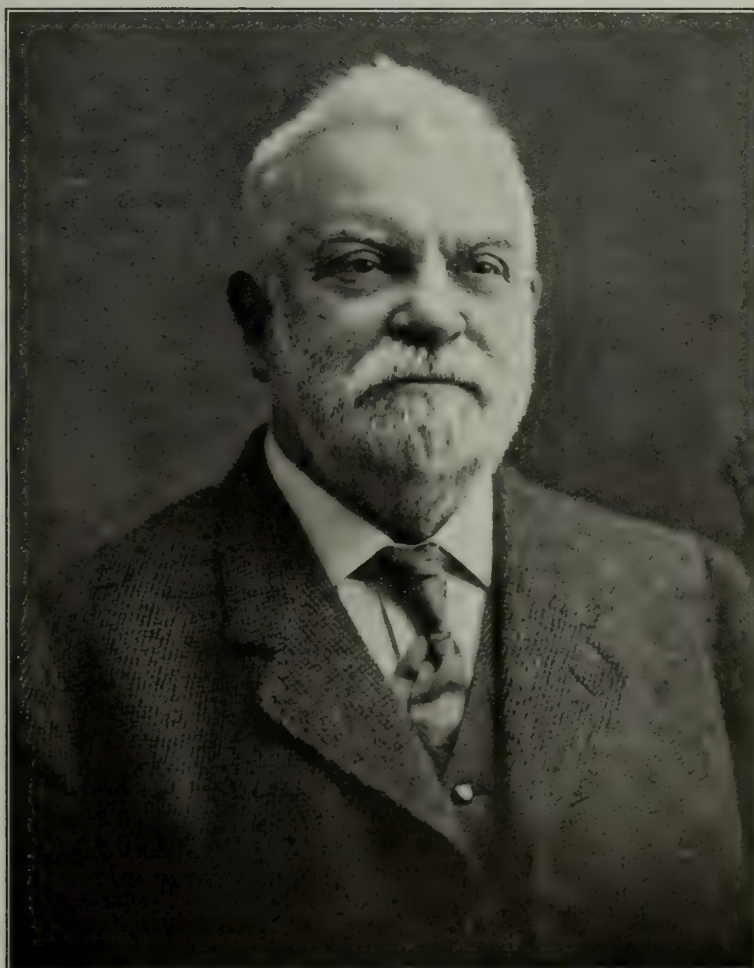
market during the past week. Business with the jobbers is good. A large number of spring orders are being shipped. Booking for spring has been exceptionally heavy.

Prices are firm. Rope is still quoted at 17c for pure Manila and 13c for British Manila. Sisal is quoted at 12c. It is expected that the high price on rope will continue and that there will be no decline in price. The cost of raw material is very high and as this represents about 80 per cent. of the cost of the finished article, it can be easily seen that high prices can be expected when the raw material has advanced to the extent of 90 per cent.

Binder twine prices have been issued and for the present twine is quoted at —650 ft. twine 12 $\frac{3}{4}$ c, 600 ft. twine, 11c, 550 ft. twine, 10c, 500 ft. twine, 9 $\frac{1}{2}$ c. On 5 tons or over an allowance of $\frac{1}{8}$ c per lb. is made. On 10 tons or over an allowance of $\frac{1}{4}$ c per lb. is made; freight will only be allowed to the nearest car

point. These prices are considerably higher than last year, but it is claimed that they are low considering the high price of hemp. The high price of the hemp has been caused, it is claimed, by the increased demand for the fibre, and by drought and typhoon damages to the fibre plantations in the Philippine Islands. In connection with issuance of prices on binder twine, the manufacturers as a general rule request the dealers not to sell the twine for less than 1c per lb. profit, except on strictly cash sales, when an allowance of $\frac{1}{4}$ c per lb. can be made. Binder twine runs into a large amount of money and the profits that are obtained by the retailers are generally very small. This is a very unfortunate state of affairs and it is generally caused by the price-cutting evil.

Business in tools and cutlery is exceptionally good, household goods and electrical appliances are also in good demand.



William Vallance, president of Wood, Vallance & Co., Hamilton — A sketch of Mr. Vallance's long connection with the hardware business appeared in last week's issue.

Stoves, Furnaces and Accessories

Illustrations of Salesmanship in Stoves

Incidents of a Hint for a Suitable Gas Stove—How Sales Were Lost in the First Stores Visited—The Danger of Loquacity Demonstrated—How the Sale Was Finally Clinched By a Live Salesman.

The writer was conversing recently with an acquaintance who had had occasion to purchase a gas stove. His hunt for a suitable stove had included some interesting experiences, which will be found interesting as illustrating some "do" and "don't" pointers for dealers. This was his story:

"The first place I called was a large store with an attractive window display. 'Here's just the place to come. Everything here speaks of a wide-awake dealer. I'll surely be treated right up to the handle here,' I remarked to myself on entering this store. Stoves of all descriptions were found from a tiny little heater to a big hotel range. Stoves I saw everywhere and was very greatly interested in the display. But of salesmen I saw none. The place seemed deserted entirely, although it was on the main street of a city of over half a million souls. I wandered up and down the long lines of stoves, admiring the different styles, looking in vain for a salesman or a price ticket, but none were forthcoming. At last, despondent of finding some one to wait on me, I started for the door, when, lo, I spied over in a dark corner four salesmen in a heated argument over a hockey match played the night before. All four of these salesmen were aware that I had entered the store, but not one of them had volunteered to wait on me. In fact, I actually had to go over to them and ask one of them the price of a certain stove before he would condescend to wait on me. That hockey match certainly must have been a very important one to so engross their attention and cause them to 'steal' the 'boss's time.' 'Have you this stove without a broiler oven?' I inquired. 'No, sir; all stoves are made with the broiler oven,' he impatiently replied. 'Friend, you're wrong on that point,' I replied. 'I am not, and you can't buy one of those stoves without a broiler if you tried a thousand weeks,' he hotly rejoined. (I suppose he was angry because I was detaining him.) 'Well, my friend, — Co. will sell you all you want of those very stoves without the broiler oven, and, moreover, the price will be such that you could afford to sell them for

25 per cent. reduction over the price you just quoted,' I quickly stated. When the salesman began to realize that I knew a little about gas stoves he veered over on a new tack and came back with the remark: 'Did you wish to pay cash? It will cost less that way.' 'Certainly, I'll pay cash for my stove, but not here,' I said, as I turned to go. Then the salesman actually woke up and the way he talked up the merits of those stoves was amusing after my earlier experience with him. He argued the merits of the one-piece burners, the taps and oven; every part of the stove was ably discussed, but to no avail, as the sale had been lost the minute the salesman committed the gross error of first telling what wasn't so and then losing his temper.

"The next place I entered was a large departmental store. 'Here I'll surely find system and the price will be right,' I said, as I entered the stove department. I had to look around again for a salesman. At last one came forward, but he didn't know anything about stoves. 'I'll get No. 10, sir, he looks after the stoves,' he remarked as he hurried down an aisle in search of Mr. No. 10. After much waiting, Mr. No. 10 bustled up, and, rubbing his hands, inquired if I wished to see a gas stove. 'My gracious, sir, do you suppose I've been waiting here for fifteen minutes for the pleasure of making your acquaintance? But now that we're properly introduced, let's proceed to business. You sell gas stoves here, do you not?' 'Yes.' 'Well, let's go over and view them if you have the leisure,' I meekly suggested. He agreed, and ambled over to the gas stove section. Here my friend Mr. No. 10 proceeded to confuse me with his knowledge of gas stoves. Mr. No. 10 was an ardent advocate of the 'two-piece burner,' and his arguments were the exact reverse of the first salesman. I was much taken with Mr. No. 10's fluent talk, but was so confused over the merits of the two styles of burners I had to take refuge behind that old hedge of 'I'll see you again.' Mr. No. 10 bid me a warm 'Adieu, Monsieur,' and I departed to locate another gas stove man.

"My fancy took me into a shop off the beaten track, just a little way out from the main thoroughfare. Here I was cordially greeted the minute I opened the door. The salesman with careful questioning soon learned where I lived and just what I wanted; how much I wished to pay for a stove, and when I wanted it delivered. 'Now, sir, here is a stove that will possibly suit you. It fills the requirements, does it not?' he suggested. 'We have other stoves if you like to see them, but if you like we will have this one set up ready for you to use to-night. It will only cost you so-and-so (get this), attached, ready to light.' Well, that got me, and I immediately ordered this stove. It was installed on time, even though the salesman had to deliver it himself on a hand sleigh, but the main point was it was delivered on time as promised. After the stove had been connected I was told, 'Now, if you have any trouble with this stove send for me and I'll see that it is fixed, and we will call regularly every month and inspect it.' That is the secret of this man's success—the service that he gives. And it is the one reason why I will surely go back to this dealer when I want anything else in his line, and will refer all the trade to him I can."



TO SELL QUICK MEAL LINE IN THE EAST.

The James Stewart Manufacturing Co. Woodstock, have been handling the Quick Meal line of oil and gasoline stoves in the Canadian North-West for the past two years. They have met with such success that they have decided to introduce them into Ontario and the east. A full line will be carried in stock. Catalogues will be mailed on request.



LESLIE RINK WON.

Montreal, Que.—A curling match between the rinks from Dale and Co., Ltd., and A. C. Leslie and Co., Ltd., was easily won by the latter team. The line up of the two teams was as follows:—
Dale and Co. Leslie and Co.
J. C. Dale F. H. Foster
R. J. Dale T. H. Jordan
J. L. MacCullough F. B. Leslie
C. G. Ross E. H. Copland
Skip 7 Skip 13

It is rumored that Marine insurance rates may be raised as a result of the match.

Weekly Market Reports--Stoves

SEASONABLE BUSINESS DONE.

Business in stoves is not very heavy at the present time, although a good demand is noted for gas stoves. Furnaces are showing more than reasonable activity.

It is reported that collections are not satisfactory.

MONTREAL.

Montreal, March 5.—Trading in heavy stoves is quiet, but is all that can be expected at this season of the year. A limited number of heavy stoves are being shipped at present and manufacturers state that the first three months of the year are always quiet months. Nearly all foundries close down for a couple of weeks at beginning of the year to take stock. The popularity of the gas stove in the large centres has practically killed the "sorting up" trade that existed before its advent. Collections are reported to be very slow and unsatisfactory.

Gas Stoves.—The good demand for gas stoves is the prevailing feature of the trade this week. Many new designs are being placed on the market, and it is expected that these will be a big factor in increasing the year's business.

Ranges.—Trading is quiet, but a few orders are being received. Booking for future delivery is very satisfactory and promises well for the coming season's business.

Enamelware.—There is a good movement in nearly all lines of enamelware. Prices are unchanged as yet and there is little to indicate that existing lists will be revised.

Tinware.—The demand for tinware is very good for this season of the year. A steady demand for aluminum also exists with an increasing volume of business being transacted each month.

The demand for repair parts keeps up. Radiators and Boilers.—Big increases in the building permits this year over the corresponding period of last year augur well for the year's business in these lines. A review of the situation shows the remarkable feature of the large increase in permits issued for the large cities. This class of building largely demands this system of heating. The demand at present is a trifle quiet, but the outlook is for a banner year.

Oil Stoves.—There is a good demand for oil stoves and for gasoline stoves from sections not served by gas companies.

TORONTO.

Toronto, March 6.—Business in the stove line has been quiet during the past week. This state of affairs is expected at this season of the year. Several retailers have booked their stoves for next fall. A few lines of gas ranges are being sold at the present time, but business in this line will increase with the advent of spring.

A few furnaces and ranges have been shipped during the past week. A large number of furnaces have been installed in Toronto during the winter. The mild weather has enabled contractors to extend their building operations through the winter and a large amount of building has been done. This has been responsible for a large volume of sales in furnaces and gas ranges. The kitchens in the majority of houses that have been erected, are heated from the furnace, and this affords a good opportunity for the sale of gas ranges.

Electric ranges are being brought to the attention of the public, and special efforts will be made to sell this line during the spring.

The sample rooms of the stove manufacturers and jobbers are beginning to take on a summer appearance, on account of the displays of refrigerators, gas plates, oil stoves, ovens, gasoline stoves, etc. A large amount of booking on refrigerators was completed some time ago, and many of the orders will be shipped in the next two or three weeks.

Enamelware is in good demand. Aluminum ware is also taking a prominent place on the shelves of many hardware stores.

A great many customers have been complaining in the past regarding the high prices, but dealers report that they are not receiving as many complaints as formerly and that they are doing a nice business in this line.

Some of the manufacturers state that collections are rather slow, but that conditions are sound.

THE FINANCIAL SITUATION.

In reviewing the money situation, The Financial Post says:

From the various sources of information available to The Financial Post

from one end of the Dominion to the other, the facts gathered indicate that money has not shown during the past week any general sign of easing. But there is a change, especially in the far East. St. John and Halifax report improvement in collections and a stirring of business more hopeful than usual at this season of the year. Montreal reports some measure of improvement both as to collections and trade and the ramifications of the trade of that city are very wide.

Immigration.

A factor in this movement in the East is the commencement of the immigration season. Already large numbers are coming to Canada and the proportion from the United Kingdom is increasing. It usually follows that when trade is exceptionally good in the old land that the number of emigrants from there increases. When employment is steady the thrifty are enabled to save enough money to pay their transportation expenses. Another factor which has given life to business in some districts is the heavy fall of snow. This has stimulated operations in the lumber camps.

In the far West the money tightness is still in evidence, but business appears to be satisfactory except the speculative class. Edmonton reports some improvement in cash payments on agreements of sale, but reports to that effect from other points have not been received.

Although in the investment business a monetary stringency is very evident, as indicated by the authorities quoted, there does not appear to be complaint from manufacturers or business men as to their ability to get reasonable accommodation at the banks. At the head office of one of the larger Canadian banks the writer was informed that no new business was being encouraged, but the bank's customers were being taken care of. This would appear to be the general policy followed for the time being, and it is one that is in the best interests of the country as a whole.

To Make Electric Stoves.

Winnipeg, Man.—Geo. A. Hughes, president of the Hughes Electric Heating Co., Chicago, Ill., has been in the city in connection with the opening of their Canadian factory. The company will manufacture electric stoves, ranges, heaters, etc. Their first carload of factory equipment has arrived.

Methods of Retailing Paints and Varnishes

Process of Manufacture of Dry Colors

Chemical Dry Colors Are Made by the Absorption of Two or More Chemicals to Form Color Precipitates—Earth Colors Are Ground Out of Ore—Splendid Deposits of Iron Oxides in the Province of Quebec.

It is interesting to know something about the manufacture of the colors that are used to give the beautiful shades and tints in the paints that are used on the outside and inside of homes and other buildings. There are two classes of colors that are generally used—the natural or earth colors and the chemical colors.

In making chemical dry colors the process in general is to dissolve or absorb separately two or more chemicals, and, after obtaining a clean solution of each, bring them slowly together under the right conditions, and so cause a color precipitate. This precipitate should be entirely insoluble in water. This colored precipitate is thoroughly washed in clean water and allowed to settle, the water squeezed out of it, the resulting cake or mass dried, and then the dried lump properly ground by suitable machinery.

This, in brief, is the outline of making chemical colors, which has to be varied to suit different conditions. In some colors as many as five or six solutions are necessary, and in others only two. Presses are used to press the water from the dry color precipitate after it has been thoroughly washed. The color is removed from the presses in the form of wet paste. This color is spread on large flat pans and placed in a dry kiln, where it remains until thoroughly dried out. After the color is dried out, it is ground in special mills. It is then put in packages ready for the market, or used as the coloring pigment in the manufacture of various kinds of paint.

Old Style Filter Boats.

Some of the old style filter boats are still in use where the color must not come in contact with the metal, and hence a metal press cannot be used. This boat is made of wood, and is of open slat construction, lined with filter cloth, so that the water drains through, leaving the color in a stiff dough inside. This is dipped out by hand and spread on racks covered with paper, and is then put into the dry room. Some colors have to be handled so carefully that only silver vessels, such as spoons, can be used in transferring them from the filter boat to the drying racks.

The Earth Colors.

The earth colors referred to are principally siennas, umbers, ochres, etc. Iron oxide might also be included.

Canada is fortunate in having what is probably one of the finest deposits of iron oxides suitable for paint pigments that has yet been discovered. These deposits are located in the Province of Quebec. These oxides are found in the form of a clay, and after being burned in furnaces, to remove foreign vegetable matter, and to produce the desired colorings, run about 93 per cent. pure oxide.

The oxide in its crude form resembles a yellowish or greenish grey. This clay is dug out and is carried to the furnaces, where it is calcined at various heats, according to the color desired. The interior of the furnaces that are used for the calcining of the ores are reached by doors at the end of the furnace. The crude ore is placed in the furnace through these doors, and, during the period of burning, it is occasionally raked over by the man in charge. After it has burned at the proper heat for the right length of time, it is removed and spread in large cooling pans. Some ores, to produce certain colorings, are calcined twice. After the ore is cooled, it is ground in rock emery mills. After being ground, the finished oxide is carried to the barreling machines, where it is packed ready for the market.

Ground Under Water.

A number of ores are imported from Persia and England. These oxides are ground under water. A large iron cylinder contains the grinding apparatus, and the oxide is handled in this way so as to retain its peculiar brilliancy of color. It is ground in water under tremendous pressure, and can only escape from the mill by floating to the surface of the water and down a trough to the settling tanks. The oxide must be ground to an extreme fineness before it will float. The water is drawn off from the settling tank. The oxide is removed in soft paste form and spread on special drying pans. After it has been thoroughly dried it is ground in special mills, barreled and put on the market.

HARDWARE LETTER BOX



Leather Workers' Tools.

The P. Hymmen Co., Ltd., Berlin, Ont.—“Kindly let us know who manufacturers the Gomph leather workers' tools.”

Henry G. Gomph & Co., Albany, N.Y.—Ed.

Commercial Registers—Iron Fence Posts.

Clements & Co., Milton, Ont.—“Please advise us what firms manufacture (1) commercial register systems; (2) iron fence posts.”

(1) Dominion Register Co., Ontario Street, Toronto; Barr Register Co., Trenton, Ont. (2) Frost Wire Fence Co., Hamilton; Page Wire Fence Co., Walkerville, Ont.; Banwell Hoxie Wire Fence Co., Hamilton; McGregor Banwell Co., Walkerville, Ont.—Ed.

Roofing Technical Books.

Power & Fish, Rosetown, Sask.—“Please advise us through your paper where we can procure a book giving information on the laying of tar and gravel roofing.”

Paterson Manufacturing Co., Toronto; Barber Asphalt Paving Co., Philadelphia, Pa.; Alex. McArthur & Co., Montreal, Que.; or any other roofing firm.—Ed.

Time Clocks.

Marshall-Ecclestone, Ltd., Porcupine, Ont.—“What firms manufacture time clocks for use in mines, mills, etc?”

International Time Recording Co., 19 Alice Street, Toronto; W. A. Wood & Co., 19 Bleury Street, Montreal.—Ed.

U. S. Damper.

A. Welch & Son, Toronto.—“Please advise us where the U. S. damper is manufactured.”

Can any of our readers give this information?—Ed.

Hangers for Theatre Seats.

J. L. Demers, Thetford Mines, Que.—“Can you inform us what firms manufacture a slip attachment for hanging hats, programmes, etc., on backs of theatre seats?”

Can any of our readers give this information?—Ed.

Store Fronts That Attract Trade



Have you ever noticed that the busiest stores in your town have the most attractive fronts? These fronts were not put in because the crowds came, but the crowds came because the fronts were put in. We would be pleased to make up sketches especially to suit your requirements and quote prices. We operate our own factories and assure you of prompt service and best prices.

Send for catalogue and complete information.

The Winnipeg Paint & Glass Company, Ltd.

"Everything for a Building."

Calgary Paint & Glass Co., Ltd.
Calgary

WINNIPEG

Edmonton Paint & Glass Co., Ltd.
Edmonton

Make Paint Pay You Dividends

Every hardware man has wondered at times which department was paying him the best profits. The men who know definitely where their profits come from are the strongest believers in the High Standard proposition.

If you care to know more about this proposition, wait for our travellers—or better still, drop a line and we will have him call at once.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
Limited, TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

PAINT NOTES.

Prices are reported to be firm in practically all lines. This tendency is very marked in respect to linseed oil where shortage of supply is threatened. The crushers are finding it difficult to secure seed, not because there is a shortage of seed, but because the transportation companies are very slow in making shipments.

It is predicted that a record year's business will be done in prepared paint this year.

MONTREAL.

Montreal, March 4.—Business in the paint trade this week is excellent and a large volume of business has been accomplished. Booking orders are coming in very freely and are of good size. Shipments are being made on booked orders right along. The demand for prepared paints this year is away ahead of last year for the same period and the spring rush is just beginning to make itself known. Prices remain the same as last week.

Linseed Oil.—The market holds firm at last week's quotations and a good demand for oil is reported. There is practically nothing of interest to report this week in the oil market other than that the dealers are quoting a uniform price.

Canadian Prime White Petroleum is practically off the market here as it cannot be obtained. United States Water White has advanced 1¢ per gal., as has also United States Pratt's Astral being quoted this week at 21½¢. Other oils remain the same as last week.

Turpentine.—The price of turpentine is very firm and the majority are quoting it at 60¢ per gallon but some report sales at 62¢. The demand is quite heavy and booking is quite good. Prices will likely stiffen as the cost of laying turps down here is more than in Toronto and prices here are quite a bit below Toronto.

Turpentine. — Turps advanced 1½¢ per gallon this morning (Wednesday) and prices are very strong at new level. The tendency is upwards with an advance liable to be announced at any time.

Glass.—There is a heavy demand for glass at the present and the booking for import is enormous," is the expression of one wholesaler this week and this seems to say all there is to be said about the glass business. Import prices have advanced but the price of spot stocks remains the same. The great increase in

building permits this year promises a banner trade this year in glass and paints.

Putty.—Putty in bulk, in casks, is worth \$2.30; in 100 lb. drums, \$2.50¢; and in bladders in bbls., \$2.80. The demand has increased with the increased demand for glass and is very heavy at present.

Mixed Paints.—The demand for prepared paints might be described as a rush. The spring demand is just beginning and from its volume augurs well for the year's business. The demand seems to be general from one end of the country to the other and is pretty well divided over the entire line.

White Lead.—The price of white lead remains unchanged. The demand is heavy and indications point to a continuance of this demand for some time to come. The English lead market is easier, but this is not expected to effect the local market for some little time to come.

TORONTO.

Toronto, March 6.—No price changes have occurred during the past week in the paint market. Raw Linseed Oil is still being quoted at 58¢ per gallon and boiled oil at 61¢ with the usual quantity reductions. It is said that there will be a shortage in three or four week's time on account of the difficulty

that is being experienced by the crushers in getting seed. There is an abundance of flax seed but the transportation companies are unable to make prompt deliveries. It is thought in some quarters that oil is a good buy at present prices and that it will not go back to the low prices which prevailed a few weeks ago. This, of course is only an opinion and it is hard to predict what the future will bring.

Turpentine is still quoted at 66¢ per gallon in single barrels. There is a scarcity in Toronto in turpentine at the present time.

There is also a scarcity in whiting, and many jobbers have no stock whatever in this line. No change is reported in the price of white lead or putty and the demand is normal. No change has been made in quotations on glass and business is good for this season of the year.

Ready Mixed Paints.—Manufacturers are busily engaged in shipping spring orders. Booking in this line has been very heavy and the general opinion appears to be that the present year will be a record breaker in the sale of ready mixed paints. Flat colors for wall finishes are going to be heavy sellers during the coming spring. Paint jobbers report that a good volume of business is being done at the present time and that a large amount of interior decorating is being done.

Firm Fined for Selling Muriatic Acid

Detective J. B. Grant of the Ontario College Pharmacy recently bought a couple of bottles of muriatic acid at the store of Ingram and Davey, St. Thomas. He then proceeded to lodge a complaint against the firm for selling poison without having a license to sell poison or drugs.

The case was heard before the magistrates and much diverse evidence was submitted as to the nature of muriatic acid. Physicians called by the prosecution contended that muriatic acid was also known as hydrochloric acid, green acid and spirits of salts. Its action on animal tissues was that of a corrosive. It has great affinity for water and by extracting water from the mucous membranes destroys the animal tissues. Its action is caustic.

It is a medicine, a drug and a poison, declared the witness.

The defence contended that a poison is defined to be a substance that when absorbed into the system produces such

a disturbance of functions as to imperil life. Doctors were sure that assuming the definition of poison was correct that muriatic acid was not a poison as it could not be absorbed into the system in great enough quantities to be fatal, as the person taking the same would be dead before the acid had an opportunity to get into the system.

The magistrate, however, ruled with the prosecution and the firm were fined \$20 and costs.

This case will be of great interest to all hardware dealers as it defines clearly what may result from the sale of this material.

BY-LAW CARRIED.

Kingsville, Ont.—The by-law to bonus the Ecothermal Store Co. by exemption from taxation of a five-acre site and a loan of \$10,000 was carried. The company hopes to have its factory operating before fall.

FOR a busy man: A few *easily noted* facts which, we hope, will create a thirst for *more*.

White lead is paint's first factor.

Among white leads there is one with a record of marked *distinction*. Its name is Brandram's B.B. Genuine. It has set the world a quality standard for *more than a hundred years!*

In the base of Brandram-Henderson "English" Paint, we actually use 70% of this splendid white lead. Think of that. 70% positively guaranteed. The reason? Simply because we corrode and grind Brandram's B.B. Genuine White Lead *ourselves*.

To 70% of Brandram's B.B. Genuine White Lead we add 30% pure white zinc.

So, you see, the enduring power of Brandram-Henderson "English" Paint is quite *evident*. Knowing what is *in* the paint, you know the results it *must* give your customers.

Is your mind open for *more* facts about paint and paint profits? Then please write now. Among other things, we will gladly explain to you the details of a *winning* advertising plan devised for your benefit.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg
55

Face these facts—

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11 00 11 00

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, White Brass, Metallic, Special, White heavy pressure, Hercules, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal, XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo, Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 80 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Boiler tubes 8 65 8 80
" 2 1/2 " 11 00 11 00
" 3 " 12 60 12 70
" 3 1/2 " 15 75 15 80
" 4 " 20 30 20 30

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods base 1/4 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 65 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65 p.c.
Playway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

Per 100 lb.
Casting ingot 16 25
Cut lengths, round bars, 1/2 to 1 in. 27 60
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier', insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 22 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 24 00
Carron, soft 25 00
Cleveland, No. 1 22 00
Clarence, No. 3 24 00
Jarrow 25 50
Glenarnock 26 00
Radnor, charcoal iron 33 75
Ayrshire, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles f.o.b. base 2 50
Common bar, per 100 lbs. 2 15
Forged iron, per 100 lbs. 2 30
Refined iron, per 100 lbs. 2 40
Horseshoe iron, per 100 lb. 2 40
Mild steel 2 25
Sleigh shoe steel 2 25
(domestic) 2 30
Iron finish steel (foreign) 2 25
Reeled machinery steel 2 75
Tire steel 2 35
Sheet cast steel 0 15
Toe cask steel 3 10
Mining cast steel 0 07
High speed 0 65
Capital tool steel 0 60
Cammel Laird 0 15
Black Diamond tool steel 0 08
Corona tool steel 0 06
Siver tool steel 0 12
Cold Rolled Shafting.
1-16 to 1-16 inch 0 06
1/2 to 1 7-16 inch 0 05
1 7-16 to 3 inch 0 05
Montreal, 36 and 7 onto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 70 2 70
12 gauge 2 75 2 75
14 gauge 2 80 2 85
16 gauge 2 85 2 85
18 gauge 2 90 2 95
20 gauge 2 95 2 95
22 gauge 2 65 2 75
24 gauge 2 65 2 75
26 gauge 2 75 2 85
28 gauge 2 85 3 00

CANADA PLATES.

Ordinary, 52 sheets 3 10 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x50 4 45 4 75
20x28x80 4 70 5 00
20x28x80 8 90 9 50
20x28x80 9 40 10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 20
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis Gorbals
Head de-Lis Best Best
16-20 3 70 3 35 3 70
22-24 3 75 3 40 3 75
26 4 20 3 80 4 20
28 4 45 4 15 4 45
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

APOLLO BRAND—

Montreal. Toronto
24 gauge, American 3 75 3 70
26 gauge, American 3 95 3 90
28 gauge (26 English) 4 30 4 20
10 1/2 oz., equal to 28 4 50 4 40
English 4 50 4 40

IRON PIPE.

Black. Galv.
1/4 2 04 2 86
1/2 2 72 3 57
3/4 3 16 4 31
1 4 54 6 19
1 1/4 6 19 8 44
1 1/2 7 48 10 13
2 9 90 13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.

KITCHEN SINKS.

Cast iron, 16x24 \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto

Heavy copper and wire, 0 11 1/2 0 11 1/2
Light copper bottoms 0 10 0 09 1/2
Heavy red brans 0 10 0 10 1/2
Heavy yellow brass 0 08 1/2 0 08 1/2
Light brass 0 06 1/2 0 06 1/2
Tea lead 0 02 1/2 0 02 1/2
Heavy lead 0 02 1/2 0 02 1/2
Scrap zinc 0 04 0 04
No. 1 wrought iron, 12 00 10 00
Machinery cast scrap, No. 1 16 00 14 50
Stove plate 12 50 13 00
Malleable 10 00 9 00
Miscellaneous steel 6 50 6 00
Old rubbers 0 09 1/2 0 08 1/2

LEAD. Montreal. Toronto

Domestic (Trail), pig, 110 lbs. 4 95 5 00
Imported pig, per 100 lbs. 4 95 5 00
Bar pig, per 100 lbs. 5 50 5 50
Sheets, 2 1/2 lb. sq. ft. 7 50
Sheets, 3 lb. sq. ft. 8 75
Sheets, 3 1/2 lb. sq. ft. 6 25
Sheets, 4 to 6 lb. sq. ft. 6 50
Cut sheets 1/2 per lb. extra.
Cut sheets to size, 1/2 per lb. extra.

LEAD PIPE.

Lead pipe, 7/8 c, 15 per cent. off.
Lead waste pipe, 8 c, 15 per cent. off.
Traps and bends, 30 per cent.

SOLDER. Per lb.

Montreal. Toronto
Bar, half-and-half, guarant 40 30 4 30
Wiping 0 28 1/2 0 28

SHEET ZINC.

6-cwt. casks 8 25 8 50
Part casks 8 50 8 50

SPLTER.

Foreign, per 100 lb. 7 00 7 00
Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$54 00 \$54 50
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00
"Dominion Crown Best"—Double.
Coated, Tinsued.
I C, 14x20 base 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base 9 50 9 50
"Allways' Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8 25
I X, Terne Tin 9 75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. 7 50
XX, 14x60, 50 sheet bxs. 7 50
XX, 14x65, 50 sheet bxs. 7 50
Tinned Sheets.
72x30 up to 24 gauge, case 8 50 8 00
lots
72x30 up to 26 gauge, case 8 95 8 50
lots
Less than case 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, No. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/4-lb. hanks, 38c; in 1/8-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.
Poultry Netting.
2-in. mesh, 19 w.g. 60 p.c. off.
Other sizes 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in cases or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/4-lb. hanks, 75c, in 1/8-lb. hanks, \$1.

Wire Cloth.
Painted Screen in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Wire Fencing.
Galvanized barb 2 42 1/2
Galvanized, plain twist 2 95
Car lots and less.
F.O.B., Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, 1/4, 5/8, 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/4, 5/8, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.
Wrought Staples.
Galvanized 2 85
Plain 2 65

PAINTS, OILS AND GLASS.
Barn Paint.
In barrels, 5-gal. tins 0 80 0 80

In barrels, 5-gal. tins 0 80 0 80

Beeeswax.

Per lb. 0 40

Chemicals.

In casks per lb.
Sulphate of copper (bluestone) 0 97
Litharge, ground 0 07
" flaked 0 07 1/2
Green copperas (green vitrol) 0 01
Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12
Chrome yellow, pure 0 18
Golden ochre, pure 0 13
French ocre, pure 0 12
Chrome green, pure 0 10
French permanent green, pure 0 15
Signwriters' black, pure 0 19
Marine black, 25 lb. irons 0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co. 1 80
Cee Pee Co. enamel 4 50
Sterling Enamels 3 20
Anchor Floorlustr 1 10

Per lb.

French medal Glue 0 10
German common sheet 0 10
German prima 0 15
White pigsoot 0 15
Brantford medal 0 10
" golden medal 0 11
" brown sheet 0 10
" Golden sheet 0 13
" Gelatine 0 22
" white gelatine 0 26
" white glue 0 12
" 100 flake 0 10
Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL

XL 0 11 1/2
CL 0 12
C 0 11

Paris Green.

Drums, 50 and 100 lbs.

Packets, 1-lb., 100 in case.

Packets, 1/2-lb., 100 in case.

Tins, 1-lb., 100 in case.

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08 1/2

" 100-lb. kegs. 0 08 1/2

Prepared Paints. Per gallon in qt. tins

Sherwin-Williams paints, base. 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Winsor). 1 50

"New Era" house paint (Winsor) 1 85

Benj. Moore Co.'s "Egyptian" Brand 1 50

Moore's pure linseed oil H.C. 1 65

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle 1 60

Martin-Senour, 100 p.c. pure 2 50

Senour's floor paints 1 60

Sterling Pure 1 80

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jameson's Crown and Anchor brand 2 00

High Standard 2 00

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 50

Putty. Standard

Bulk, in casks 2 30

" 100-lb. drums 2 50

Bladders, in bbls. 2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt. 6 00 6 00

Genuine, 100 lb. kegs, per cwt. 6 50 6 50

No. 1 casks, per 100 lbs. 5 75 5 75

No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stains.

In 5-gallon buckets 0 75

Turpentine and Oil.

OILS. Montreal. Toronto

Can. Prime white petroleum 0 15

gal. none offered 0 17

U.S. Water white 0 17 1/2

U.S. Pratt's astral 0 21 1/2

Castor oil, per lb., in bbls. 0 09

Motor gasoline, single bbls. 0 27

Benzine, per gal., single bbls. 0 27

Pure turpentine, single bbls. 0 60

Linseed, Oil "Raw" 0 59

"boiled" 0 60

Rosin, "G" grade, bbl. 0 45

Varnishes. Per gal. cans.

Carriage, No. 1 1 50

Pale durable body 3 50

" hard rubbing 3 00

Finest elastic gearing 3 00

Elastic Oak 1 80

Furniture, polishing 1 20

Furniture, extra 0 85

" Union 0 80

Light oil finish 1 25

Gold size Japan 2 00

Turps, brown Japan 1 00

No. 1 brown Japan 1 10

Backing black Japan 1 35

No. 1 black Japan 0 85

Benzine black Japan 0 75

QUALITY and QUANTITY

That's What Every Can of



FLOOR VARNISH

The One Perfect Floor Finish contains.

The quality is of world-wide reputation, backed by profit-producing help in direct support of the dealer, while every can contains full imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

Makers of High Grade Stains and Varnishes

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

BRUSSELS

CHICAGO

LONDON

MELBOURNE

BERLIN

Largest in the world and first to establish definite standards of quality



HOW YOU AND YOUR CUSTOMERS LOSE

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums — and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

S. F. BOWSER & CO., INC.,

TORONTO, ONTARIO, CANADA

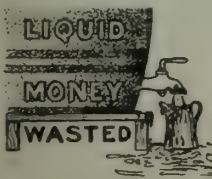
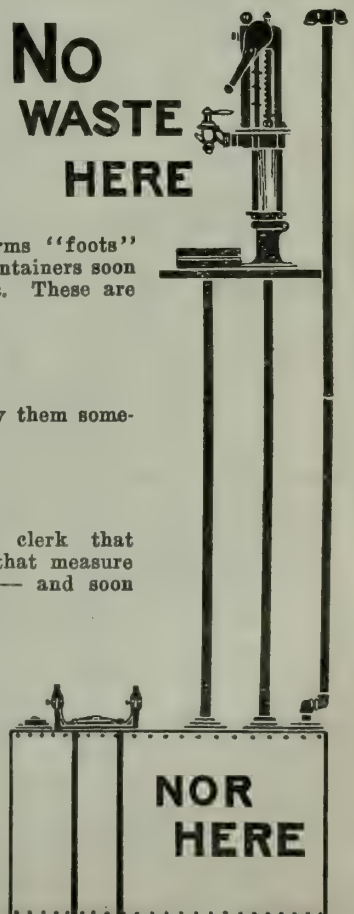
70-71
FRAZER AVENUE

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES:

32 Victoria St., S.W. LONDON. 5 Rue Denis Poisson, PARIS.
JOHANNESBURG, BUENOS AYRES, PORTO RICO, MEXICO CITY
Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.



HARDWARE AND METAL

Crystal Damar	1 50
No. 1	3 25
Pure asphaltum	1 00
Oilcloth	1 50
Lighting	0 85
Elastilite varnish	2 25
Copalin varnish	2 25
Granite floor finish	2 25
Jamison's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Depend on Lt. H. Oil Finish	1 55
Everlastic Floor	2 25
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pta, gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
Inches.	Star Diamond
Under 26	\$ 4 25 \$ 6 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	7 25 13 00
91 to 95	7 50 14 00
96 to 100	20 50

Size United	Double
Inches.	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	4 75 7 75
81 to 85	5 50 8 50
86 to 90	10 00
91 to 95	11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	\$ 25 \$ 40
Brandram's B.B. Genuine	25 40
C.P.C. decorators, pure	25 25
Crown and Anchor, pure	25 40
Elephant, Genuine	55 65
Essex, Genuine (Windsor)	8 00
Island City Decorators'	
pure	25 40
Lilly Pure	25 40
Moore's Pure White Lead	8 40
Monarch (Windsor)	5 50
Munro's Select Flake White	5 50 8 50
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25 8 15
Ramsay's Exterior	8 05 8 15
Sterling Pure	8 40
Tiger Pure	25 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.

White Zinc (Dry)	Extra Red Seal, V.M.
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05%

Whiting.	Plain, in bbls.
Gilders bolted in barrels	0 70

Hardware.	Adzes
Carpenters' per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 80
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 80
"Boys" Axes	5 75 6 50
Lathing hatchets	4 40 10 00
Single hatchets	1 45 6 75
Claw hatchets	1 75 6 00
Barrell hatchets	5 50 6 85

Ammunition	Buckworth, per lb
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	0 10%

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net. Shot standard, 100 lbs., \$15.00, 47 1/2 p.c. f.o.b. Montreal; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.	Word's auger bits
Irwin's auger	30 and 10
Gilmour's auger	47 1/2
Rockford auger	70
	50 and 10

Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen Auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	Special
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible, dozen	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$1 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/4 to 6c.	
Stove Bolts, 80.	

Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, 400 ft. roll	0 35
Plain Fibre, No. 2, 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	35 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 55	0 19
Crude coal tar, per bbl.	5 00
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bowe barff & Nickel, No. 241, 45c per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c. off.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 25 00
"English	17 00 21 00
"American, low	28 00 25 00
"high	27 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr. 2 40	6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 in. doz.	2 50
Chain.	
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.80; 5/8, \$3.80; 3/4, \$3.65; 1, \$3.40.	

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$10; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2 50
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 25

Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 5c doz., more than list price.	
Canadian Door Sets.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutechon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Bayonet Knives.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 63
15 " "	5 63
Add extra 10c per 100 ft. O.G. Round Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Creary cans, 40 per cent.	
Cream cans, 35 per cent, with dome top, 15c extra. Refined, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	

Files and Rasps.	Per cent.
Files and Rasps.	Per cent.
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Delta Diamond	66 1/2
Delta Files	60
Nicholson	66 1/2
Jowett's (English list)	77 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 05
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	

50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	6 20
Web	2 45
Sisal Halters (Snap and Ring).	
1 1/2 in., \$9.00; 7-16 in., \$10.20; 1 1/2 in., \$11.40; 9-16 in., \$13.20; 1 1/4 in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb.	

net	7 50
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 5-in., 100 lb. net	6 00
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 00
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$19.50; No. 20, \$29.25; No. 50, \$20.50; No. 51, \$38.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1125, \$19.55.	

Chicago hold back screen door, iron, 60, \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface cor. (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" door hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 25 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.	Price per 25-lb. box.
M.R.M., cold forged process list, 10th January, 1912.	
Size	Length
Nos. 3	1 1/2-inch
4	1 3/4-inch
5	1 15-16
6	2 1/4
7	2 5-16
8	2 3/4
9	2 11-16
10	2 1/2
11	2 3/4
12	3 1/4

Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 1 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 1 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.	

Ice Cream Freezers.	
White Mountain, 50 per cent.	
Knives.	
Hay knives, net list.	
Clauson, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33 1/2 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	

Enamelled street signs, 50 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0
Mining knives, per doz.	0 50 0
Potato mashers, wire, per doz.	0 50 0
" wood, per doz.	0 50 0
Vegetable slicer, 12 1/2"	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35 4
" " 100 to 103	1 35 2
Kitchen hooks, bright	0
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12 1/2 per foot: 7 to 1 ft., 15	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanese ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	7
Short Globe, doz.	7
Lift Tubular and Hinge Plain, per doz.	5
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.50.	
Cold Blast Globes, 55c doz.	
Lamp wick, 50 per cent.	



F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

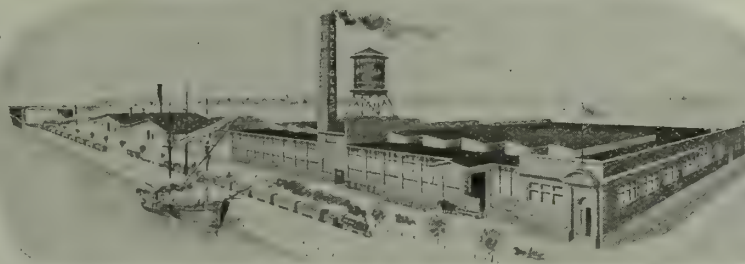
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

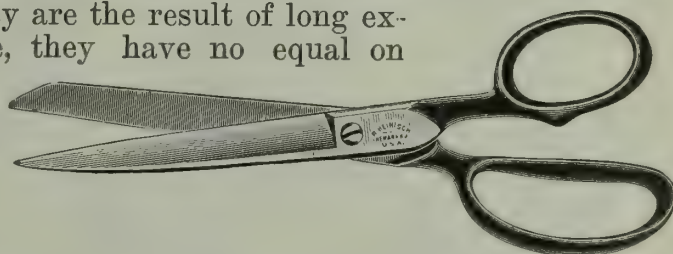
HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnerns' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, Street

19 Jarvis F. J. SCHUCH. Agent

Agents for Alberta: Tees and Perse of Alberta Ltd., Calgary

HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25
Alaslets.	
Tinmiths' 2 1/2x5 1/2 in., per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Aluminum brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 5 lb., 18 inch, 5 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 in. lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.85.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Plumbers.	
Plumbers' Tornado and McClary's Kemp's galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices, 1/2 Miers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50 11 00
Boker's King Cutter	13 20 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 3 1/3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 24
" " 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c per lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" " plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, 1/2 lb. each, per 100 lbs	2 50
Solid, 3 to 30 lbs.	1 55

Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diaston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 00
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25
Scales.	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne - Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 7 1/2
" R.H., bright	80 10 7 1/2
" F.H., brass	75 10 7 1/2
" R.H., brass	70 10 7 1/2
" F.H., bronze	70 10 12 1/2
" R.H., bronze	65 10 12 1/2
Drive screws	85 10 12 1/2
Set case hardened	50 and 95
Hexagon cap	45
Bench, wood, per doz.	45 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clausen, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 35 per cent.	
Boker, hockey, 30c upwards; springs.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
Shovels and Spades.	
1st 2nd 4th	
grade grade grade	
p.c. p.c. p.c.	
Shovels	60 55 and 2 1/2 45
Draining tools	60 50
Scoops	50 and 5
Hollow backs and	45 and 5
sand shovels	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
Squares.	
Diaston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 7 1/2 and 15.	
Retinned, 7 1/2 and 5.	
Tinners' trimmings, 7 1/2 and 5.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washita Oil, No. 1, 6 in., Dozen	
7 in., 8 in.	3 50 4 00 5 10
No. 2, 6 in., 7 in., 8 in.	2 50 3 10 3 50
Hindustan	0 06 0 10
" slip	0 18 0 20
" Axe	0 15
Deer Creek	0 25
Deerick	0 15
" Axe	0 15
Lily White, 6 in., 7 in.	
8 in., doz.	6 00 6 60 7 60
Arkansas	1 50
Water-of-Ayr	0 10
Scythe	per gross 3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only 80 and 10; weights, 60; Swedes cut tacks, blued and	

tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsters', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 20.	
Tape Lines.	
Universal, Ass. Skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94	
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 95
" Steel, No. 1840, 50 ft.	
Thermometers.	
Diaston's, 10 per cent.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3	85 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	45 75
Bicycle, 11 inch.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa E331	60 50
Favorite E511	64 00
Sunlight, 111	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 23 in.	0 70
" " whiffletrees, 34 in.	0 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa.h	
Carriage neckyokes and whiffletrees, ash	
35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67 1/2 per cent.	
Wright Iron Washers.	
Canadian, 40 per cent.	

Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carrage, % and smaller, 60; 7-16 and larger, 50; machine, 50; under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon bolts, cases, 2; small lots, 27 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 50 1/2; 7-16 and up, 40 1/2c.

Bar Iron—Bar Iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 20c.

Crowbars—4 1/2c per lb.

Corrugated Iron—23 gage, \$4.60; 26 gage, \$5. Fressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6 1/2 inch, \$3.65; 8 inch, \$3.90; full polish, 6 1/2 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 60; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$1.20; 18 gage, \$4.20; 20 gage, \$4.30; 22 and 24, \$4.49; 28, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.55, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; glass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.90; 1 1/4 inch, \$5.75; 1 1/2 inch, \$7.80; 1 3/4 inch, \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/4 inch, \$7.55; 1 1/2 inch, \$10.25; 1 3/4 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$8.00; 5-16 in., \$6.50; 3/4 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$3.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt.

Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

British Manilla, 17 1/2c; Java Manilla 17 1/2c; British Manilla, 33c; lath yarn, 11 1/2c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handed, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$3.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 9c and 10 p.c.; flat head, 8c and 10 p.c.; round head, brass, 7c and 10 p.c.; flat head, brass, 7c and 10 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.94 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.80; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/4c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a; 3 1/4c; English purple oxide, in casks, 3 1/4c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Bladders, 25c per cwt.; bladders, in barrels, \$3.5c; bladders, 100-lb. cases, \$3 40

Paris Green—2 1/4 cents per 112-lb.

Moore's Paints and Varnishes

"The Proven Best By Comparative Tests."

If you want to get re-orders this is the line that you should handle.

Our products are the result of long experience and the embodiment of the highest quality materials

They allow the dealer good clean profits and are the assurance of quick turnover. Write for color cards and prices.

BENJAMIN MOORE & CO., Limited, West Toronto

NEW YORK
CHICAGO
CLEVELAND

A condensed ad. in this paper will bring results from all parts of Canada : : : :

FORD BITS STAND FOR QUALITY

Carefully Made, Carefully Inspected

FORD  FORD

It Makes Good Wherever Tried
FORD AUGER BIT CO., Holyoke, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE
NEW YORK CITY**

Stephens



A Paint Value That Makes Business Grow

If you are not familiar with Stephens' QUALITY it will pay you to get acquainted at once.

This is a paint which the Western People demand, as it has great weather-resisting qualities and no superior as a surface coverer.

It pays a good clear profit and gives a satisfaction that is essential to business builders.

Write for our proposition and colour cards.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

BRANCH AT CALGARY, ALTA.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—AN UP-TO-DATE HARDWARE and furniture stock in Southern Alberta town of 3,000. Two new railroads coming in; stock on hand \$15,000, but can be reduced. All buy for right party. Box 769, Hardware & Metal, Toronto. (11)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—HARDWARE BUSINESS ON main line of C.N.R. in Saskatchewan. Stock \$2,500.00. Fixtures \$700.00. Buildings \$1,500.00. Turnover 1912, \$11,000.00. No opposition. H. Deacon, Invermay, Sask. (12)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE, TINSMITHING AND FLUMBERG business for sale—this business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 753, Hardware and Metal, Toronto. (11)

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

GOOD GOING HARDWARE BUSINESS FOR sale in Southern Alberta. Stock approximately \$5,000. Box 754, Hardware and Metal, Toronto. (10)

HARDWARE BUSINESS FOR SALE—THIS business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 758, Hardware and Metal, Toronto. (11)

HARDWARE STOCK AND TINSHOP TOOLS—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

FOR SALE—FIRST-CLASS HARDWARE. All stock in one of the best towns in Ontario. Stock and fixtures about \$8,000. Box 764, Hardware and Metal, Toronto. (11)

FOR SALE

FOR SALE—SECOND-HAND SET OF TINSMITHS' machines and tools, cheap. Only used a short time. Apply to The Wm. Beatty Co., Parry Sound. (13)

TWENTY SWISS ARMY RIFLES AT \$2.90 each. Campbell & Ferguson, Ltd., Melita, Man. (10)

FOR SALE—FULL SET TINSMITHING tools and machines. For list and price apply to J. H. Rowe, Dunnville, Ont. (10)

HARDWARE FIXTURE, 41½ FT. LONG, 8½ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (10)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (t)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MR. EMPLOYER WHO WANTS A STENOGRAPHER. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS. WANTED

HARDWARE CLERK WANTS SITUATION, experienced, temperate, trustworthy. References. Apply S. Vouden, 369 Westmoreland, Toronto. (10)

HARDWARE CLERK, 12 YEARS' EXPERIENCE, desires position as traveller or position in retail store. Good references. Box 768, Hardware & Metal, Toronto. (11)

EXPERIENCED HARDWARE CLERK DESIRES position in Western town about April 1st. Good salesman and window dresser. Must be first-class store. Write Box 762, Hardware & Metal, Toronto. (10)

WINDOW DRESSER WITH SEVEN YEARS' experience would like to secure position in Oregon, California or British Columbia. At present in charge of 12 windows in large Western hardware. Excellent taste in designing backgrounds, etc. Original ideas. Speaks French and English. Box 763, Hardware & Metal, Toronto. (9)

HARDWARE CLERK—YOUNG MAN—shortly disengaged, requires position. Active, energetic, sober and trustworthy. Box 765, Hardware and Metal, Toronto. (10)

SITUATIONS VACANT

WANTED AT ONCE—TWO HARDWARE salesman, with from three to four years' experience. Apply at once. The Purdom Hardware Co., London, Ont. (12)

WANTED—EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

WANTED—HARDWARE SALESMAN WITH one or two years' experience, for small Western town. State salary expected. Must be temperate. Box 766, Hardware and Metal, Toronto. (11)

WANTED—MONTREAL OR TORONTO traveller experienced in British hardware goods to take up additional lines and work them. Many accounts already opened need following up for repeat business. Successful salesman would earn \$2,500 per annum clear on this agency. Box 752, Hardware and Metal, Toronto. (10)

MESSRS. PROCTOR BROS., WIRE-WORKERS, Leeds, England, are wanting first-class firms in Canada to sell their patent "Lian" Pan Scrubber, one of the best domestic novelties ever invented. (10)

WANTED—AT ONCE—WALL PAPER salesman with hardware experience. Apply, stating salary and experience, Box 757, Hardware and Metal, Toronto. (10)

A SLENDID LINE IS DESIROUS OF making additional arrangements for representation in Canada. This line is widely advertised, very favorably known to the trade, and is now carried by a good proportion of the hardware dealers in the country. Additional representation is desired in Eastern and Central Canada. Box 770, Hardware & Metal, Toronto. (10)

WANTED—LIVE HARDWARE CLERK, three or four years' experience, western preferred. State age, salary wanted. References. Duties begin soon after Mar. 1st, as possible. Apply W. C. Auld, Youngstown, Alta. (10)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED AT ONCE—GOOD ALL ROUND Tinsmith. One who understands hot water and steam heating. Must be reliable and sober. Good place for right man. Hames Bros., Assinaboia, Sask. (11)

PARTNER WANTED

PARTNER WANTED—RARE CHANCE FOR good, live business man with five thousand dollars. Established manufacturing business (in Toronto), with patents. Splendid prospects. Box 761, Hardware & Metal, Toronto. (11)

WANTED

WANTED—A SECOND-HAND 6-FOOT brake. State condition, make and price. Box 767, Hardware & Metal, Toronto. (10)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately ¾ Horse Power per Block and about ¼% in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

**Why not be in line this spring with the
brand of paints that makes every
paint customer enthusiastic
about results?**

JAMIESON'S PURE PREPARED PAINTS

are this kind and are made to bring repeat orders—the only kind that puts real profits in the dealer's pocket. Once a can is sold, the subsequent orders come unsolicited.

We want you to be our agent.

R. C. JAMIESON & CO., Limited

ESTABLISHED 1858

MONTREAL

and

VANCOUVER.

Owning and Operating P. D. Dods & Co., Limited

PUMPS

All Kinds

**Hay Unloading Tools.
Barn Door Hangers.**

The word "MYERS" assures
QUALITY. Better write to us.

**F. E. MYERS & BRO.
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

New Era Paint

**IS AN EXCELLENT
STOCK PAINT**

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

STANDARD PAINT & VARNISH CO., LTD.
WINDSOR, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.
MONTREAL

Paint Makers Since '42.

WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



108

17



STRAIGHT PAINT TALK

About the Maple Leaf Paint and Varnish Proposition

MAPLE LEAF FLOGLAZE

The most compact and concise household enamel and varnish stain proposition on the market.

WHY IT APPEALS TO THE DEALER.

Every other household paint proposition consists of a separate label, with its retinue of shades, for every conceivable article about the house or farm. Which necessitates a lot of unnecessary tying up of money and shelf room. MAPLE LEAF FLOGLAZE under the one label will do all that these various lines claim to do—and do it just a little bit better.

Allows the dealer to cut down shelf room, ties up less money and turns over more frequently at a more satisfactory profit.

M. L. FLOGLAZE is great for attracting the women's trade. It's many uses about the home appeal to her. Why not build up good profits by appealing more to her trade?

FULL EXPLANATION OF THE M. L. FLOGLAZE PROPOSITION WILL BE GIVEN GLADLY IF YOU WRITE US.

OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

This department explains to the consumer the many little methods that may be used in touching up the home with household finishes.

With every explanation of this kind directions are given to obtain M. L. lines at the nearest dealers.

No better method of developing trade has been found to equal the assistance this department gives.

THE
IMPERIAL VARNISH & COLOR CO., LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

The Paints and Varnishes You Choose to Sell are largely responsible for the failure or success of that part of your business.

Here are Reasons why Sherwin-Williams Products are both easy and profitable to sell, and that's what determines successful business.

The high quality of Sherwin-Williams Paints and Varnishes, that holds trade, is the result of the unceasing efforts of the Company for nearly half a century, in improving and perfecting their finishes.

The completeness of the Sherwin-Williams line is unrivaled. There is a Sherwin-Williams finish adapted for every painting need.

The prestige and good-will of the Company and their products are established assets for every Sherwin-Williams Dealer.

Persistent and efficient advertising has not only made the name Sherwin-Williams well known from coast to coast, but has developed an ever increasing demand for Sherwin-Williams products.

The co-operation between the Sherwin-Williams Dealer and the Sherwin-Williams Co. has produced a dependable means of getting new business in all parts of the country.

Sherwin-Williams Dealers make profits that are consistent with a successful business, as they have proven to their own satisfaction.

If you are looking ahead for the future success of your business, write us, we can show you more fully how to get the business you would like to have.

SHERWIN-WILLIAMS

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



Here's a Counterfull of Real Varnish Selling Co-operation



THIS dealer is pleased — enthusiastic — and rightly so. He's just received a supply of Pratt & Lambert Varnish Selling Helps. These will connect up his store with the tremendous Pratt & Lambert Magazine Advertising, and the specialized Pratt & Lambert advertising to every conceivable varnish selling channel — painter, home-builder, contractor and architect.

Four Attractive New Display Features

He's just received four beautiful artist's proofs of Pratt & Lambert Advertisements, enlarged, in four colors, which are now appearing in the great national magazines. These artist's proofs displayed in his store and window, will connect his store with this effective advertising.

Lantern Slides

He's received four handsomely colored lantern slides of these same advertisements for his moving picture show advertising.

Newspaper Electros

He's received four newspaper electros of these same advertisements, small six-inch, double column ads, that he can run in his newspaper advertising at small expense.

Printed Matter

He's received well illustrated booklets, folders and color cards on Vitalite, "61" Floor Varnish and other Pratt & Lambert Varnishes he handles.

Well Lithographed Signs

He's received a new, handsomely lithographed Vitalite metal counter sign, that holds actual quarter pint Vitalite cans, as well as equally attractive signs on "61" Floor Varnish and other Pratt & Lambert Products he's handled.

Dealers Service

He's received text matter worked out especially for him by the Pratt & Lambert Advertising Department, for a booklet he's getting up on his entire stock of goods.

Repeat Order Quality

Most important of all, this advertising co-operation is backed by real repeat order quality varnishes, specified *continually* by most eminent architects — used by foremost painters and by their fathers and grandfathers before them, despite most glowing inducements to use other varnishes.

You're not getting this kind of Varnish Selling Co-operation unless you're a Pratt & Lambert Dealer.

Write For Our Complete Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

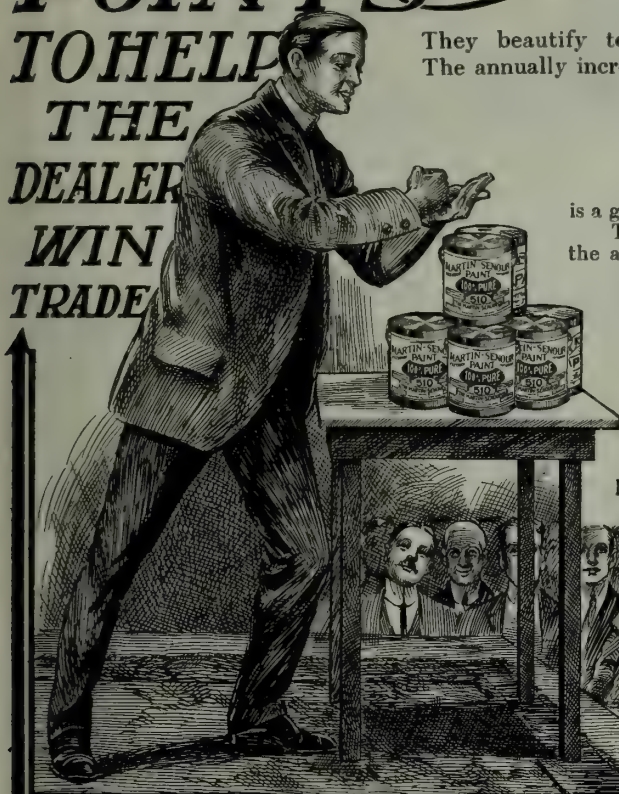
Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SELLING POINTS

TO HELP

THE
DEALER
WIN
TRADE



THE ARTISTIC SIDE OF PAINT

As wealth accumulates, society demands better things. Property owners realizing their debt to society improve their property to satisfy its demand.

They beautify to merit approval—and soon get to delight in things artistic. The annually increasing sales of

MARTIN-SENOUR PAINT

100% PURE

is a gauge of the advance of artistic taste brought to a practical issue.

The paint dealer who takes advantage of prevailing conditions encourages the artistic side of paint. He cultivates it and caters to it with MARTIN-SENOUR Paint—the kind that satisfies the most exacting requirements. Get in that class Mr. Dealer—put your paint business on a higher plane and get more profit.

Better not delay getting the agency for MARTIN-SENOUR PAINTS and VARNISHES.

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



It's Just Natural

That the Painter Should Go Where
He Can Get the BEST PAINT

That's Why---

STERLING PREPARED PAINTS

Are Trade-Winners

We use only the purest ingredients in making these paints.

We employ men of long experience—men who know the art of paint making from A to Z.

Stock Sterling Prepared Paints NOW and recommend them to your customers—you will be giving them the right quality at the right price, and laying a foundation for a big paint business for yourself.

Let us connect you with some dealers who are handling our pure paints. Find out what they have to say and profit by their experience.

Write for color cards and prices.

Canadian Oil Companies, Limited,

Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

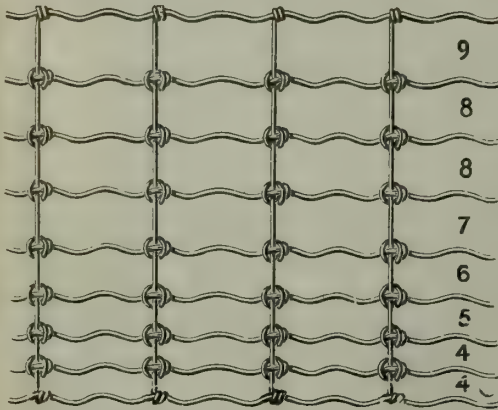
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

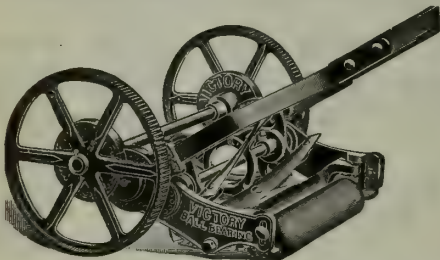
Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

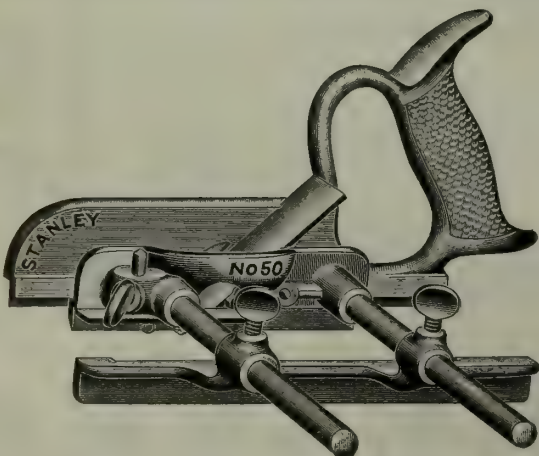
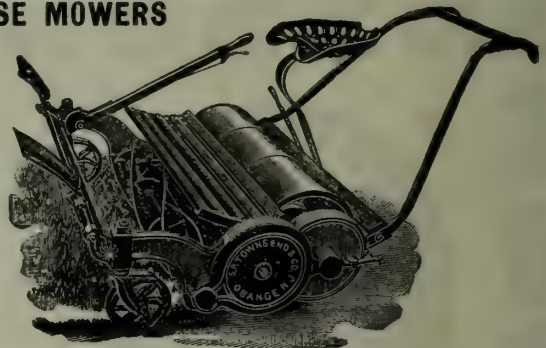
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Stanley Tools

STANLEY NO. 50 PLOW, BEADING and
MATCHING PLANE

This is a very handy tool for light work, and will sell readily
if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading
tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



DOUGALL

LINGERWETT

Dissolves Varnish Instantly

Apply a good coating. Remove with a cloth or soft brush. No scraping or washing. The surface is ready to refinish.

Booklet free. A Card will do.

The Dougall Varnish Company, Limited
MONTREAL

Associated with Murphy Varnish Co., U.S.A.

VARNISH

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the **SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.**

SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.
INTERNATIONAL VARNISH CO., LTD., Toronto.
PRATT & LAMBERT, INC., Bridgeburg, Ontario.
BRITISH AMERICAN FAINT CO., Victoria, B.C.
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.
ROBERTSON CO., LTD., JAMES, Toronto.
PEARCY & CO., LTD., SANDERSON, Toronto.
STEWART & WOOD, Toronto.
MARTIN-SENOUR COMPANY, LTD., Montreal.
ADAMS & ELTING CO., Toronto.

Name of Brand
"Taxite"
"Klensa"
"Expedite"
"Bapco"
"Scrape-off"
"Robertson's"
"Devolite"
"Solvo"
"Martin-Senour"
"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED
UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.

Here's A Tip

On How To Give Your Customers Better Satisfaction

The aim of nearly every progressive hardwareman is to give his customers the best value for their money.

If this is your aim, Mr. Dealer, let us tell you that by selling our

Reflex

Bronze Liquid and Bronze Powder

and letting your customers mix their bronze paint you will be giving them a value far greater than if you sold them a prepared bronze paint.

It has been proved time and time again that these ingredients when mixed form a bronze paint which lasts much longer than the prepared kind.

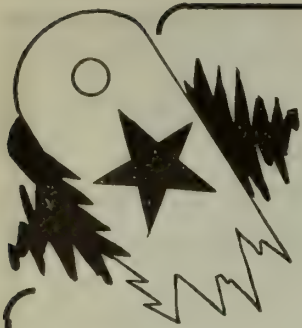
By following directions your customers can easily and properly mix Reflex Liquid and bronze powder.

Send us a trial order.

The
Ault & Wiborg Co.
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



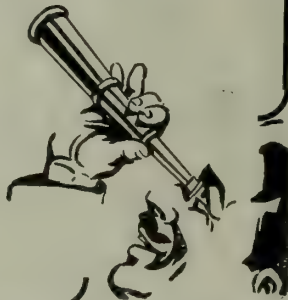
Discovered 25 Years Ago

and becoming better
liked and more uni-
versally used every
day.

Star Hack Saw Blades

have earned their great popularity because of their quality
and adaptability. The dealer who stocks Star Hack Saw
Blades will be able to meet all
demands without the necessity
of carrying a stock of blades of
varying widths and number of
teeth to the inch. They are good
to sell and good to use.

Two Styles
for Every Use.



Millers Falls Co.

28 Warren St.
New York City

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913



Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.

LIMITED

PETERBOROUGH, ONT.



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.

Collingwood, Ont.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee"
Hand or Motor Metal Force or Lift Pumps give
their customers lasting satisfaction.

Every pump sold stays
sold — gives the dealer no
trouble.

They are metal—hand
fitted valves — air-tight—
strong—lasting.

The big catalogue tells
you exactly what the line
is—get it for the asking.

Write



The

R. McDougall Co., LIMITED

GALT, CANADA

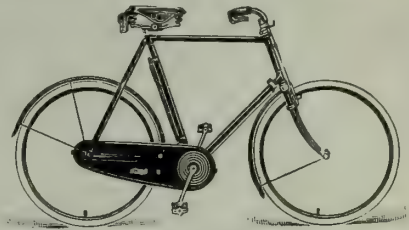
Maxim CYCLES

BUY BRITISH BICYCLES!!

Because they are QUICK SELLERS and GIVE SATISFACTION

The WORLD-RENOWNED "MAXIM" CYCLES have a splendid record for Reliability and Fine Finish and the Price is Right.

Drop us a line Now for our Export list and Special Quotations to Canadian Dealers. AGENTS WANTED where not represented.



The MAXIM CYCLE MANUFACTURING CO., Dept. 19 COVENTRY, ENGLAND

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

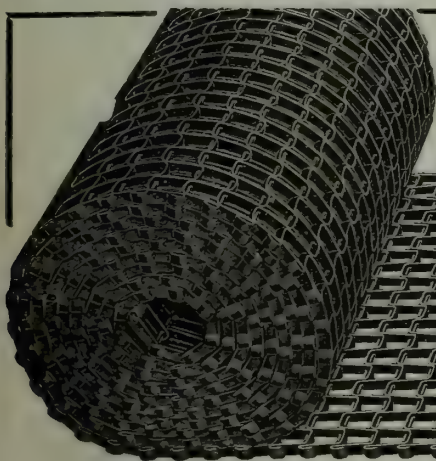
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.



"Keystone" Flexible Steel Matting

MADE IN ANY
SIZE OR SHAPE.

NON-DUSTABLE
SELF-CLEANING.

LASTS A LIFE-TIME.
VERY PROFITABLE.

One continuous crimp — no short prices. The most durable mat on the market. Price assures quick turnover.

Drop us a card for particulars and prices.

Stock a trial order — the result will surprise you.

Sold by most jobbers.

**Kuhne-Anderton
Mfg. Co.**
PORT HOPE, ONT.

HANDLE

D. PERES Barrel Brand CUTLERY

And Get the Better Class of Trade
Coming Your Way

The excellent quality of our goods makes pleased buyers everywhere.

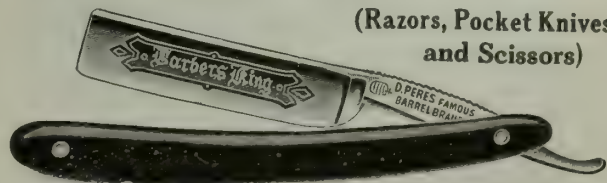
"Barrel Brand" cutlery pays a splendid profit and is reliable.

Give it a trial and you will soon be convinced of its superior selling qualities.

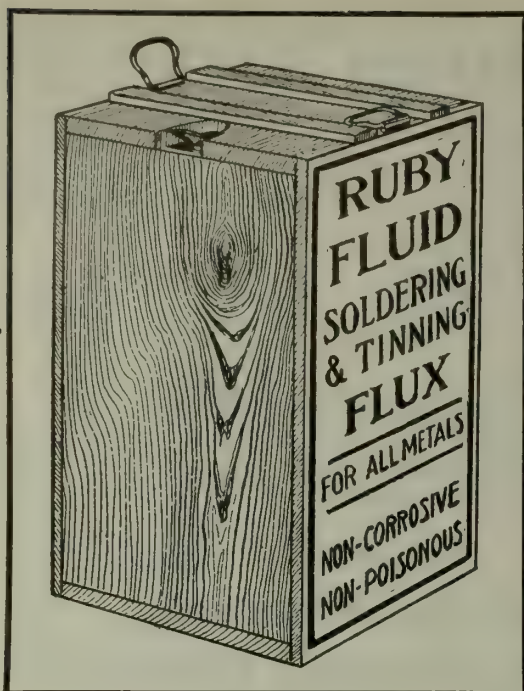
Write to-day.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

(Razors, Pocket Knives
and Scissors)



Western Office: Feilman & Jardine,
222 Portage Ave., Winnipeg.



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

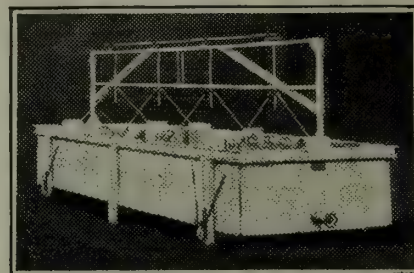
Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

Our "Perfect" Steel Cheese Vat



PAT. AUG. 14, 1906.

The vat that will give buyers the greatest service and satisfaction.

The main frame, legs, etc., are made of a combination of steel channel and steel angle—the strongest kind of material for the weight, same as is used building bridges and all structural work. The outer tank is made of heavy galvanized steel, thoroughly riveted and soldered, and is perfectly steam and water tight. We make the inner vat of No. 20 tinned with the fewest possible seams.

If you should sell one of these vats and it does not be as represented or give entire satisfaction, we will be perfectly willing to take it back.

Our confidence in this vat is the result of long experience and the embodiment of quality material and expert workmanship.

Any infringement on our patent rights will be promptly dealt with.

Write for full particulars.

The Steel Trough & Machine Co.

TWEED

::

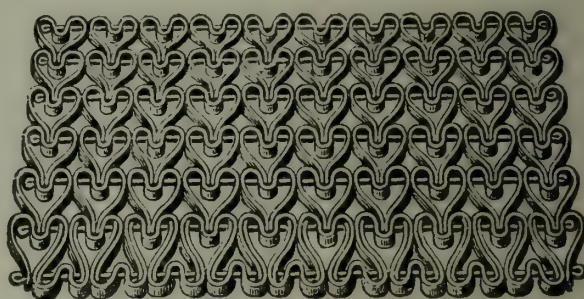
Limited

::

ONTARIO

STEEL FLEXIBLE DOORMAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO

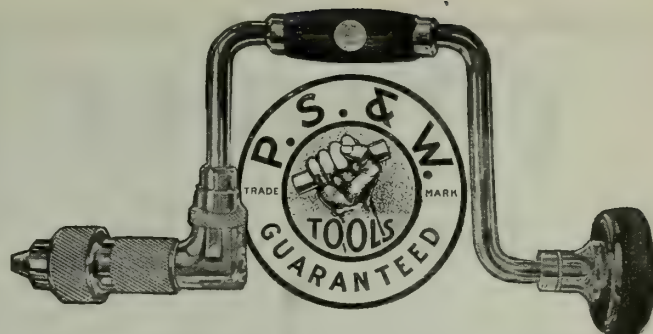


The H. P. Spramotor shown here is equally efficient on row crop or orchard work. Twelve nozzles that cannot clog—sprays with 125 lbs. pressure—gets after germs, parasites, canker worms, makes the blight impossible, giving crops greatest possible chance for maximum development.

This machine will thoroughly spray two acres of row crop in 30 minutes—the increased yield will refund cost several times every season.

Note:—There's a Spramotor built for your exact requirements. Prices range from \$6.00 to \$350.00. You owe it to yourself to find out all there is to know about it. We forward you the facts with our treatise on "Crop Diseases" without placing you under any obligation to buy.

SPRAMOTOR WORKS
72 KING ST., LONDON, CAN.



Every Hardware Dealer Should Have this P. S. & W. Brace in Stock

ITS Ball-bearing Chuck grips any type of drill-shank like a vise, and can be tightened or released by a turn of the wrist. Forged-steel alligator jaw, steel sweep, coco-bolo center and steel-capped lignum-vitæ head with dust-proof ball-bearings.

Write for catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros. Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe Co., Ltd.; Wood, Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.
MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware
Established 1819

Address 29 Murray St., New York, N. Y., U.S.A.

"RED CROSS" Sanitary Chemical Closets

Have earned the
name

Sanitary

Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless—closets that are made right, and

that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.

Red Cross Sanitary Appliance Co.
GRIMSBY, ONT.



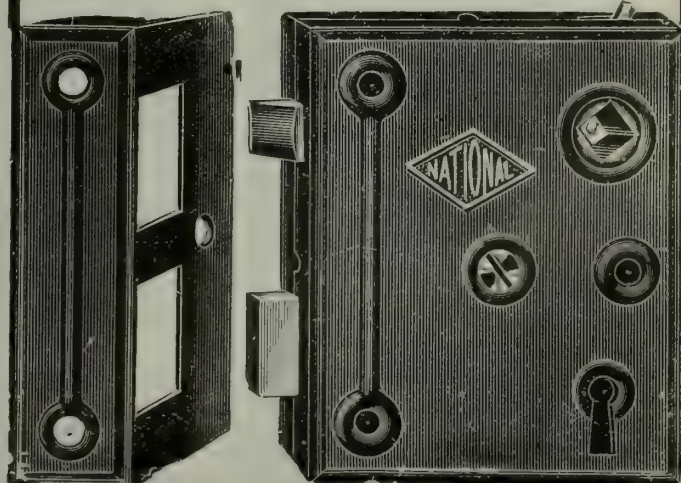
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA



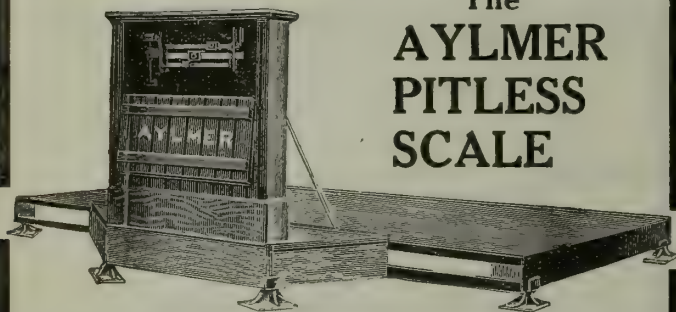
LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR
LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.



The
**AYLMER
PITLESS
SCALE**

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

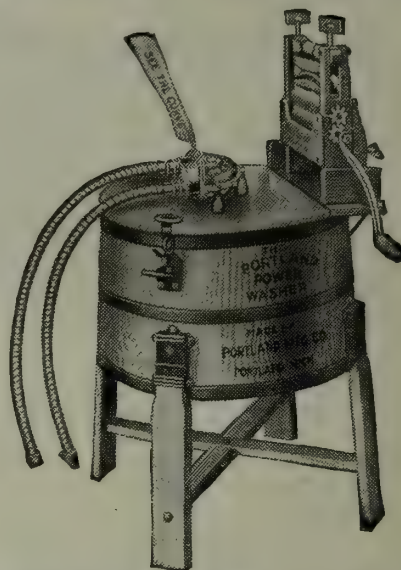
The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited
Aylmer - - - - - Ontario

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR
PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

CONNOR BALL BEARING WASHER



is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. The many

Exclusive Features Make it Easy to Sell

as they attract unusual attention and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address.

Drop us a card. Send for a copy of our new catalogue, now ready.

J. H. Connor & Son
Limited
OTTAWA, ONTARIO

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teezel, Vancouver, B.C. (British Columbia Agents.)

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Oh'io, U. S. A.

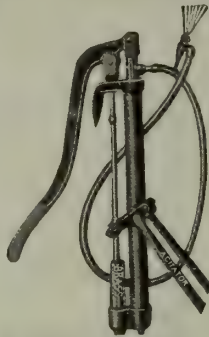


SMITH'S SPRAYERS

This Pump quickly attached to any barrel. All working parts brass. Requires no priming. Brass ball valves and valve seats, paddle agitator. 5-ply hose. Brass Vermorel Nozzle, throws any size spray or stream 50 feet, and impossible to clog. Adapted for spraying fruit trees, whitewashing stables. Forty other styles to select from. For spraying garden vegetables, trees, shrubbery, washing wagons, windows, etc. Write for free catalogue and agents' proposition on full line.

D. B. Smith & Co.

500 Genesee St., Utica, N.Y., U.S.A.



No 25 Fig. 300-bbl. Spray Pump.

Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.
Limited

OTTERVILLE ONT.



STAMPED
ON THE

Corporate Mark

GENUINE
ARTICLE

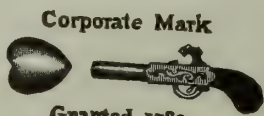
Granted 1780.

Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses



ARCTIC METAL

For Cool Bearings

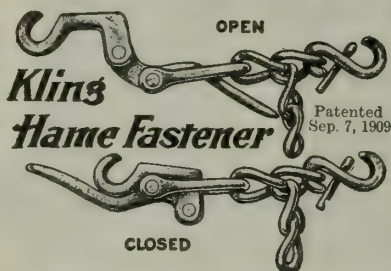
**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER**

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retail for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS, St. Mary's, Ont.



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

**ARE
YOU**

To the possibilities which a Want Ad. in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

ALIVE

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Natural Gas Goods
of every description

at

T. F. BERMINGHAM'S
20 John Street South
HAMILTON, ONT.

RESULTS

from small investments. Read
Hardware & Metal's Want
Ad. Page.

The World's Largest

PURE LAMPBLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a **WRITTEN GUARANTEE**

Write for samples
and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto;
H. W. Glassco, Winnipeg.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have **GIMLET-POINTED** Hooks, with **CUT** Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Wire and Sheet Metal Goods

That Pay Good Profits

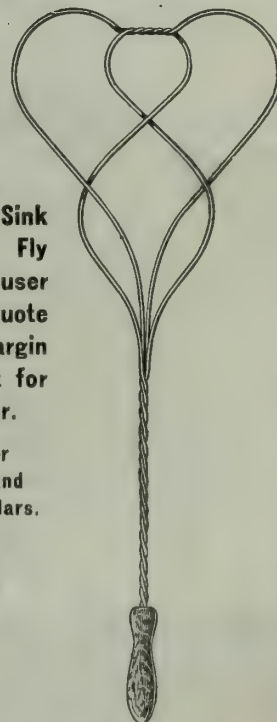
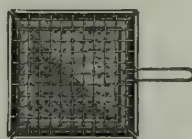
A Splendid Quality For Your
Notion Counter

We manufacture

Potato Mashers, Electric Egg
Beaters, Toasters, Flue Stops, Sink
Strainers, Carpet Beaters, Fly
Killers, Vegetable Sifters, Trousers
Hangers, etc., on which we quote
prices that have a splendid margin

for profit for
the dealer.

Write for
Catalog and
full particulars.



Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

**Battery Zincs, Fuse .
Wire, Wire Solder**

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOLS.



Send For Our New Catalog

Most complete line of

**SCREW DRIVERS AND
SMALL TOOLS**

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.

Board of Trade Building
36 ST. PAUL STREET, QUEBEC

MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative

12 Melinda St.

TORONTO

Representing

Hupfeld, Ludecking & Co.,
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

CLIPPERS.



STAPLES.

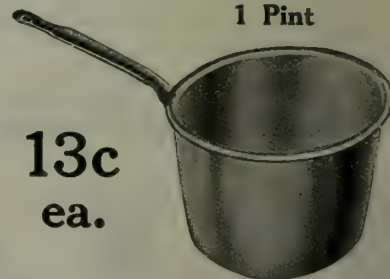


Hardwaremen: Ask your job-
ber for Poultry Netting Staples
put up in handy packages to
retail at 5c and 10c.

JAMES & REID, Perth, Ont.
Makers of Good Staples

**ALUMINIUM
SAUCE PANS**

1 Pint



**13c
ea.**

TEA KETTLES—
TEA POTS—
COFFEE POTS—
OUR SPECIALTY.

Ask for Quantity Prices.

**CANADIAN
ALUMINUM PRODUCTS CO.**
75 BAY STREET, TORONTO, CAN.

COAL BAGS.

Coal Bags made of No. 2 or No. 6
heavy duck, well sewn with heavy twine
and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

HOOKS.



**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Improved Patent Flush
Handle

CHESTERMAN'S MEASURING TAPES

Linen, Metallic and Steel



For Prices, Catalogues, etc., apply to

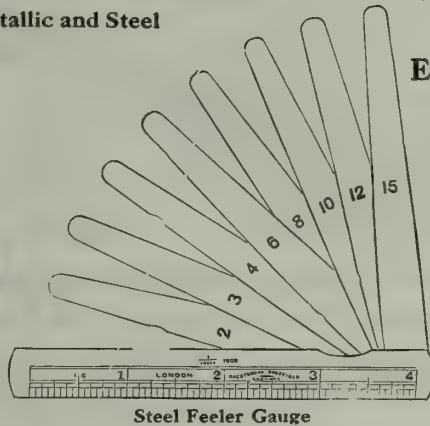
F. H. SCOTT, 133 Coristine Bldg., Montreal



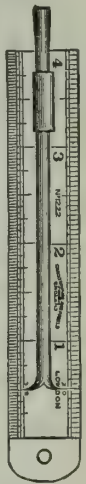
TREBLE

Engineers'
Small
Tools

Steel
Rules,
Gauges,
etc.



Steel Feler Gauge



When writing advertisers
kindly mention having seen
the advertisement in this paper

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 1-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

The INFALLIBLE GLAZIER'S DIAMOND

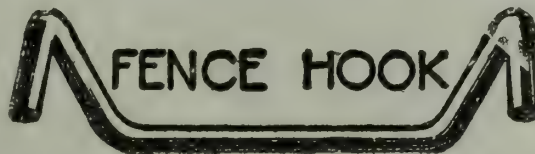
Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG PEASE FOUNDRY COMPANY LIMITED TORONTO PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

**HIGH GRADE CUTLERY—ELECTRO PLATE & SOLID
NICKEL SILVER FLATWARE**



"JUMBO" Forks, put up with our 12
dwt. knives in a lined case, make a
highly acceptable gift.



Jumbo Forks

EVERY SET CONTAINS
OUR GUARANTEE.

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

AGENTS: Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy,
61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

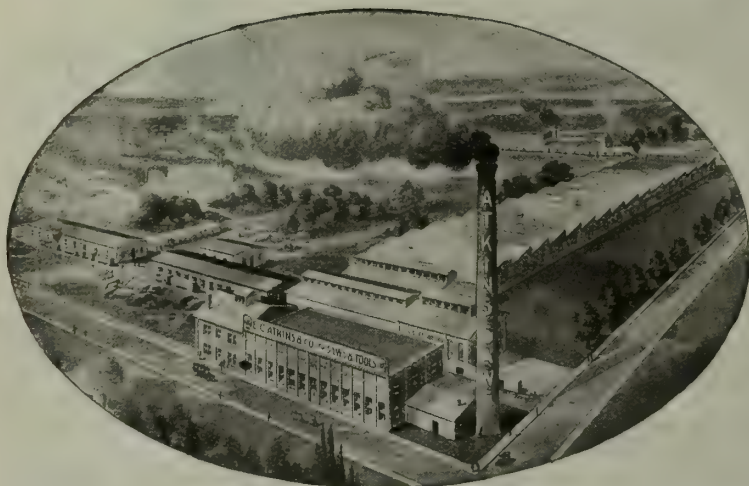
Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS
STERLING SAWS are made. We are wide-
awake. Our methods are progressive. We
manufacture Saws which make good and estab-
lish confidence with your best trade. We back
this up by a progressive sales co-operation that
makes the most money.

Why not specialize on ATKINS STER-
LING SAWS this Spring? Buy from your
usual source, but insist on the genuine
article, with our name on the blade. If
you have any difficulty in getting them in
this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

WIRE NAILS

Of Superior Quality



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

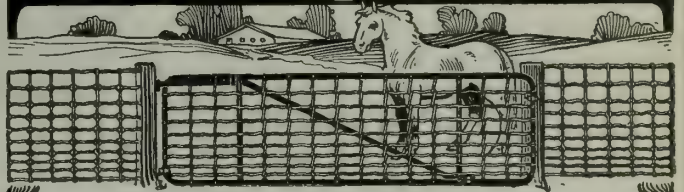
THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON

ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a **Peerless** clamp. Top and bottom wires of **Peerless** Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

The "HERCULES" Step Ladder

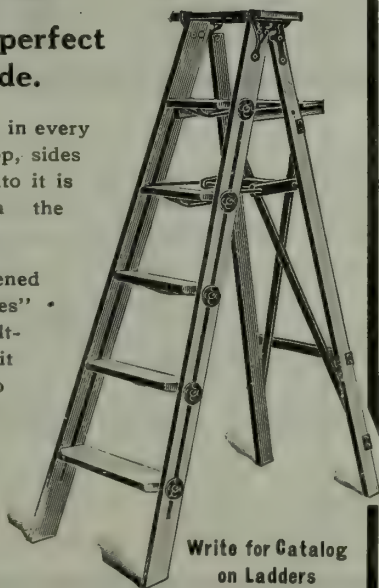
Is a Splendid Year-Round Seller



It is the most perfect Ladder made.

This ladder is made right in every particular. The wide top, sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.



Write for Catalog on Ladders

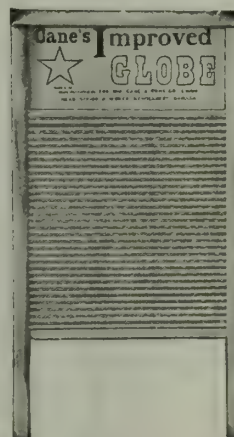
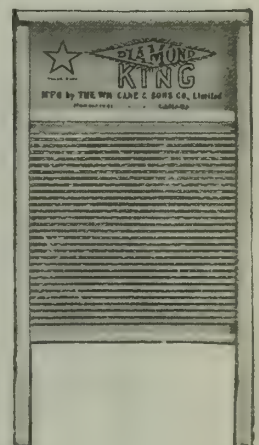
The Stratford Mfg. Co., Limited
STRATFORD, CANADA

THE QUALITY OF

CANE'S

WASHBOARDS

MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

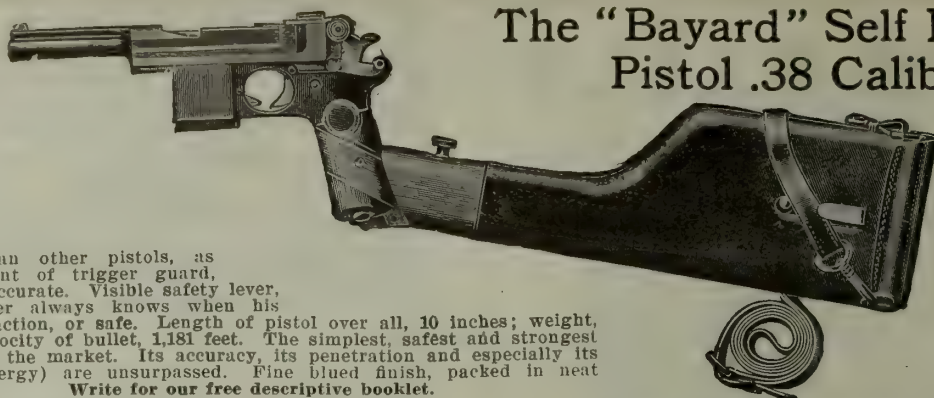
Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

The "Bayard" Self Loading Pistol .38 Calibre

Maximum
Range
1,700 Feet



Penetration
6 Pine
Boards
at 50 yards
Adopted by
Spanish
Army

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1-5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

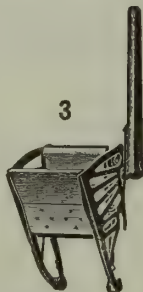
Write for our free descriptive booklet.

McGILL CUTLERY CO., REG'D.

P.O. Box 580, Montreal, Canada



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.



Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ANTI-SOOT

The Twentieth Century
Chimney Sweep

Cleans Flues
Saves Fuel

MONCRIEFF & ENDRESS
Limited

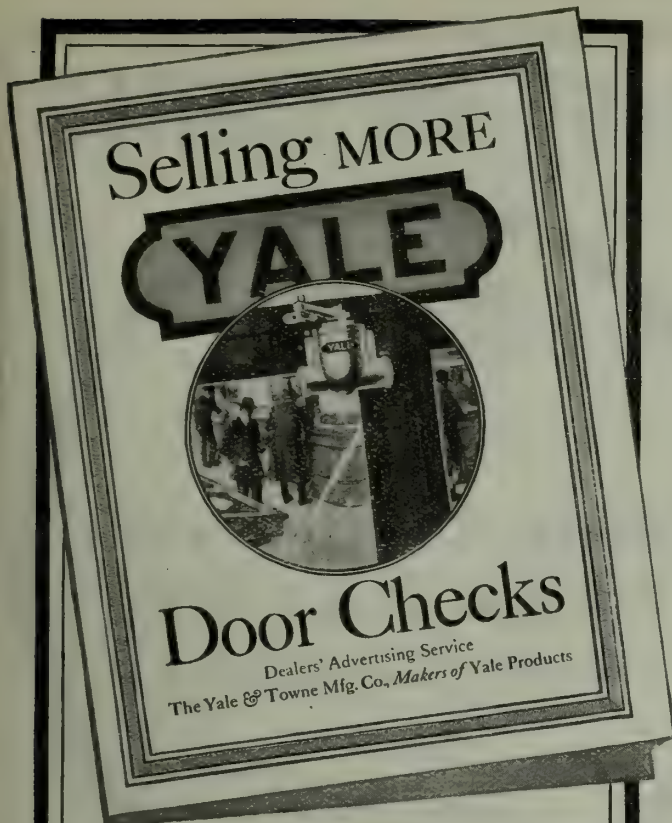
WINNIPEG VANCOUVER
Sole Distributors for Canada

LONDON BAR : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg



Here is a new door
check salesman
for you

IT is a big, new, practical book,
bristling with selling helps. No
theories—no experiments, but facts
—plans that have won.

Get it. Read it. Put it to work.
There are door check uses you have
not thought of. There are avenues
of trade you have not followed. This
book is a guide to more door check
profits. We mail it free.



door checks cover every door-closing need. Yale
door check advertising is teaching people to look for
the name Yale. The plan is to get Yale door checks
and Yale door check buyers together in your store.
The book we have for you does just this. Write for it.

Canadian Yale & Towne Limited

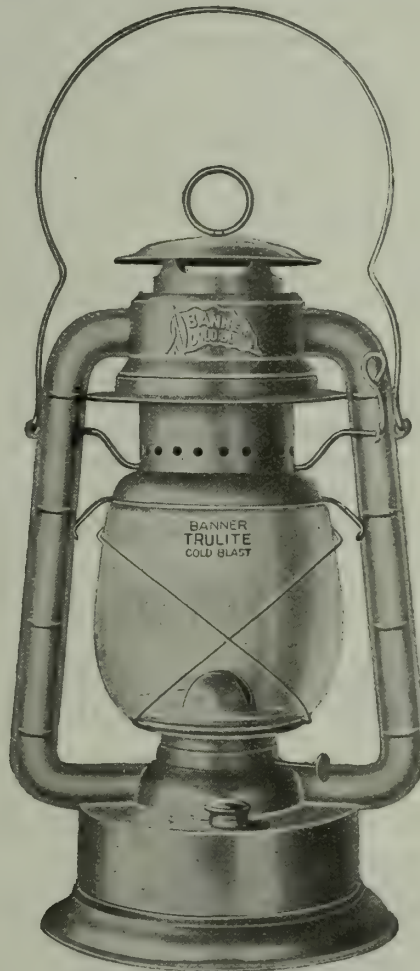
Makers of Yale Products in Canada; Locks, Padlocks,
Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.

**A Trial Will Convince
You That**

Trulite

**Cold Blast Lanterns
Are Quick Sellers**



**The Latest and Best Thing in Lantern
Manufacture**

Glass will not break, crack or become smok-
ed. Gives 12 candle power bright white
light. Burns 24 hours with one filling. Easy
to clean. Note the bowl-shaped glass; no
inconvenience to clean this whatever.

Every lantern user is looking for a value
such as the "Trulite." It will pay you to
stock it at once.

Ontario Lantern & Lamp Co., Limited.
HAMILTON, CANADA.

CONSUMERS CORDAGE CO. LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Two Reasons Why You Should
Sell CONSUMERS' Cordage:

Abraham Lincoln Said:

"I don't know much about the tariff, but I do know this much: When we buy goods abroad, we get the goods and the foreigner gets the money; when we buy goods made at home, we get both the goods and the money."

Stock CONSUMERS' Cordage because it is made in Canada and can be depended upon to give the best service.

Our Branches and Agents at convenient points enable you to obtain prompt deliveries.

FACTORIES; Montreal, Dartmouth, N. S.

BRANCHES; Toronto, St. John, N. B.

F. H. ANDREWS & SON, Quebec—McGowan & Co., Vancouver B.C.

TEES & PERSSE, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton.



**Cordage, Lathyrn, Twines,
Packings, Clothes Lines,
Marline, Tarred Goods,**

of Every Description

Manila

Sisal

Italian Russia

Jute

Hardwaremen Can Enjoy Larger Profits

By Handling The



"KELSEY" Warm Air GENERATOR

because it does not enter into competition with ordinary warm air furnaces. It stands in a class by itself, therefore, you can ask more money and the customers will be satisfied.

The "Kelsey" assures a saving of from 30 to 40 per cent., as its construction gives it 3 times as much heating surface as any other furnace.

Note the Zig-Zag Tubes. The efficiency of the "Kelsey" Generator is due mainly to the long, hollow cast iron tubes or sections, with zig-zag sides through which most of the air passes in being heated.

There are from 8 to 15 tubes in each Generator, according to its size and capacity, and, as you will notice, they are placed upright on end in the Generator and on the "lower deck" and just above the grate surface.

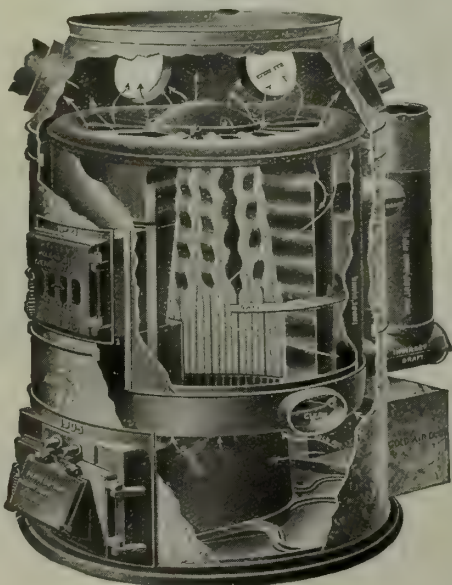
These tubes form the fire cylinder and combustion chamber.

They are in contact with, and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases—all heat being utilized to the utmost.

Each heat tube has eight square feet of heating surface.

Investigate the "Kelsey."

Write us for full particulars.



One of the
Zig-Zag Tubes.

THE
Jas. Smart Mfg. Company, Limited
Winnipeg, Man. Brockville, Ont.

HARDWARE AND METAL INDEX TO ADVERTISERS

American Bolt & Screw Case Co.	75	Croft, Wm., & Sons	28	Laidlaw Bale Tie Co.	81	Pittsburg Lamp Brass & Glass Co.	14
American Shearer Co.	78	Crookes, Jonathan, & Son	76	Laplough, F. W.	8	Pratt & Lambert	66
Anti-Soot Co., The	82	Cummer-Dowsell, Ltd.	10	Lewis Bros., Ltd.	3	Plymouth Cordage Co.	11
Atkins & Co., E. C.	80			London Bolt & Hinge Works	77	Ramsay, A., & Sons Co.	64
Atlas Mfg. Co.	78	Davidson, Thos., Mfg. Co.	18	London Foundry Co.	75	Raymond Bros.	73
Ault & Wiborg	69	De Forest Sheet & Tinsplate Co.	85	London Rolling Mill Co.	82	Red Cross Sanitary Appliance Co.	73
Aylmer Pump & Scale Co.	74	Directory of Manufacturers	78	Low Bros., Ltd.	53	Robertson, P. L., Co.	59
		Dominion Cartridge Co.	34	Lufkin Rule Co.	Inside back cover	Ross Rifle Co.	88
		Dominion Register Co.	33				
Banwell Hoxie Wire Fence Co.	81	Dorken Bros.	82	McArthur, Alex., & Co.	59	Sapho Mfg. Co.	34
Barnett, G. & H.	58	Dougall Varnish Co.	69	McClary Mfg. Co.	24	Saskatchewan Glass & Supply Co.	80
Barton Netting Co.	74			McDougall, R., Co.	70	Seymour, Henry T., Shear Co.	79
Baxter Stove Co.	77	Erie Iron Works	14	McGlashan-Clarke Co.	80	Sharrat & Newth	79
Birmingham, T. F.	77			Magnolia Metal Co.	10	Shaw, A., & Son	79
Black, Thos.	26	Findlay Bros.	23	Martin, The L., Co.	19	Sheet Metal Products Co.	2
Bosse & Banks	78	Ford Auger Bit Co.	61	Martin-Senour Co.	67	Sherwin-Williams Co., The	65
Bowser, S. F., & Co., Ltd.	67			Maxim Cycle Mfg. Co.	71	Smart, Jas., Mfg. Co.	84
Bowser, R. M., & Son	10	Goodell Pratt Co.	88	Maxwell, D., & Sons	76	Smith Hardware Co., Ltd.	5
Brandram-Henderson, Ltd.	55	Greening, B., Wire Co.	12	McKins & Sons	20	Smith, D. B., Co.	76
Brown, Boggs Co., The	28	Greef Bredt & Co.	71	Metallic Roofing Co.	17	Southington Mfg. Co.	78
Buck Bros.	28	Guelph Spring & Axle Co.	78	Metal Shingle & Siding Co.	32	Spooner Co., Alonzo W., Ltd.	73
Burgess Norton Co.	84	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Millers Falls Co.	70	Spramotor Co., The	73
				Moore & Co., Benjamin	61	Standard Chain Co.	12
Cameron & Campbell	10	Hamilton & Son, C. J.	19	Morris & Bailey Steel Co.	12	Standard Paint & Varnish Co.	63
Canada Metal Co.	78	Hamilton Cotton Co.	78	Morrison Brass Mfg. Co.	29	Stanley Rule & Level Co.	68
Canada Steel Goods Co.	8	Hamilton Stamp & Stencil Wks.	78	Myers & Bro., F. E.	63	Steel Co. of Canada, Ltd.	6
Canada Wire & Iron Goods Mfg. Co.	72	Heinisch, R., Sons Co.	59			Steel Trough Machine Co.	72
Canadian Carbon Co.	1	Henderson & Richardson	74	National Cash Register	31	Stephens, G. F., & Co.	51
Canadian Copper Co.	61	Howard, H. S., & Sons	7	National Hardware Co.	73	Stevens, The Jno., Co.	13
Can. Fairbanks-Morse Co., Ltd.	2	Hunt, Helm, Ferris & Co.	27	National Mfg. Co.	76	Stewart, Jas., Mfg. Co.	23
Canadian Heating & Ventilating Co.	22	Hutton, Jas., & Co.	76	National Safety Snap Co.	9	St. Mary's Wood Specialty Co.	33
Canadian Oil Co.	67			Newman, Wm., & Sons	18	Still, J. H., Mfg. Co.	28
Canadian Ruby Chemical Co.	21	Imperial Varnish & Color Co.	64	Nicholson File Co.	18	Stratford Mfg. Co.	81
Canadian Tube & Iron Co.	21	International Agencies	78	Norcross, C. S., & Sons	10		
Cane, Wm., & Sons Co.	81	International Varnish Co.	57	North Bros. Mfg. Co.	1	Tallman Brass & Metal Co.	76
Cartland & Son, Jas.	19	James & Reid	78	Nova Scotia Steel & Coal Co.	63	Thompson, B. & S. H.	74
Caverhill, Learmont & Co.	4	Jameson & Co., Ltd., R. C.	63			Toronto Plate Glass Importing Co.	59
Chadiloid Chemical Co.	69	Johnston, H. E.	78	Oakey, John, & Co.	82	Townsend, S. P., & Co.	68
Champion Druce & Co.	15			Ontario Lantern & Lamp Co., Ltd.	83		
Chapin Stevens Co.	77	Kenrick & Sons, Ltd., Archibald	18	Otterville Mfg. Co.	78	Want Ads.	62
Chesterman, Jas., & Co.	79	Kinzingler Bruce & Co.	Inside back cover	Owen Sound Wire Fence Co.	68	White Mop Wringer Co.	82
Chicago Flexible Shaft Co.	20	Kuhne, Anderton Co.	71			Whitman & Barnes Mfg. Co.	29
Chicago Spring Butt Co.	Inside back cover			Parmenter Bullock Co., The	78	Wilkes-Martin-Wilkes Co.	77
Collette Mfg. Co.	70			Pease Wiry Co.	79	Winnipeg Paint & Glass Co.	Outside front cover
Compound Injector & Specialty Co.	33			Peck Hamre Co.	21	Woods, Walter, & Co.	28
Connor, J. H., & Son	75			Peck Stow & Wilcox	73	Wright, E. T., & Co.	21
Consumers Cordage Co.	84			Peterborough Lock Co.	70	Yale & Towne	83
				Pink, Thos.	17		

Close Annealed Sheets
Galvanized Canadas
Blue Annealed Sheets
1 Pass Cold Rolled Sheets
Galvanized Sheets
All gauges—Nos. 10 to 34
inclusive

THE DEFOREST SHEET
& TINPLATE CO.

Niles, Ohio.



Quick Deliveries
Superior Qualities

6,000 tons of standard
sizes carried in Mill
Warehouse.

Canadian Sales Agents:

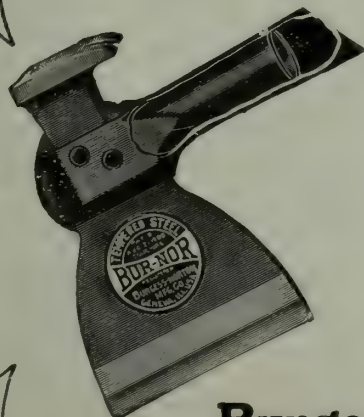
WITTING BROS.

Montreal, - P.Q.

BUR-NOR

☐ Sell Bur-Nor Hatchets

They are Unbeatable
and
Unbreakable



Send for catalogue
and price To-day.

Fifty per cent. more service for less money.
Think what that means to your customer. A
Handle equal to 300 pounds actual pull. A
High Carbon Blade carefully tempered in oil.
Solid Hardened Heads, and all parts so firmly
riveted they can't work loose.

We make them well.
Their friends make them sell.

Sell Bur-Nor
Hatchets. They
are Unbeatable
and Unbreakable.

Burgess Norton Mfg. Co.

Geneva, Ill., U.S.A.

BUR-NOR

BUR-NOR

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminium Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Onelida Community Ltd., Onelida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
Kinsinger Bruce & Co., Niagara Falls, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- National Acme Mfg. Co., Montreal.**
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hauer Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- Kinsinger Bruce & Co., Niagara Falls, Ont.**
- Tallman Brass & Metal Co., Hamilton.**
- Stover Mfg. Co., Freeport, Ill.**
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Bellville Hardware & Lock Mfg. Co., Bellville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg, Man.
- May & Padmore, Birmingham, Eng.**
- National Hardware Co., Orillia.**
- Peterboro Lock Mfg. Co., Peterboro.**
- Smith Hdw. Co., Montreal.**
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
- Jas. Smart Mfg. Co., Brockville.**
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Onelida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowdell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowdell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lorell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
- Onelida Community, Ltd., Niagara Falls.**
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorke Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- McClary's, London, Ont.**
- Ecatecheon Pins.**
The Parmenter & Bulloch Co., Ganoquo, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Ganoquo, Pa.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Dixton, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
- Simmonds Canada Saw Co., Ltd., Montreal.**
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
Archibald Kenrick & Sons, Winnipeg, Man.
- D. Maxwell & Sons, St. Mary's.**
- Smith Hdw. Co., Montreal.**
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John L. Webb Ltd., Bristol, Newport and Montreal.
- B. & S. H. Thompson & Co., Montreal.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Gauges.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganoquo.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippard Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos. & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F. & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co.
Moose Jaw.
Mats & Matting—Flexible Steel.
Wire and Wood.
Kuhne Anderson Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
DeForest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.
Oil Stoves.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bower, S. F. & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Doughall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Doughall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B. Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B. Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Onedra Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.

United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Archibald Kenrick & Sons, Winnipeg, Man.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C. & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Seythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McClashan, Clarke Co., Niagara Falls.
Onedra Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

McClary Mfg. Co., London, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Toile.
The Chapin Stevens Co., Pine Mas-dow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Doughall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vices.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vice Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls, Ont.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton Wire Guards.
B. Greening Wire Co., Ltd., Hamilton Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton Kuhne-Anderson Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 473 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

LARGELY INCREASED SALES



The sales of the "Ross" Sporting models in 1912 showed a very large percentage of increase, and this is especially the case in the more expensive "High Velocity" 280 Model.

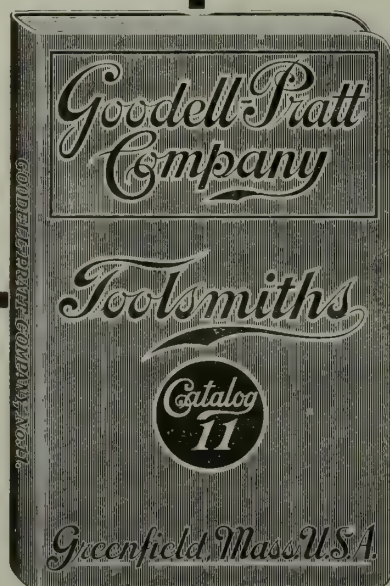
"Ross" Rifles sell because of their accuracy, which wonderful scores in international and other matches have proven, and on account of their power to anchor the largest game.

Dealers who have not shared in the increased sales are invited to correspond with us, and it is quite likely a way can be found to help the sales to climb. There is a good margin on every "Ross" Rifle you sell.

ROSS RIFLE CO.

-

QUEBEC



Goodell-Pratt's

New Catalog

344
Pages

1500
Tools and Devices

EVERY DEALER who is contemplating increasing his Tool Sales should procure this new catalogue. It is by far the best book we have ever brought out. It shows many new tools never before shown in any catalogue.

Write to-day for a copy, together with our prices; they are both interesting.

Goodell-Pratt Company

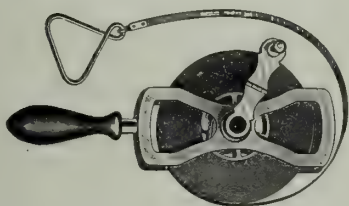
Toolsmiths

Greenfield, Mass., U. S. A.

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CHICAGO

SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver

Trade



Mark

BATHROOM FIXTURES

—OF QUALITY—

We carry them in stock
FOR YOUR CONVENIENCE
and ship promptly

Kinzinger, Bruce & Co., Limited,
Niagara Falls, Canada

Ask for our new Catalogue

WHALE-HIDE ROOFING

Trade Mark Registered

Mr. Dealer: Do not allow your customers to commit the protection of their property to the uncertainty of a cheap Roofing that has nothing to recommend it but its low price.

WHALE-HIDE

is what other Roofings should be. It is quality absolutely. It has positively no SUPERIORS. It is cheaper than its EQUALS, but does cost a little more than its INFERIORS. We must have a Dealer in every town in Canada. Someone is going to get the agency. If you want it, write us.

MANUFACTURED BY

Dominion Roofing Mfg. Co., Ltd.

Factory: New Toronto.

Head Office: Toronto.

Warehouses at Winnipeg and Montreal.

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 11

March 15, 1913

“GOOD CHEER”

CIRCLE WATERPAN

FURNACES
MADE
GOOD



at the recent Hamilton

HARDWARE
EXHIBITION

The immense building was
well heated at all times.

TWO “GOOD CHEERS”
in operation in our exhibit
accounted for the general com-
fort enjoyed.

Have you the
“GOOD CHEER”
AGENCY?

The James Stewart Mfg. Company, Limited
WOODSTOCK, ONTARIO

Western Warehouse: 156 Lombard Street, Winnipeg, Manitoba



Always Choose "FIRSTS" as Your Leaders

¶ "Second-bests" are mighty poor affairs on which to lavish time and thought and display space. They lower a dealer's prestige and quickly establish for his store a "second-best" reputation.

¶ A constantly increasing percentage of Canadians want "firsts," and are willing to pay the extra price for them, because they realize that, even at the increased price, "firsts" are better value.

¶ This is particularly true in the case of razors.

¶ From the time the GILLETTE Safety Razor was put on the market, it has had no serious rival as "first"—though it has had plenty of imitators. Time and use have emphasized its superiority, and the GILLETTE stands to-day as unquestionably the leader.

¶ To feature one of the "second-bests" is to attempt to sell a razor which nearly every man *knows* is *not* the best—a razor whose deficiencies will be remembered long after its low price is forgotten—a razor which will *not* make friends or customers for you.

¶ But when you recommend the GILLETTE you find the customer convinced instead of skeptical. You easily make a sale that is worth while in the matter of immediate profit, and even more advantageous in the customer's certain satisfaction and in his regular returns to your store for blades.

¶ When you expend your best, in store space, window display and salesmanship, be sure you are not wasting it on "second-bests." Concentrate on goods of the quality of the GILLETTE—IT PAYS.

Gillette Safety Razor Company of Canada, Limited

Office and Factory The New Gillette Bldg., Montreal

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave.

--

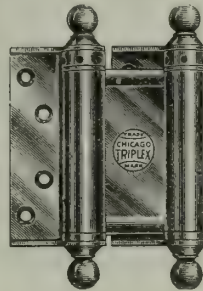
Toronto, Ont.

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your Order Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

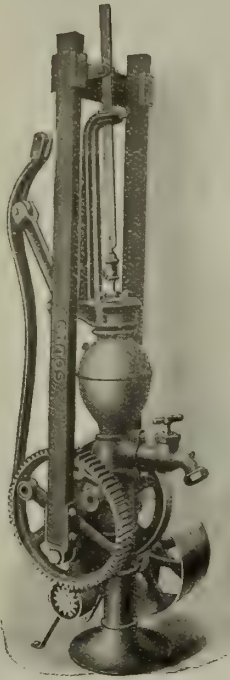
Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive



1560

Goulds Jack Connected to a Goulds "Star" Force Pump.

All that is necessary is to clamp the jack to the pump standard near the base, disconnect the lever of the pump and bolt the pitman to the windmill rod.

The pump can then be operated by hand, windmill or power as desired, by simply changing one bolt and adjusting either the pitman or lever on the pump rod.

Ask for further data and prices.

The Canadian Fairbanks-Morse Co., LIMITED

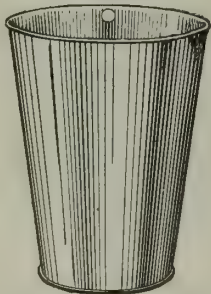
MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA

The S.M.P. SAP PAILS and SPOUTS

EXTRA DEEP AND STRAIGHT



6, 8 and 12 Quart

ARE POPULAR SELLERS EVERYWHERE

Let us know your requirements for the coming season: Prompt shipment guaranteed.

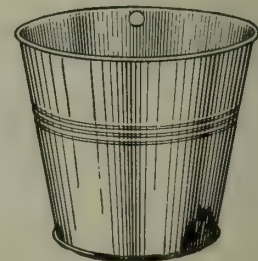
Maple Leaf Sap Spouts

STEEL



JAPANNED

FLARING



6 and 10 Quart

All Sap Buckets Punched unless otherwise ordered.

Prices on Application.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

Better Handles — Better Handles — Better Handles — Better Handles —
HARVEST TOOLS
Better Handles — Better Handles — Better Handles — Better Handles —

We make the statement that our line of Harvest Tools have

BETTER HANDLES

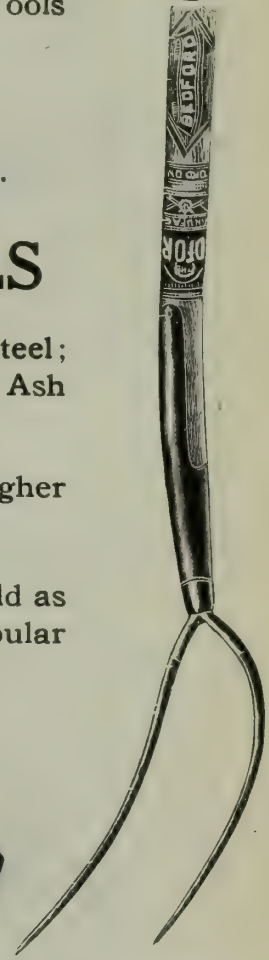
than those supplied by any other jobbing house in Canada.

BEDFORD HARVEST TOOLS

have Tines of the Very Highest Grade Spring Tempered Steel; Strong Sockets and Smoothly Finished, Fine Grain Ash Handles.

Some lines are Higher in Price, but none possess Higher Quality of Steel and none with so good handles.

Many lines Inferior in both Quality and Finish are held as high in price as this well known and deservedly popular brand.



◆ BLACK DIAMOND ◆ GENUINE SIBLEY GRASS SCYTHES

have attained a Wonderful Popularity, based purely on their Wearing Quality—Cutting Quality—and Correct Shape.

Every Scythe Warranted Perfect; Replaced Free of Charge if Defective.

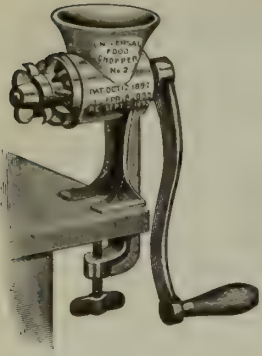
Make up Your Specification Now

LEWIS BROS. LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



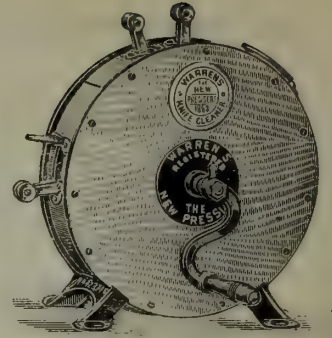
Universal Food Choppers

Cut like a pair of shears. The cutters are concave — that's why. Then

there are cutting teeth in barrel as well.

- No. 0. Small size.
- No. 1. Family size.
- No. 2. Medium size.
- No. 3. Large size.

Packed with cook books.



Warren's New Pressure Rotary Knife Cleaners

IN NEAT OAK CASE

For Hotels and Large Families. Three sizes in stock, having a capacity of 2, 3 or 4 knives and a carver. For quick knife cleaning they are best.



Tea Ball Pots

for making good tea. We have these in three shades of beautiful enamel, much neater than other enamel-ware on

the market. Also in beautiful heavy nickel plated finish, and in aluminum.

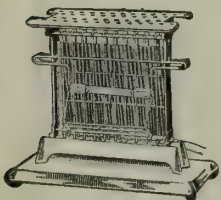


FOR THE FINEST

Clarified Coffee

the Universal Percolator makes it

better than any other, because the pump is more perfect. Sizes—4, 6, 9 cup.



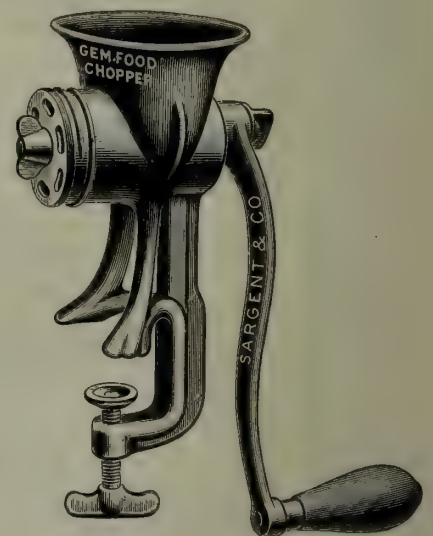
THE NEW Universal Toaster

JUST IN

Economical in use of power.
Complete with toast shelf.
High polish, nickel finish.
Ebony feet.

- No. 20 Family size.
- No. 22 Medium size.
- No. 24 Large size.

Packed one in a box with large cook book.



The Gem Food Chopper

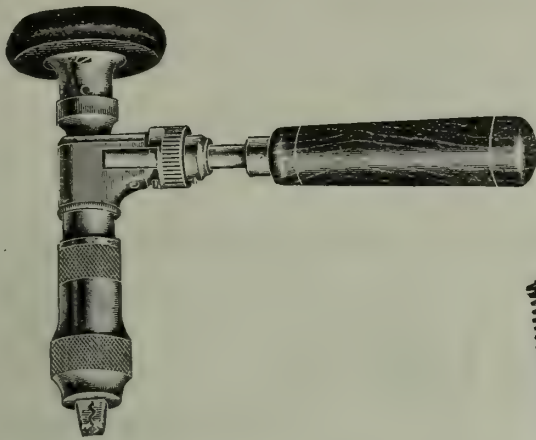
is beautifully tinned. Five fine sharp steel cutters of assorted sizes goes with each one.

Caverhill, Learmont & Co.

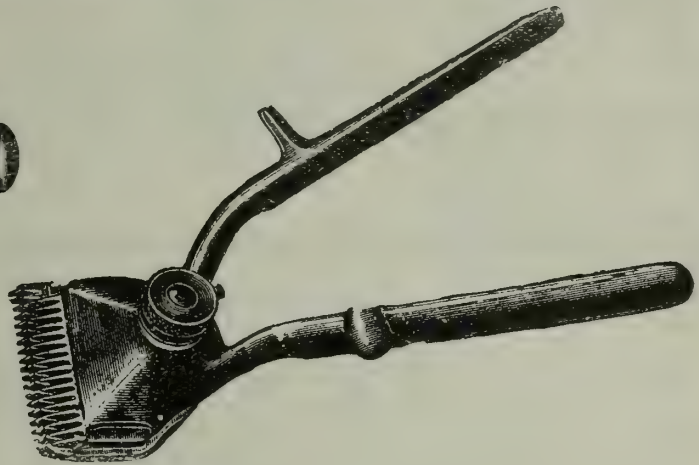
MONTREAL

ORDER NOW FOR SPRING TRADE

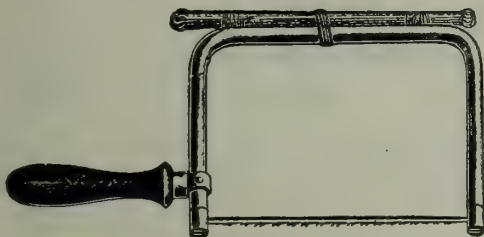
YOUR JOBBER CAN SUPPLY YOU



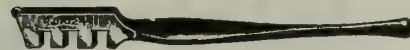
Hand Ratchet Drill—nickel— a good seller and warranted.



Hair Clipper—Popular Price



Coping Saw Frame—one dozen blades with each.

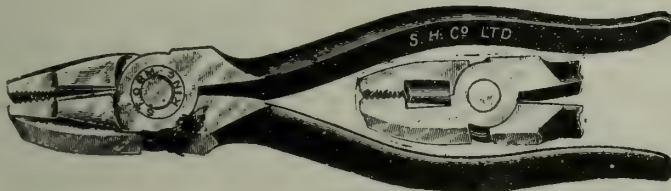


No. 024. Glass Cutter.



Nos. 1, 2, 3, 4, 5, Glaziers' Diamonds.

Both these are the genuine "RED DEVIL", and if you cut glass you need them.



Storm King Plier—4, 5, 6, 7 and 8 inch.

Genuine Giant Nail Puller.

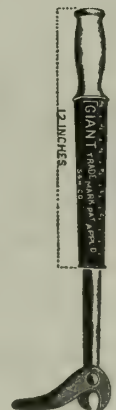
First ever made and still the best.



This article is never returned as unsatisfactory.



For Screen Doors, finished in dull Brass and old Copper.



TRY OUR "RED DEVIL" PLIERS—AN UNLIMITED GUARANTEE WITH EACH TOOL.

SMITH HARDWARE COMPANY, MONTREAL

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

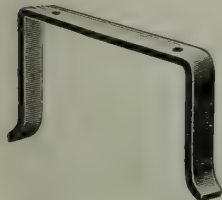
Geo. D. Hatfield, Halifax, N.S.

Acetylene Gas Traction Headlights

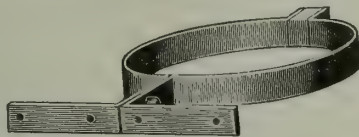
With Generator. Foot Rest and Smoke-stack Bracket.

Gives brilliant steady light. Requires very little attention. Not affected by rough roads or vibration of engine.

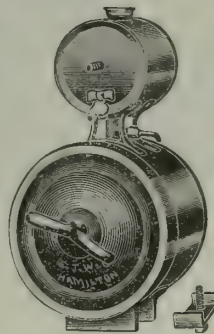
If interested write for price and description. Also ask about our Traction Headlight for burning coal oil.



FOOT REST



SMOKE STACK BRACKET



GENERATOR



Repair parts always in stock. Prompt shipments guaranteed

E. T. Wright Co., Limited, Hamilton, Canada

AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

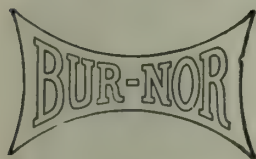
Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works:
Lachine Canal



Bur-Nor Hatchets

Will

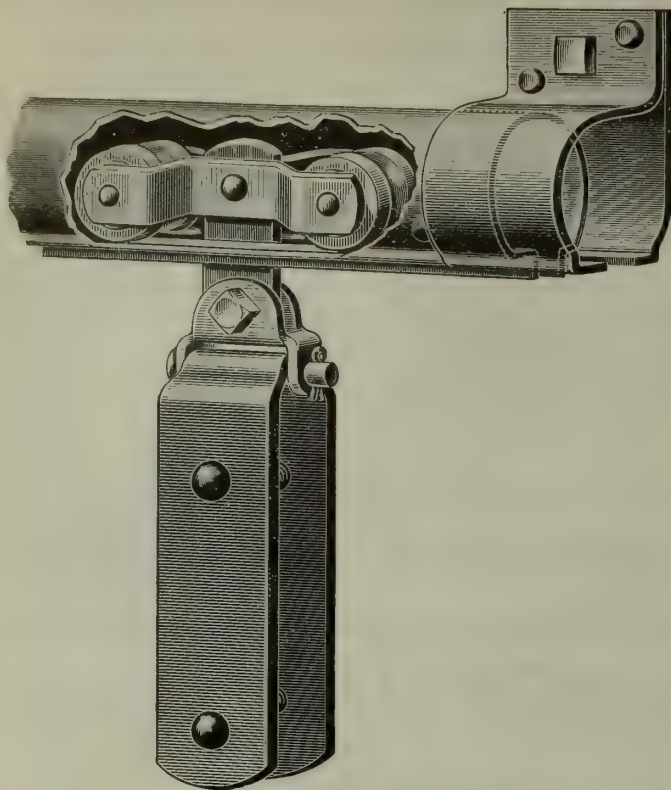
Cut No. 20 Nails or Sharpen a Pencil.

They aren't made to do either, but the oil tempered blades are so tough and will take so keen an edge that both can be done. And the handles will stand a 300-pound pull—50 per cent. more than you can secure from a wooden-handled Hatchet. That is why your customers want the Bur-Nor.

Burgess-Norton Mfg. Co.

Geneva, Ill., U.S.A.





THE TORPEDO

Trolley Hanger (Roller Bearing)

The most scientific, useful Swing Hanger yet invented. The tandem trucks distribute the weight of the door evenly on each set of rollers. Friction is reduced to a minimum and noise is eliminated. Track is round, self-cleaning and supplied in 3-foot lengths.

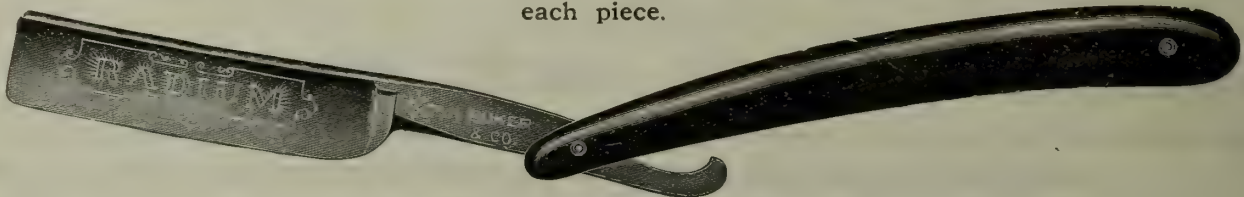
A Hanger that Sells on Sight

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only **BOKER'S "TREE" BRAND**

Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.



They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possible to produce.

For Sale By All Leading Wholesale Hardware Houses

High Grade Builders' Hardware

including

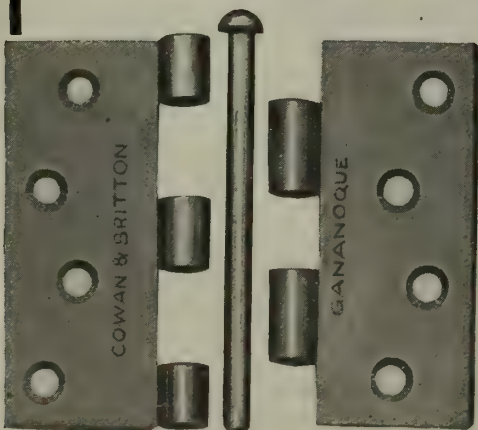
Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.



We Initiate—Never Imitate

Hanger Superiority



Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

- Simple in construction.
- Easily attached to door.
- Flexible and rigid hanger in one.
- Great strength and durability.
- Anti-friction steel roller bearings.
- Axles and rivets galvanized to prevent rust.
- Shoulder on axle prevents wheel housing from binding.



View of "Big 4"
Hanger, Showing
Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from $1\frac{1}{4}$ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



HOW MUCH WAS MAGNOLIA WORTH?

The difference, as shown hereon, between the price paid for Magnolia Metal and 55c. lb. paid for Genuine Babbitt, was in itself, a mere bagatelle compared to the amounts saved in the rebabbitting, oil, metal, power, anxiety, etc.

If we had the actual figures, they would probably show that it would have been more economical to have paid as high as Twenty-five (\$25.00) Dollars per pound for Magnolia Metal, than to have used Genuine Babbitt, free of cost, and this is we believe a conservative estimate.

PARIS LAMP AND MANUFACTURING COMPANY,
2934 Olive Street,
St. Louis, Mo., Feb. 29th, 1912.

Gentlemen:—

Have noticed some of your advertisements and letters of recommendation and feel that I should give you an instance of the superiority of Magnolia Metal.

I have been installing and operating electrical and steam machinery for fifteen years—have poured hundreds of journals with various babbitt metals—Had a 60 k.w. Generator running 1200, the journals of which always gave trouble and finally burned out. We then used a high-priced babbitt which would not hold—then tried a "Genuine" Babbitt at 55c per pound, with no better results. We then used MAGNOLIA METAL, and it ran the life of the machine. Also had excellent results with a 125 h.p. Engine that could not be held with any other babbitt.

I believe in credit for whom credit is due and certainly believe it is due Magnolia Metal.

Respectfully,

C. A. GOCHENOUT,
5309 Cabanna Ave.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects: Price 40c post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St. - MONTREAL



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

HARDWARE AND METAL

GREENING

New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The Most Satisfactory Chain To Handle.

MANUFACTURED BY

THE B. GREENING WIRE COMPANY, LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

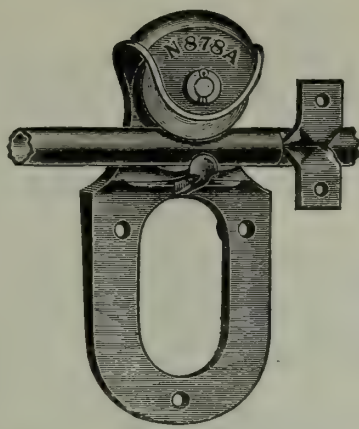
Manufacturers of

COLD ROLLED STRIP STEEL

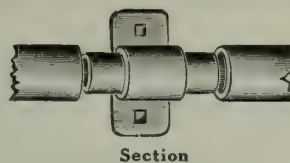
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



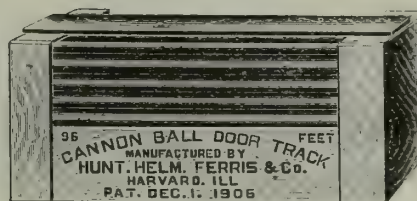
Front View



Rear View



Section

Crated Track 10 x 10 x 24
hold 100 ft. in 2-ft. Sections

Sectional View



Track

The Round Track Hanger that's in demand!

Whenever a round track hanger is wanted—the "20th Century" is the one selected.

It now enjoys the biggest sale of all the round track hangers because it is constructed to give the greatest satisfaction and service for a hanger of this type.

Your stock of barn door hangers is incomplete unless it includes the "20th Century"—the best round track hanger made.

They have the greatest talking points and build up a permanent, satisfactory and profitable trade.

20th Century Barn Door Hangers

are a needed improvement over other hangers of this class.

The frame and hood of the hanger are all one piece — a great argument for stability, strength and long service. No door is too large or too heavy for the "20th Century."

The wheels are deeply grooved and run on hardened steel roller bearings, reducing friction to a minimum.

A projecting lip on the open side of the hanger prevents jumping track.

It is very simple to erect. Anyone can do it with screwdriver and hammer, and it fits any width door.

You have only to stock one length rail, to accommodate any size door. 100 ft. condenses to a crate 10 x 10 x 24 and can be conveniently carried under your counter.

WRITE FOR MONEY-MAKING PROPOSITION FOR DEALERS

Get in touch with us at once and learn about our liberal selling opportunities for live dealers on "door hangers." We have a plan that raises you clear above competition on these goods. Our line is complete, comprises all types, is the most satisfactory line for the dealer to handle and has the widest sale.

"20th Century" is the best round track door hanger.

"Cannon Ball" is the best lateral and vertical door hanger.

"Flexo" is the best hinge door hanger.

Get the complete Hunt, Helm, Ferris & Co. line of door hangers, and you'll get the best trade in your community.

Write for proposition.

Hunt, Helm, Ferris & Co., 178 Hunt Street
HARVARD, ILL., U.S.A.

Agents for Western Canada:

MERCHANTS HARDWARE SPECIALTIES CO.
Calgary, Alberta

MACKENZIE BROTHERS
Winnipeg, Manitoba

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

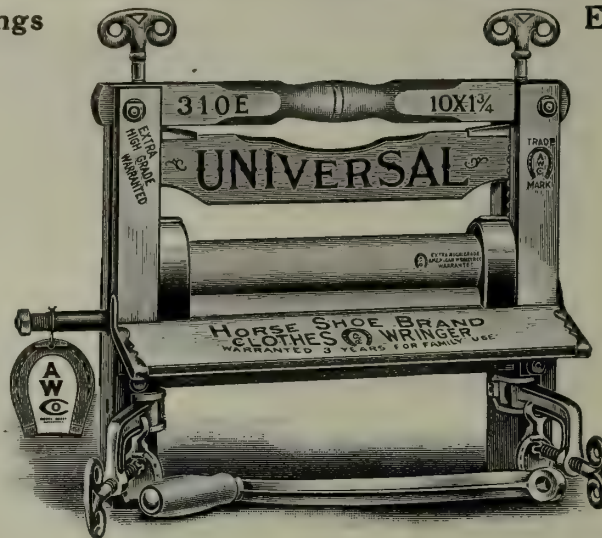
No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Packed 3 and 6 in
a case.

Same style made in
Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

What One Dealer



HAS TO SAY
ABOUT OUR

Wire Cloth Display Rack

Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:-

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,
Yours respectfully,

DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

R. M. Bowser & Son

RENFREW, PA.

Dep. A

MAYMORE



OUR NEW CATALOGUE OF BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY

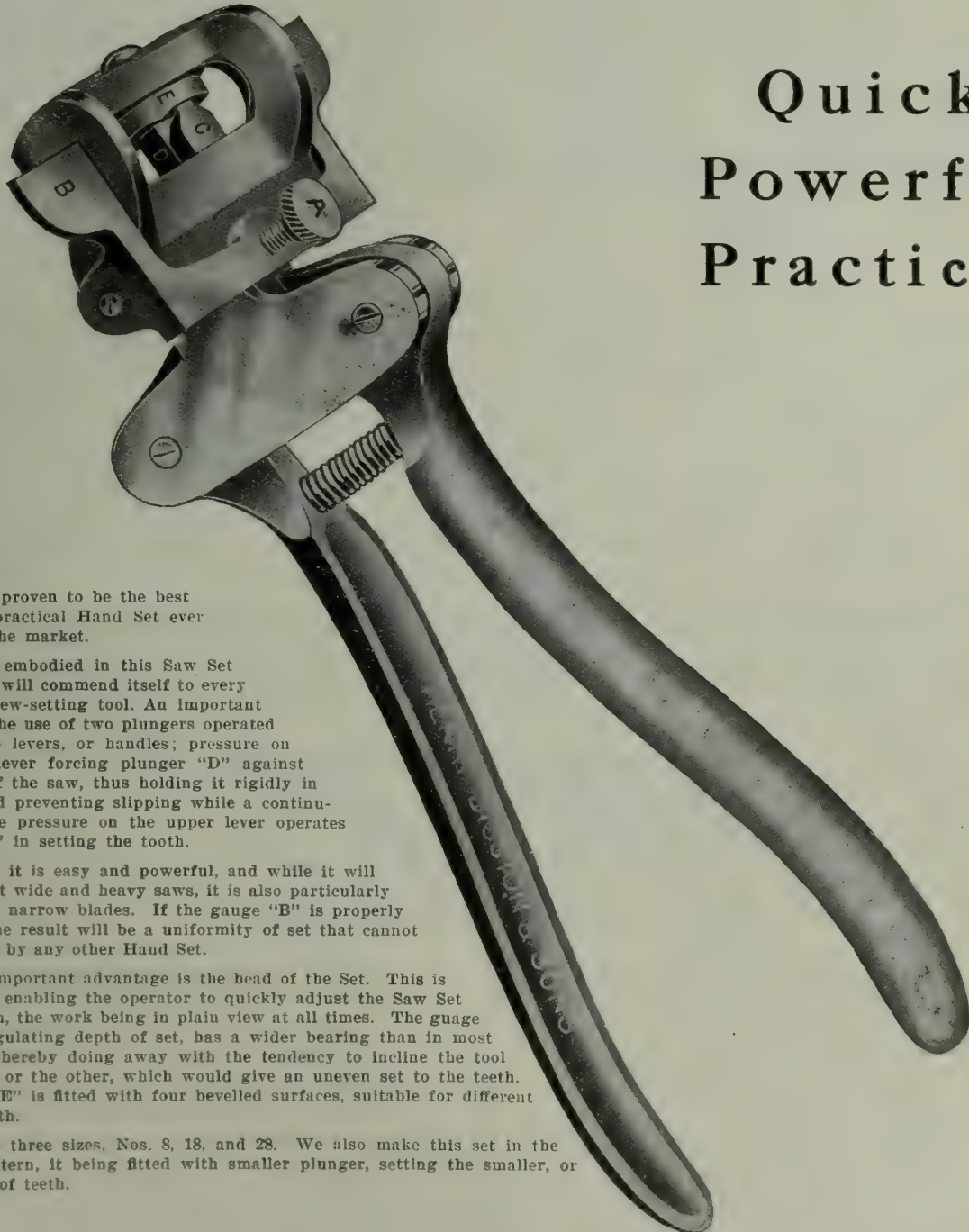
48, YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

DISSTON "Triumph" Saw Set

Quick
Powerful
Practical



This has proven to be the best and most practical Hand Set ever placed on the market.

The idea embodied in this Saw Set is one that will commend itself to every user of a saw-setting tool. An important feature is the use of two plungers operated by the two levers, or handles; pressure on the lower lever forcing plunger "D" against the body of the saw, thus holding it rigidly in position and preventing slipping while a continuation of the pressure on the upper lever operates plunger "C" in setting the tooth.

In action, it is easy and powerful, and while it will perfectly set wide and heavy saws, it is also particularly adapted for narrow blades. If the gauge "B" is properly adjusted, the result will be a uniformity of set that cannot be obtained by any other Hand Set.

Another important advantage is the head of the Set. This is made open, enabling the operator to quickly adjust the Saw Set to the tooth, the work being in plain view at all times. The gauge "B" for regulating depth of set, has a wider bearing than in most Saw Sets, thereby doing away with the tendency to incline the tool to one side or the other, which would give an uneven set to the teeth. The anvil "E" is fitted with four bevelled surfaces, suitable for different sizes of teeth.

Made in three sizes, Nos. 8, 18, and 28. We also make this set in the No. 280 pattern, it being fitted with smaller plunger, setting the smaller, or finer sizes of teeth.



HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

The Arrows Hit the Points

- (1) Inside "WARP PROOF" Steel Ring.
- (2) Inside Surface and Bottom, Corrugated in Centre only.
- (3) Leg Socket—Bolted through Tub, Leg and Socket (Not Leg only.)
- (4) The treating of Entire Inside with our Special Filler.

4

Distinct Commanding Features that keep a Tub WATERTIGHT. Add years to the life of a WASHING MACHINE and are recognized by Satisfied Users Everywhere.

Agents—W. L. Haldimand & Son - - MONTREAL
H. F. Moulden & Son - - - WINNIPEG



Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

Dealers Can Make A Splendid Profit By Handling

ROGERS'

Portland Cement

You sell the builder other things—why not sell cement? Cement is used in the construction of nearly every modern house—some buildings are constructed entirely of it.

Keep in close touch with the builders—find out what work is going to be done in your vicinity and go after the builder personally. Point out the fact that by getting it from you they can save much in cost of cartage, besides minimizing their waits.

Crushed Stone

If there are any municipal buildings to be erected or any paving to be done in your vicinity it will pay you to get after the members of the council and work them hard for the order.

Rogers' Crushed Stone is made in all sizes—clean and free from dust, dirt and mould.

We have plants at Vinemount, Ont., and Dundas, Ont., and capacity of 4,000 tons a day.

We can ship quickly by the Grand Trunk, Canadian Pacific, or T., H. & B. Railway.

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



The Hardwareman

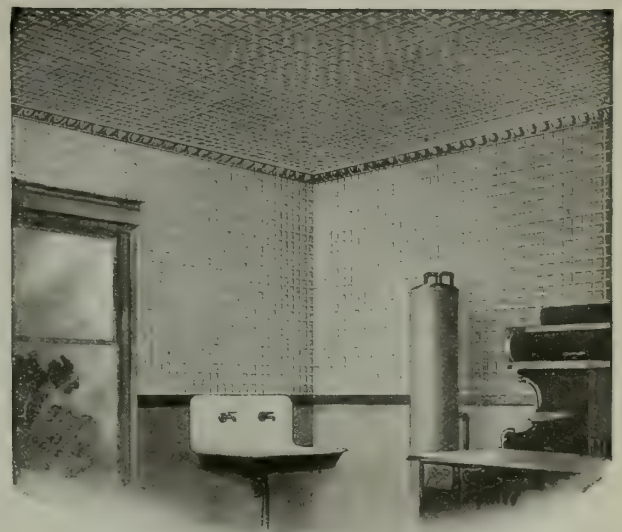
*who is not
handling our*

"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

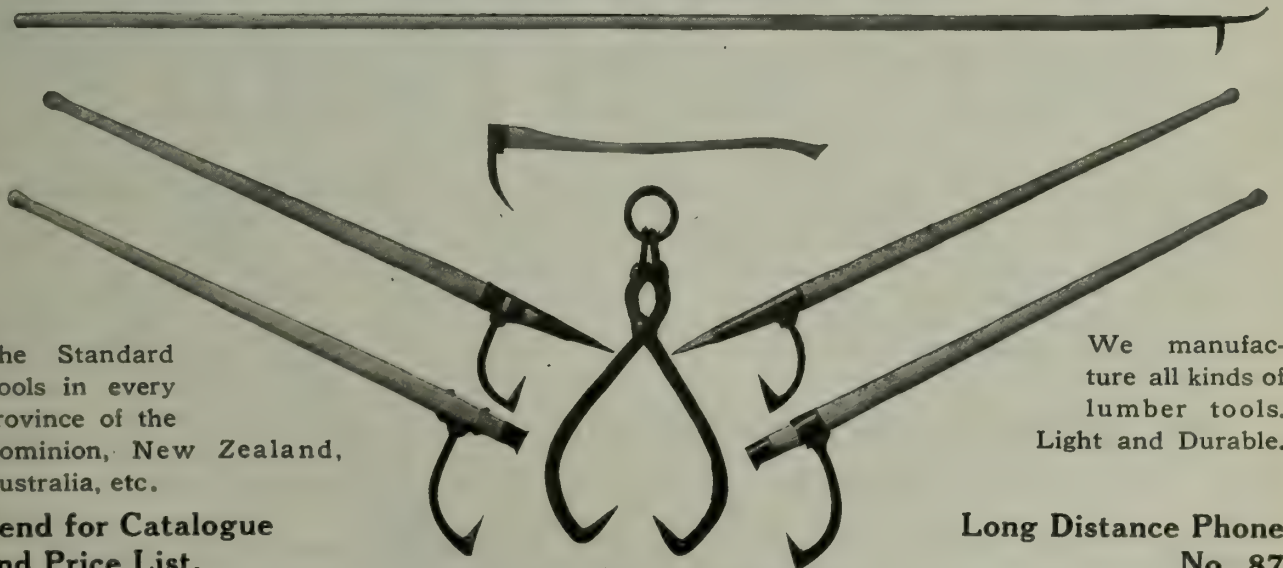


*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*

THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

We manufac-
ture all kinds of
lumber tools.
Light and Durable.

Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., ^{Manufacturers} **of Lumber Tools**
PEMBROKE, ONT.

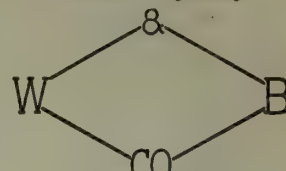
Tools of Quality



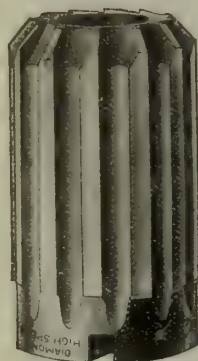
Bear These Marks

Reduce Factory Costs With "W & B" Reamers

Tools of Quality



Bear These Marks



Manufacturers, factory managers and superintendents are fast realizing the value of the little differences in design and carefully selected materials which make up the efficiency of "W & B" Reamers.

Higher speeds, longer edge-holding qualities and reliable accuracy make it possible to do more and better work per day with "W & B" Reamers. The "W & B" Line of Reamers includes every possible style for present day requirements.



Send for Catalog No. 82-G.

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Office and Factory at St. Catharines

Stocks Carried at Winnipeg and Montreal



FILES WITH PROFIT

DECIDE on handling files which are an absolute standard of even quality and perfect cutting power from year to year. Nicholson-made files are made from a private-formula steel on privately-designed special machines, tempered by a special Nicholson process, inspected individually at each stage of manufacture, and tested individually on all cutting sides by hand before placing in stock. You get the benefit as a retailer.

"Nicholson-Made" Means Steady Trade

The Nicholson-made Brands are standardized absolutely to unvarying high quality. Over 200,000 files a day are made and sold all over the world from the Nicholson plants. Buy your brands from your jobber, and insist on "Nicholson-made" Files.

THE FILE WINNERS

Kearney & Foot
Globe
American
Arcade
Great Western

NICHOLSON FILE COMPANY

Port Hope, Canada



Show him a Hamilton, and the extremely low price, and he won't be happy till he gets it.

And then when the other boys see him with his Hamilton, they won't be happy till they get Hamilton's, too.

You can build up a big sale on this wonderful little rifle in mighty quick time in your neighborhood.



are straight-shooting, hard-hitting game rifles that will please the boy as well as guns costing twice as much.

The barrel is made by our own process covered by exclusive patents.

You need Hamilton Models 27 and 027 now to make your stock complete. Order from your jobber now. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles
Plymouth, Mich.



It is easy to sell the Roofing made of Trinidad Lake Asphalt.

1. It has real quality. Trinidad Lake asphalt is Nature's everlasting waterproofer, and it gives wonderful endurance and absolute protection against all the elements, in

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

2. It is continuously and extensively advertised all over the country, and we tell consumers what it is made of, and acquaint them with its genuine merits.

3. We co-operate with you also by supplying attractive advertising matter for your store and customers.

These are things that make first sales easy; and the Genasco itself is a sure "repeater."

Send your jobber your order. Write us for full information.

THE BARBER ASPHALT PAVING CO.

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York, San Francisco, Chicago,
The Canadian Asphalt Company, Ltd.
Winnipeg, Man.

D. H. Howden & Co., Ltd.
200 York St., London
Ont.



Baxter Banner Gas Ranges

Sell quickly and give you a handsome profit, because they appeal so strongly to prospective purchasers.

These Special Features and Conveniences
Enable you to get your price every time.

Patent Divided Glass Oven Door

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest feature on the market.

Sanitary Finish

Body and castings have special non-rusting baked japan finish. Beautiful and sanitary.

Aluminized Oven and Broiler

All oven and broiler liners are coated with silvery, fire-proof aluminum bronze, making them bright and attractive.

Concealed Manifold

Front manifold is concealed under edge of top—doesn't collect dust and dirt. Never have to wipe or brush it off.

Vigorous—Odorless

Powerful, economical blue flames. Absolutely no odor.

Spit Fire Lighter

Lights any one or all of top burners without your striking any matches.

One Burner for Oven and Broiler

One oven burner serves for both oven and broiler. Splendid work with little gas. No pilot lights. Oven guaranteed explosion-proof.

Aluminum Broiler Pan

For a slight additional charge, an aluminum broiler pan will be furnished. Will never rust.



LET US SEND NEW CATALOG No. 41 AND QUOTE YOU PRICES

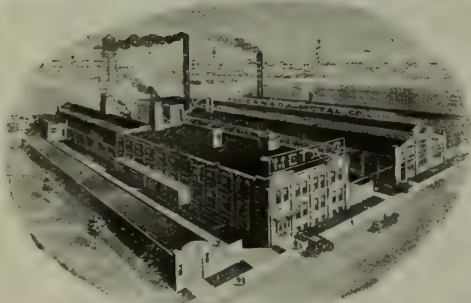
THE COPP STOVE CO., Ltd., Ft. William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY CO., Ltd.
Montreal

N. L. STEWART, Toronto
Agent for Central and South-western Ontario

Factory: THE BAXTER STOVE CO.

Mansfield, Ohio, U.S.A.



SEND ME A BOX OF BABBITT
THE KIND THAT DOES NOT WEAR OUT

WE RECEIVED A LETTER

This is a Testimonial Indeed and one Straight from the Heart.

THE WRITER OF THE LATTER ABOVE MENTIONED HAD EVIDENTLY GOT A BABBITT METAL JUST SUITED TO HIS SPECIFIC PURPOSE.
THAT IS WHERE WE EXCEL.

from a customer a few days ago, the following is an extract, "Send me a box of Babbitt, same as last, I forget the name, but it is the kind that does not wear out."

We can advise you, it costs you nothing to take advantage of our years of practical experience. If you have Babbitt Troubles, why not ask our advice?

WE RECOMMEND

IMPERIAL GENUINE

"The Highest Grade of Babbitt Metal manufactured" for all High Speed Engines and Bearings and carrying extremely heavy loads.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault" for all General Machinery Bearings.

ALUMINOID

For Medium and Light Running Machinery.

EVERY HARDWAREMAN SHOULD GET OUR PRICES.

THE CANADA METAL CO., Limited

Head Office and Factory: TORONTO.

Branch Factories: MONTREAL, WINNIPEG.



Some Dealers
Made From
\$300 to \$1,000
Last Year By
Selling From
"Preston" Catalog



The "Preston" Catalog.

They Looked
Up Prospective
Buyers And
We Helped
Them To Sell
"Preston" Goods

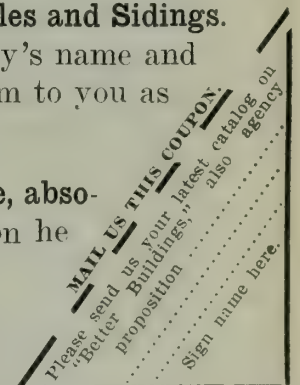
In Fact We Did Most Of The Work But They Got All The Commissions

The "Preston" Catalog is a book of information relative to the uses of Formed Metal Roofing and Siding Materials. It contains many interesting illustrations, such as buildings finished and course of construction, and is small enough to be easily carried in your coat pocket.

When you hear of any buildings to be erected or renovated—get after the party concerned and show him how he can economize by using **"Preston" Safe Lock Shingles and Sidings**. As soon as you get in touch with good prospects, write us, giving the party's name and address. We will send them strong, business-getting letters and refer them to you as our agent.

If you find it difficult to effect a sale, our expert salesman is at your service, absolutely free. On every sale that we make through the dealer's co-operation he gets a large commission.

Make this the most profitable year on record for your store. Get in touch with us now.



The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO





Easy Sellers

Dealers who neglect to order New Perfection Oil Cook-stoves for the spring trade are neglecting an opportunity to make quick profits.

New Perfection **WICK BLUE FLAME** **Oil Cook-stove**



We believe the New Perfection Cook-stove is the best in the world, and if sales mean anything, the public last year agreed with us.

This year the New Perfection Stoves will be still more widely advertised, and the demand will be greater than ever.

Just keep them in stock, and they will sell themselves.

If you are not handling the New Perfection Oil Cook-stove and the Perfection Smokeless Oil Heater, you are not making as much money as you might.

Write at once to our nearest agency for illustrated catalogue and full information.

There will be another big advertising campaign in the Fall in our Perfection Smokeless Oil Heaters. This year's model has several notable improvements that will appeal strongly to your customers. Get in your order early.

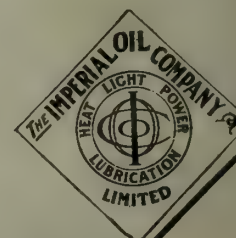


PERFECTION
SMOKELESS
OIL HEATER



The Imperial Oil Co., Limited

TORONTO WINNIPEG MONTREAL ST. JOHN HALIFAX



QUICK MEAL

Blue Flame Oil Stoves and Gasoline Evaporating Stoves

Are made in the most complete factory of its kind in the world (capacity 1500 Stoves a day.)

QUICK MEAL BLUE FLAME OIL STOVES are larger in build than others, and, with substantial cast iron legs, have the appearance, finish and convincing qualities of simplicity of operation, safety and economy which makes them the sellers as against any competition.



QUICK MEAL EVAPORATING GASOLINE STOVES are constructed according to safety requirements of the National Board of Fire Underwriters, which fact will appeal to dealer and user alike. Evaporating principle and burners are most simple, requiring less attention than other makes, while the cost of operating is lower than that of any other.

They are strongly built Stoves, mounted on casters, and Ovens are of heavy aluminumized steel.

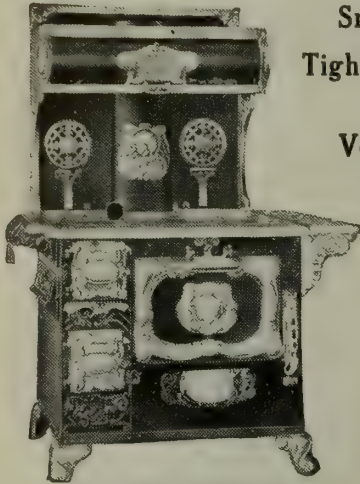


An exclusive town agency means a sure and profitable trade to you. Write us for catalogue without delay.

The JAMES STEWART MFG. CO. LIMITED
WOODSTOCK, ONT. WINNIPEG, MAN.

Agents for Canada.

Big Value Ranges At Prices Which Every Class Of Trade Will Readily Pay

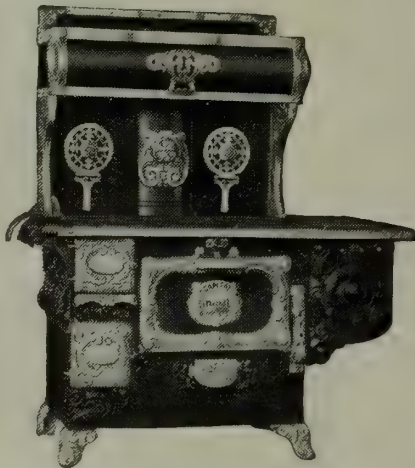


CROWN FAVORITE
16 and 18-Inch Ovens.

Smooth Castings
Tight and Well Fitted
Joints
Very Attractive

THE CROWN FAVORITE is a Six-Hole Range. It looks well, it works well and is the kind to have on your floor to meet competition.

THE CAPITAL FAVORITE is a medium priced Range, substantially built, a great business getter, and very popular with the trade.



CAPITAL FAVORITE
16, 18 and 20-inch Ovens.



GLEANER—14 and 16-Inch Ovens.

The Gleaner is a four-hole Steel Cook, specially constructed for the western trade to meet the demand for a cheap but good Homesteader or Rancher's Stove.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.



McClary's Nestable Garbage Pails

Made from heavy sheet-steel, heavily galvanized—they are rust-proof, strong and durable.

The McClary cover-locking device works easily, locks securely and prevents spilling of contents.

Slip-over cover when locked, prevents escape of odors.

McClary Nestable Garbage Pails save valuable storage space, arrive in better condition and receive lower freight rate than cans shipped in usual way.

Made in four sizes.

Order from nearest Branch.

McClary's

St. John Montreal Toronto Hamilton Winnipeg
Calgary Vancouver Saskatoon Edmonton

McClary on Goods is a Quality Name

McClary's 1913 Gas Ranges



Style E.S.—No. 256

FOR NATURAL OR MANUFACTURED GAS

A neat, convenient, compact gas range, combining a large cooking top, broiler oven, baking oven and undershelf in the smallest possible space.

McClary Gas Ranges are fitted with non-leaking one-piece cored star burners of latest Bunsen type, having easily adjustable air mixer.

Canopy top and warming shelf is well ventilated by special device, which draws all fumes and odors of cooking into the flue system.

The superiority of McClary Gas Ranges is not due to the unusual excellency of one or two features, but is the result of the uniform high-quality of all parts.

Sell McClary Gas Ranges—the up-to-date, high grade line.

McClary's

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

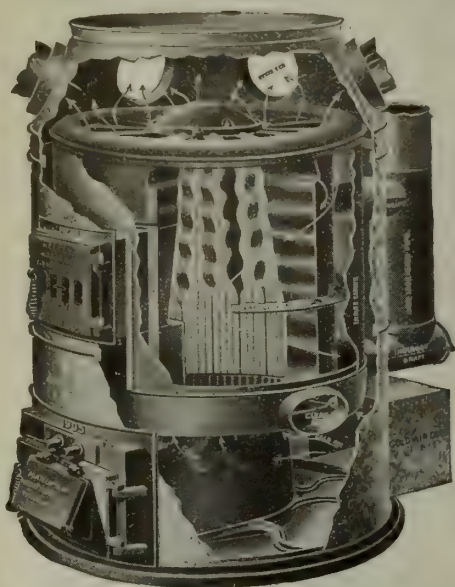
VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name

The Kelsey Dealer Proposition



Send for it to-day—it will show you how the Kelsey Dealership increases your business and profits.

The Kelsey Warm Air Generator has a special construction—no air heater compares with it in heating capacity and economy of fuel and maintenance.

The Kelsey Generator has been for twenty-five years the acknowledged standard for warm air heaters. The sale is constantly increasing.

Kelsey Generators are adapted for use in large or small residences, schools, churches, etc.

The dealer who controls the sale of Kelsey Generators has a wonderful advantage over his competitors.

The Kelsey Engineering Department is at the service of all Kelsey dealers. Information applying to gravity and fan systems will be furnished upon request.

Kelsey Generators are sold direct to the Trade. All inquiries from prospective purchasers are referred to the nearby dealer which assists in getting the biggest and best contracts.

YOU should have our dealer proposition.

Fill out application coupon printed below and send to us to-day.

DEALER APPLICATION

Jas. Smart Mfg. Co., Brockville, Ont.

Please send Dealer Proposition as advertised in Hardware and Metal.

Name,

Address,

THE

Jas. Smart Mfg. Company, Ltd.
Winnipeg, Man. Brockville, Ont.

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.



"Great West" WOVEN FENCING

Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie or Lock" that holds the wires absolutely secure at each intersection.

Western dealers can get best results by handling "Great West" Woven fencing, as on account of the factory being located in the West, you can get repeat orders filled at shortest notice.

MANUFACTURED BY

THE GREAT WEST WIRE FENCE CO., LIMITED

WINNIPEG

Agents:—RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary, Alta.
PLASTERERS LTD., Saskatoon.

OUR REPRESENTATIVE

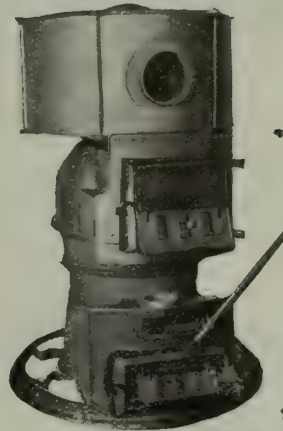
IS ON THE WAY
WITH A FULL LINE OF SAMPLES
and will call on the Eastern trade.



Factory and Head Office, ST. MARY'S, ONT.
Branches, Montreal and Winnipeg

"Rival" Furnaces

For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested.

Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

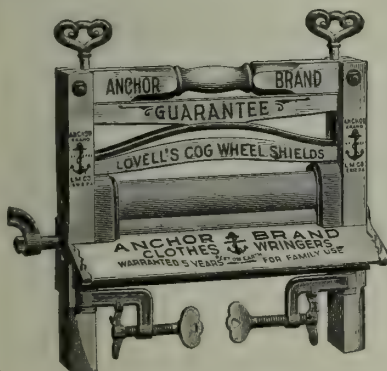
Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers

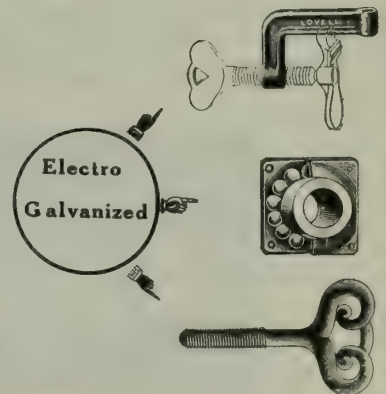


No Rusty Screws

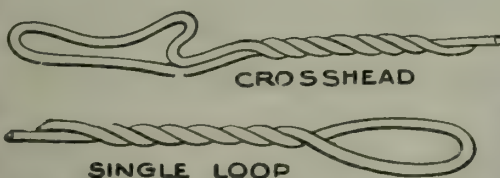
No more Rusty Screws, we now Electro Galvanize our Pressure Screws, Clamp Screws and Steel Ball Bearings. The Pressure Screws and Clamp Screws are galvanized after the thread is cut. This positively prevents rusting.

Why not order Anchor Brand Wringers when placing your next order?

Lovell Manufacturing Co.
Erie, Pa.



WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

**Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools**

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.



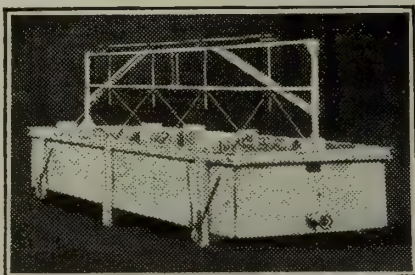
The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Mbillyury, - - - Mass., U.S.A.

**Our "Perfect"
Steel Cheese Vat**



PAT. AUG. 14, 1906.

The vat that will give buyers the greatest service
and satisfaction.

The main frame, legs, etc., are made of a combina-
tion of steel channel and steel angle—the strongest
kind of material for the weight, same as is used
building bridges and all structural work. The
outer tank is made of heavy galvanized steel, thor-
oughly riveted and soldered, and is perfectly steam
and water tight. We make the inner vat of No. 20
tinued with the fewest possible seams.

If you should sell one of these vats and it does
not be as represented or give entire satisfaction, we
will be perfectly willing to take it back.

Our confidence in this vat is the result of long
experience and the embodiment of quality material
and expert workmanship.

Any infringement on our patent rights will be
promptly dealt with.

Write for full particulars.

The Steel Trough & Machine Co.

Limited

TWEED

:::

:::

ONTARIO

**STEAM
GOODS**

of the
Highest
Quality



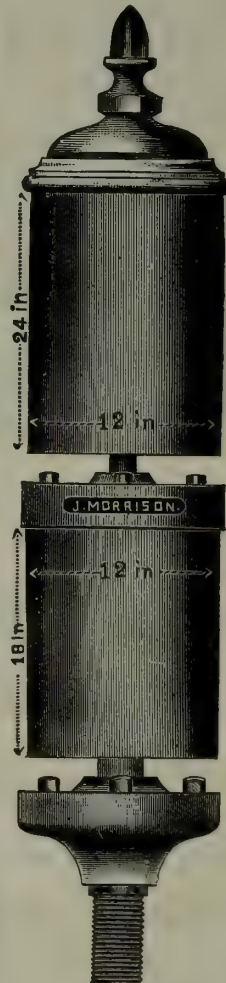
J.M.T.
Injector
(Improved)

We Carry A
Very Large
Line of
Guaranteed
ENGINEERS'
SUPPLIES

Morrison's Steam
Goods have an estab-
lished reputation
among engineers and
are recognized by all
who know as the right
line to use — the line
that saves time, worry
and money — the line
that gives real service
economically.

Morrison's goods are
very profitable as well
as reliable. Send us
your order quickly, so
as to be prepared to
meet the demand that
comes with the spring
season.

Catalog to the trade to-
day.



We make a large variety
of Steam Whistles from
1 inch diam. to 14 inches
diam.—for all uses.



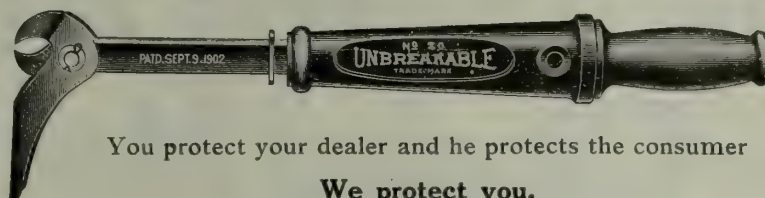
GLOBE VALVES

**The James Morrison
Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West
TORONTO

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreak-
able is guaranteed for
five years.



Write for circulars
and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



**We Want a Dealer in Your
Town to Handle the
King Line**

Manufacturers of Lighting Systems for all Purposes.
Tube and Hollow Wire Systems, Searchlights, Portable
Table Lamps, Boulevard Street Lamps.

Write for Catalogue.

Address—KING LIGHT CO., Peoria, Ill., U.S.A.

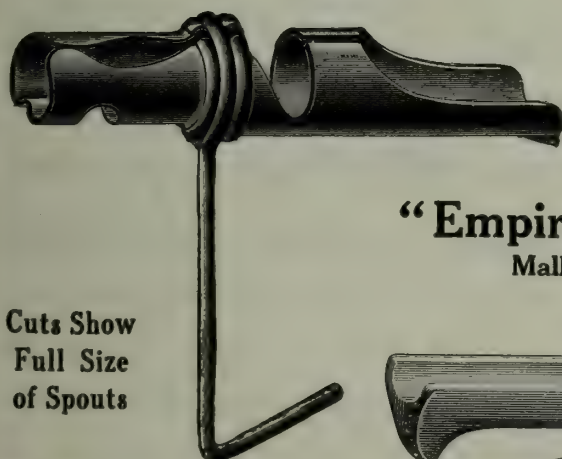


No. 21

**SPECIAL
THIRTY DAY
OFFER**

For new dealers to
see this handsome
lamp-sample only
\$5.50—Cash with
Order. Let us have
your order to-day.

Sugar Makers' Supplies



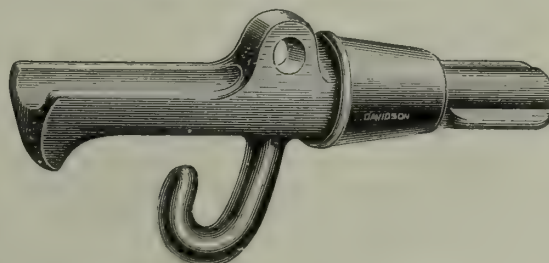
Cuts Show
Full Size
of Spouts

"EUREKA"

Steel Sap Spouts, pack-
ed in cardboard boxes,
100 each.

"Empire" Sap Spouts

Malleable Iron Tinned



Guaranteed against breakage

WRITE FOR PRICES

We also have in stock
and can ship promptly

"PERFECTION" SAP SPOUTS

"WOOD" SAP SPOUTS

"EUREKA" CAST SPOUTS

"BEAVER" SAP SPOUTS

same as Empire only without Hook

Maple Syrup Cans



Round and
Square
with Screw Tops
 $\frac{1}{2}$ and 1 gallon.
Other sizes made
to order.

SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16

Qts. 4, 5, 6, 8, 12

WESTERN

PATTERN

6 and 10 Quarts



The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart machines turn easier, cut faster and cleaner and the knives stay sharp longer than any others. When dull they can be resharpened to cut like new in a few minutes.

They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO





THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made, Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

NATIONAL Solid Steel Pocket Snips

Forged from our Special vanadium cutlery steel, is light yet has great strength and cutting qualities.

The bolt and nut which we use is made of steel and is far superior to a brass bolt and nut.

Handles made with Japan finish or our SPECIAL finish.

If you want a handy snip for your own use—get this one.

If you want to handle a snip that will satisfy all users—get this one.

Let us send you our catalog on Scissors, Shears and Snips.



No. 35

THE NATIONAL CUTLERY COMPANY

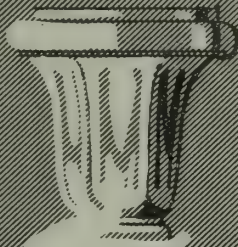
PHILADELPHIA, PA., U.S.A.

**Next Week's Issue of Hardware
and Metal will be The Annual
Spring Number.**

Study every advertisement in the Annual Spring Number of Hardware and Metal! Hundreds of new lines will be attractively shown in this number, and to know these lines may mean hundreds of dollars to you this Spring.

**We have Worked Hard to make
it the Best Yet. Write and Tell
Us Whether You think it is.**

Translux
Lighting
Glassware



The popularity of this famous line of Illuminating Glassware began when we showed the first piece. Since that day it has made friends for itself all over the continent.

Have you been handling it? If you haven't, you should get in right now, on the wave-crest of its popularity. Just now, while you are thinking of it, write us a card and we'll show you photographs.

**The Pittsburgh Lamp, Brass & Glass Co.
of Canada, Limited.**

119 Wortley Road,
London, Ontario



R. E. Davis,
Representative.

Readers of Hardware and Metal Let Us Know Your Wants

Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

Don't hesitate to write us. As a subscriber of Hardware and Metal you are entitled to this service.

"DELTA" QUALITY

Means Trade
Security



**"The only Line of
Files from 3 to 24
inches that are
made absolutely of
CRUCIBLE
STEEL"**

You'll feel like smiling every time you sell a "Delta" File because one sale leads to many.

Those who use many files are quick to realize the superior quality which prevails in the "Delta."

The "Delta" Teeth stay sharp longer than those of other files--and they cut cleaner and faster too.

Try the "Delta" yourself -- put it to the most rigid comparative tests. We know you will agree with us that they are the best files.

"Delta" Files are made in many shapes and sizes so as to meet the requirements of every file user.

Our trade mark is to be found on every "Delta"--it is our guarantee.

Specify "Delta" Files when placing your next order with your jobber.



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Son & Co., Toronto;

Stark, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax

Merrick-Anderson Co., Winnipeg



WHY do all the reliable Hardware dealers throughout Canada carry a full line of Dominion Ammunition?

Because when they buy Ammunition with the big D trade mark they are sure they have the best that human skill can produce.

Dominion Ammunition is fully covered by our guarantee which insures you against defective goods.

Specify Dominion if you want the best.

For Catalogs, Hangers and full information write

DOMINION CARTRIDGE COMPANY

LIMITED

MONTREAL, CANADA

Advertising Division File A1



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.

This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers, Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited

MONTREAL



New store front of the Cowan Hardware Co., London, showing neat window trims.

Remodeling Store Front Brought Results

Cowan Hardware Co., London, Recently Have New Front Put in—Large Windows Were Installed for Display Purposes and Splendid Returns Have Been Secured From Window Trims Since—Household Goods Department Recently Added.

The accompanying illustration shows the new store front of "Cowans Colossal Hardware" 125-127 Dundas St., London, Ont. The Cowan Company have been in business in London for about forty years, the business having been established by James Cowan. The firm at the present time consists of D. J. Cowan and R. G. Edgecomb. Thos. A. Jones is manager of the retail department and has had many years experience in the hardware business.

A full stock of shelf and heavy hardware, brass goods, cutlery, etc., is carried in the retail store the company also do a wholesale carriage hardware business and occupy two other buildings in addition to the one shown. The firm formerly occupied No. 127 Dundas St., but found that they were crowded and did not have sufficient room or window space to display their stock. About a year ago they decided to take in No. 125 Dundas St., and with this addition they have a store fifty feet in width, 150 ft. in length and four storeys high.

In remodeling the two stores the company realized that they had a good opportunity to build show windows that would aid them to a great extent in attracting attention and making sales. This has been accomplished and the results have not been disappointing. Mr. Jones the manager, when questioned by Hardware & Metal, regarding the value of show windows, stated that, although he had always believed good window displays were a great aid to the dealer and a good paying proposition, he had never fully known their full value until after they had remodeled their store. He states that there is a wonderful sale of goods that is a direct result of their window displays.

They make it a point to try and change the displays every week and find that it pays them to do so. The window is well lighted and the lights are left burning in the evenings for the benefit of passers-by. The rear of the company's store faces on the market square,

special attention is also paid to the show windows in the rear. Goods in which the farmers are usually interested are usually displayed there.

Interior Has Been Remodeled.

The store interior has also been remodeled, and extra silent salesmen and counters have been installed. Special attention has been paid to the paint department and large roomy shelves have been erected that are capable of holding a large stock of paint.

The company have recently added a line of household goods such as wood-ware, enamel and tinware, clothes baskets, etc., and state that they have been very successful in selling this line. They claim that hundreds of new customers will be added to their already large list by the introduction of the household goods department. Large quantities of goods have already been sold in the household goods department and the sales are growing rapidly.

Bathroom Fixtures Should be Featured

These Lines Are Highly Profitable—Adequate Display Methods Create a Good Demand—Hardwaremen Should Not Permit the Demand to Become Centred Elsewhere.

The field for the sale of bathroom fixtures is one that should not be overlooked by the hardware dealer. There are certain lines of bathroom fittings that may be sold in every home. A dealer in a small town remarked a short time ago that his town was too small to sell this line in, and that he did not think it paid to carry the goods in stock. When asked where he carried his stock, he pointed to a large drawer in one of the counters which contained a mixture of towel bars, tumbler holders, tooth brush holders, soap holders, and several other lines of bathroom fittings. It is doubtful if the line had ever been displayed in his store window or sample cases.

Bathroom fittings, like all other lines, are slow sellers if not properly displayed. The bright finish and nice appearance of the goods enable a wide-awake dealer to make an excellent display of this line. It embraces so many articles and such a large range of prices that

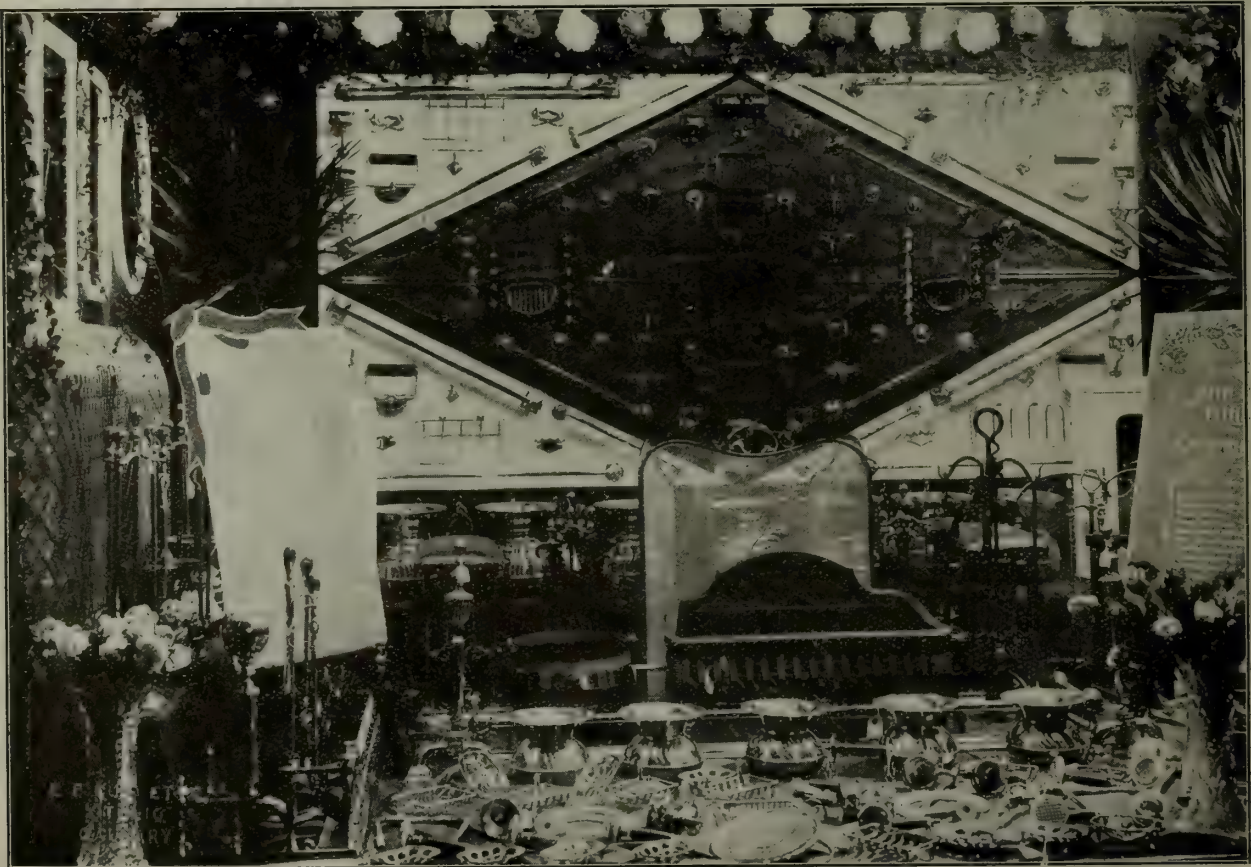
there are certain lines that may be sold by every hardwareman.

A great many dealers are in the habit of letting the plumbers and department stores secure this class of trade. This should not be the case; the line is one that is very profitable for the hardware dealer.

The appearance of a bathroom is greatly improved by the installation of good bathroom fixtures. A large number of hardware stores always make it a point to try and sell bathroom fittings to a customer who is purchasing hardware for a new house. It is a good plan to have a full range of samples in or near the builder's hardware department for this reason. It enables the salesman to show the line immediately after he has shown the builder's hardware samples.

There are many hardware stores doing a large business in bathroom fittings without doing any plumbing business whatever. The writer had occasion to

visit a hardware store of this kind in an Ontario city a short time ago. The firm carried nickel-plated brass towel bars in various thicknesses, from 18 inches to 42 inches in length. They also carried a large stock of glass bars in various sizes. One size was a particularly good seller when placed on a bargain table. It measured 18 inches in length, and retailed at 50c. The dealer stated that it only took them a short time to clear out a gross of this line. The same rule was followed regarding tumbler holders and soap dishes. These lines were on display at prices varying from 50c to \$1.25 each, and there was a continuous sale for them on account of the way they were displayed. This dealer, however, does not confine himself to the cheap lines, although he finds it necessary to carry them. He has a large wall case, electrically lighted, in which he has a large display during all seasons of the year. Only one sample of each article is on display, the bal-



A splendid display of bathroom fixtures arranged by C. H. Smith.

ance being kept in the original packages in order to keep the goods clean and bright. Towel bars were displayed ranging from 50c to \$8.00 each.

This dealer makes it a point to follow up all parties who are building, and he secures a large number of orders in this manner. He also makes a window display of this line once every three or four weeks, and gets splendid returns.

One of the most important factors in selling bathroom fittings is display. The accompanying illustration shows a Christmas hardware window display, in which bathroom fittings have been used with good effect in the background.

HARDWARE LETTER BOX



Theatre Seat Clips.

J. L. Demers, Thetford Mines, Que.—“What firm manufactures a clip for attaching on back of theatre seats for hanging programmes, etc.?”

Stratford Manufacturing Co., Stratford, Ont.—Ed.

Spring Standard Thermometers.

Geo. Bernard, Fortierville, Que.—“Please advise me where spring standard Fahrenheit thermometers are made.”

Write The Taylor Instrument Co., Rochester, N.Y.—Ed.

Perforated Seat Chairs.

Manufacturer.—“Can you inform me of any firm manufacturing chairs with perforated seats?”

North American Bent Wood Chair Co., Owen Sound, Ont.—Ed.

White Sewing Machines.

D. Mistele, Rodney, Ont.—“Re Canadian office of White Sewing Machine Co., asked for in your paper a few weeks ago. This firm have a branch office in Hamilton, Ont.”

Many thanks.—Ed.

Fireless Cookers.

J. R. Myers, Stratford, Ont.—“Please give us the address of a manufacturer of fireless cookers.”

Toledo Cooker Co., Toledo, O.—Ed.

Paper Hanger's Shears.

Toronto Paint Supply Co., 718 Yonge Street, Toronto.—“Please advise us what firms manufacture paper hanger shears.”

R. Heinisch's Sons Co., Newark, N.J.; National Cutlery Co., Philadelphia, Pa.; J. Wiss & Sons, Newark, N.J.; Acme Shears, Bridgeport, Conn.; Henry T. Seymour Shear Co., New York.—Ed.

Quick Meal Ranges.

Grady & Whitty, Warner, Alta.—“Please advise us who are the manufacturers of the Quick Meal Range.”

The Quick Meal Steel Range is manufactured by the Gurney Foundry Co., Toronto, Ont., and Calgary, Alta.; The Quick Meal Gasoline Range, handled by the Jas. Stewart Mfg. Co., Woodstock, Ont., and Winnipeg, Man.—Editor.

CONVENTION OF MANAGERS.

A convention of the branch managers of the Cochrane Hardware, Ltd., of which Gordon C. Seybold is general manager, was held at the head office of the company at Sudbury, March 7 and 8. Managers from the five branches of the company were present. Mr. Seybold's idea in getting the branch managers together was to thoroughly talk over conditions, and also to go over and compare notes that had been taken during the Hardware Exhibition in Hamilton.

A talk was given by Mr. Williams, of the Yale and Towne Manufacturing Co., on the Yale products, which was very instructive, and which should be of assistance in aiding the salesmen in selling builders' hardware. James Hossack, of The Lufkin Rule Co., gave a talk on rules, measuring tapes, etc., which was greatly appreciated, and the information which was received regarding these lines will be of assistance in explaining the merits of the goods to the customers. Mr. Jacques, of the Tobin Arms Co., also gave a talk on their line of guns and rifles, auger bits, etc. This talk also proved very interesting and educative.

A number of other manufacturers offered to send representatives to explain their lines, but on account of the time being limited it was impossible to accept their offers on this occasion. It is the intention, however, to have frequent staff conventions of this kind, and manufacturers will have an opportunity of sending representatives. Mr. Seybold is a firm believer in having the firm's manufacturing friends go up and explain their lines thoroughly to the men, as he thinks that this method is one of the greatest selling helps any firm can enjoy.

IDEAL SAD IRON.

The Ideal Sad Iron Manufacturing Co., Cleveland, Ohio, announce that they have appointed the Hamilton Brass Manufacturing Co., Hamilton, Ont., as their Canadian distributors for The Ideal self-heating gasoline sad iron. It is claimed that the cost of operation is less than one cent per day for a family of

five, and that there is absolutely no danger in its use. There is no odor of gas and a tank of gasoline will burn for four hours. The handle of the iron does not get hot and it is claimed that it is possible to generate and heat the iron in five minutes. The heat can be regulated and the irons are made in six, nine and tailor goose sizes.

FAIRBANKS ARE CHAMPIONS.

Montreal, Que.—For the fifth successive year the Canadian Fairbanks Hockey Club won the championship of the Hardware League last night, when they defeated the James Walker team by a score of 2 to 1 in their final meeting. The game was one of the best exhibitions of hockey played at the Victoria Rink this season and was free from roughness at all times. The winners have only lost one game this season. In the opening period the Fairbanks team scored their two goals and adopted the three man defence game for the final session. They held their opponents well, forcing them to shoot from long range, which detracted from the accuracy of the shots.

COMPANIES INCORPORATED.

Canadian Wire Co. have been incorporated for the purpose of manufacturing and dealing in iron, steel, copper, brass, aluminum and other metals, wire, etc.; the head office to be in Montreal, Que.

Henry Hope & Sons, of Canada, Ltd., have been incorporated for the purpose of manufacturing and dealing in steel window sashes, door and window casements, leaded and stained glass, window and door locks and fasteners, etc., with head office in the city of Toronto, Ont.

NEW VARNISH CO.

The scope of enterprise represented in the Ottawa Paint Works, Ottawa, has been extended by the recent incorporation of the Ottawa Varnish Co., with a capital of \$40,000. Head office, Ottawa, Ont. The president is A. A. Ayres, formerly varnish maker for the Canada Paint Co.; secretary-treasurer, J. M. Young, who holds a similar position with the Ottawa Paint Works. The three other directors are Chas. Hickman, R. H. Hickman, Sid Higman. The Western representative is C. W. Robinson, Toronto.

SITUATION VACANT.

BOOKKEEPER WANTED WITH SOME EXPERIENCE in retail hardware. One who can do collecting and who is familiar with cost systems. Box 773, Hardware & Metal, Toronto. (12)

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1886.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2000 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, March 15, 1913

OUR SPRING SPECIAL NUMBER.

The annual spring special number of Hardware and Metal will be published next week. It is now practically assured that this number will be the largest ever put out and readers, who remember the remarkable special numbers of Hardware and Metal which have been issued in the past, will have some conception of the amount of work involved in the publication. In view of the fact that Good Friday comes a day ahead of date of publication, it is quite possible that the number will be a little late. The indulgence of readers is requested, in case it is not found possible to mail out the special number right on time.

A great deal of pride is taken in these annual numbers of Hardware and Metal. They represent the earnest efforts and research of many weeks. Ideas are gleaned from all parts of Canada to make the editorial contents practical and valuable. In the number to be issued next week, we believe that we have excelled ourselves, and will hopefully await the verdict of the trade at large.

EDUCATIONAL WORK AT CONVENTIONS.

During the past two months, the state hardware conventions have been held in the United States. Some thirty or more gatherings have been held, and the result has been a very thorough threshing out of trade problems.

It is rather a relief to note that the trade has not been stampeded by the parcels post legislation, which has been put into effect in that country. While there is a feeling that the local merchant has been threatened by the new measure, and while it is quite manifest that the mail order houses have begun already to make vigorous use of their increased facilities, the feeling was manifested

at the state meetings that the situation was not by any means hopeless. Handicapped though he may be, the local merchant will still be able to hold his own; provided, of course, that he is able to buy his goods on an equitable basis.

Another marked feature of the various conventions was the desire evinced to put trade association work on a higher educational basis. It has been felt that the annual gatherings had not been as helpful as they should have been in this respect. For instance, at one convention, the Question Box discussion occupied only a short time, as the number of other features on the programme took up the bulk of the time. The members took occasion to express their disapproval. - In this respect, it may be pointed out that the deliberations of the Ontario Association were educational in the highest degree. Two evenings were devoted to the Question Box sessions, and the discussions lasted in both cases close on to midnight.

SALE CUT PRICES.

"Anniversary Sale—Stoves at less than cost."

Such is the heading which appears at the top of a recent advertisement of a Canadian hardwareman. With the first part of this statement we have no quarrel. The present is in some respects a good time for the holding of clearance sales; and the reaching of an anniversary date is as good an excuse as can be found for the announcement of a sale. We cannot let the last clause pass without comment, however. If the dealer is exaggerating when he announces his intention of selling goods at less than cost, his course is a reprehensible one, for exaggeration in advertising is soon detected by the public, and roundly condemned. If, on the other hand, it is really his intention to sell stoves at less than they cost him, his course is still more open to criticism than in the other contingency. Although the occasion will frequently arise when it is necessary to dispose of goods at reduced prices, we cannot conceive of a going concern finding it either necessary or expedient to dispose of goods at an actual loss on cost price. To render this course obligatory, there would need to be a much more marked depreciation in the stock than could develop in the store of any reasonably wideawake dealer. To couple an anniversary sale with so deep a cut in the price of a staple line, is far from good policy.

A STRONG CASE FOR PREPARED PAINTS.

In the paint department in this issue appears a report of an address delivered before the convention of the master painters of Western Canada. It treats of the advantages of prepared paints from the standpoint of the painter. Although the article does not go into the technical advantages of the ready mixed paint over the hand mixed variety, it makes out a convincing case on other grounds. We commend this address to dealers who are endeavoring to improve their connection with the master painters.

It is pretty clearly established that the painter can make more money on his contract by using prepared paint than by purchasing the materials and mixing his own supply. This is a reason which will appeal mightily to the master painter. When, as a further argument, it can be proved that the ready mixed paint is superior in every respect, can be used more economically and will give greatest satisfaction, it should not be a difficult matter to convince the master painter that he should buy all his paint ready for use.

CABARET PROGRAMMES IN STORES.

To secure publicity, many retailers have gone to extreme measures from time to time, but something distinctly novel and startling has been introduced by a Chicago merchant. The means adopted by this daring specialist in unique publicity is the giving of a cabaret performance at set hours in his store, customers being invited to attend free of charge. Songs, dances and variety turns are included on the programme, after the most approved fashion of the Paris and New York cabarets.

It may be explained that the cabaret idea is a comparatively new one in New York. Some little time ago, the Parisian idea of having vaudeville performers appear for the benefit of the patrons of restaurants was introduced and New Yorkers seized upon it with avidity. The cabaret idea has been literally worked to death by the thorough-paced Gothamites.

The merchant who introduced the Cabaret performance into his store probably gained the coveted measure of publicity, but he lost something immeasurably greater. There should always be a certain amount of dignity about the transaction of business. While publicity is an essential part of the retail business—and it can often be secured in ways that border on sensationalism—the time has not yet arrived when it is necessary to introduce the turkey trot or the bunny hug.



POINTED EDITORIALS.

Watch for next week's special number. It will be the very best on record.

• • •

Hardware wholesale houses are rushed with orders. This does not look very much like "hard times."

• • •

The man who's too lazy to think out a business problem says, "I'll take a chance"—and thinks he's showing nerve!—(Tooke Talks.)

• • •

Considering how its health has been much discussed of late, business is showing a most remarkable degree of sound and unmistakable heartiness.

• • •

"System" will be the keynote of our spring special number. Some of the best systems used in Canadian hardware stores will be described at full length.

• • •

New York, as one writer expresses it, has got the cabaret craze so strong that the town has gone clean "cabarazy." They are even giving cabaret performances in stores. "Cabarazy" seems a mild word to describe it. We could find one or two much more direct and understandable.

• • •

The easiest way to convince a man of anything is to convince him through his pocket. Ergo, the best way to convince the master painter that he should use ready mixed paint is to prove that he will be making money by doing so. The facts in this connection appear in another part of this issue.

Store Conferences

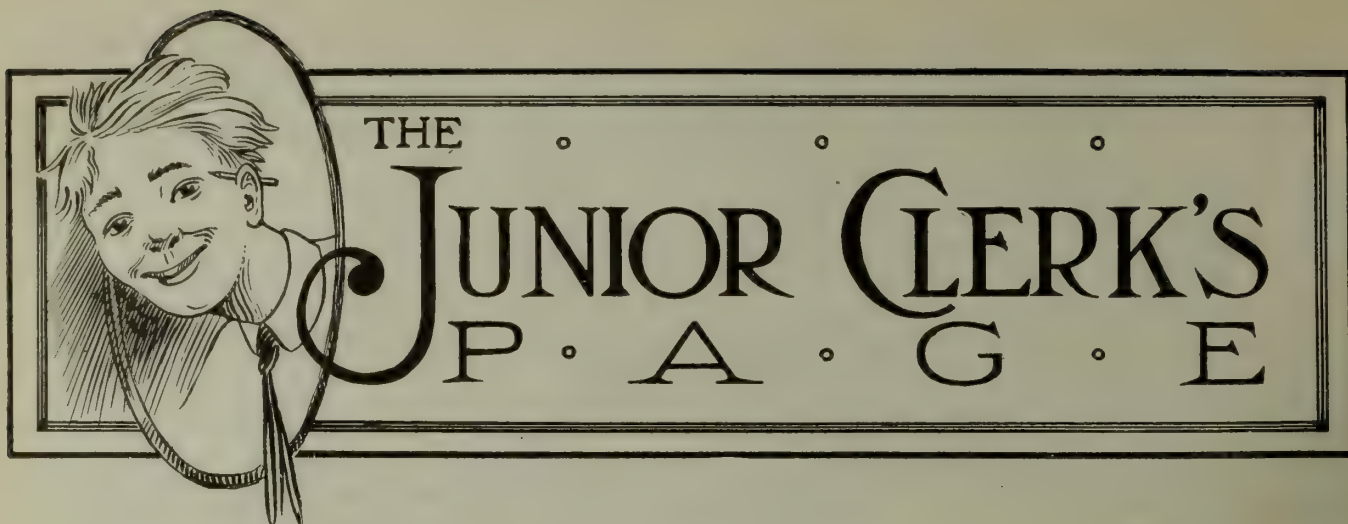
AT the beginning of the each year we hear and read about the annual convention of the salesmen of many of the largest and most successful organizations connected with the hardware trade. Salesmen are brought into the head office from all parts of Canada to talk over existing conditions and to make plans for increasing the efficiency of the selling plan. These conventions prove very instructive and educative and, although the manufacturer is under heavy expense in calling in all his salesmen for the week, he believes that he will be amply repaid for the expenditure, that his staff will be more efficient, and that the result of the meeting will be increased business for the firm and better satisfied customers. The salesmen become better acquainted with their fellow salesmen, the heads of the firm they represent, and also the lines of goods they sell. Ideas are exchanged which prove beneficial, and new selling plans are formulated.

One of the leading hardware jobbing concerns has introduced a plan which they find very beneficial to their sales staff. When they are taking on a new line of goods, they request the manufacturer of the line to send a representative on a Saturday when the majority of the travelers are at the warehouse for the week end. This representative fully explains the merits of the new line and the travelers go out on Monday with a thorough knowledge of the new goods, and are enabled to talk them intelligently to their customers.

Some of our large retail hardware concerns have staff conventions at stated intervals, when the heads of the firm and the clerks get together and talk over new lines that have been added, methods that might be employed to increase the store service, etc. These meetings are held every two weeks in several of the stores, but special meetings are often called when the representative of a manufacturer is present and is willing to give a talk on the merits of the line he sells. These meetings are always appreciated by good salesmen and incur no expense for the merchant.

This is an opportunity that is neglected by a large percentage of the hardware merchants in Canada. It is not an uncommon occurrence for a traveler to sell a hardware merchant a line of goods, and the dealer is the only one to whom the merits of the goods are explained. This fault might be excused providing the dealer passed the knowledge on to his clerks, but unfortunately this is often overlooked. The clerk who does not know the selling points of the goods he is trying to dispose of, will not have the kind of enthusiasm that will aid him in making sales. The clerk who knows the merits of the line he is trying to sell will take pride in explaining them to customers and increased sales and satisfied customers will be the result.

The hardware merchant who is overlooking the opportunities that are afforded him to increase the efficiency of his clerks by holding store conferences, should adopt the plans of some of our largest and most successful firms, and get his men together at stated intervals.



Let the Smallwares Sell Themselves

Taking a Leaf Out of the Book of the 5, 10, 15 Cent. Stores—
If Small Goods Are Prominently Displayed and Price-Marked,
They Will Soon Become Rapid Sellers.

Written for Hardware and Metal by Edward Park.

"Often" declares a hardwareman, "it takes as much time to sell a fifteen cent chopping knife as to close a deal for a \$47 kitchen range."

The statement may sound exaggerated; nevertheless, it is a fact that the selling of small wares consumes a proportionately larger amount of the hardwareman's time than the selling of the big stuff.

Small wares must, however, be handled; and the lines which the hardwareman must stock are steadily growing more and more varied. Hence, the problem of economizing the time and effort required to sell them is an important one.

Many hardwaremen have made an approach toward solving the difficulty by following a cue picked up from their keenest competitors in this line of trade—namely, the 5, 10, 15 cent stores.

The idea is to set aside special counters for small articles. Often a table, with its top a convenient distance below the level of the eye, is placed down the middle of the store, and on this various small articles are displayed. Each article so displayed is ticketed with its price in plain, easily readable figures. In some stores the 15c articles are ranged on one table, the 10c articles on another and so on, the idea being to assort them according to price. Other dealers arrange them according to their use—kitchen, scrubbing, repairing and other purposes. Under this plan, the same article in all its various grades and prices is conveniently grouped. Whatever plan of arrangement is adopted, the idea is to display the small goods in such a way that they will help to sell themselves.

Where price cards alone are used, time can generally be saved by having them printed. But more progressive dealers

substitute for the simple price card a show card not merely giving the price but briefly describing the purpose and chief selling points of the article. Thus:

"15c! Protect your health. Carry a collapsible drinking cup and dodge the microbes."

The figures are played up in large type.

The large majority of low-priced articles in the hardware stock can be handled in similar fashion. Such show-cards must, of course, be hand-made. This work can be done with either a card-writing outfit or a small brush, care being taken to make the lettering distinct and to avoid useless frills and ornamentation.

Under this system the goods practically sell themselves. The price tags alone answer what is to many customers the one and only question to be asked. Where the show-card talks are used, not merely the price but the selling points can be emphasized. Many sales can be effected practically without the intervention of the clerk except to wrap up the goods. In any event the clerk's time is economized.

Little Trouble Involved.

It may be urged that preparing the cards and arranging the goods will involve a lot of work, and largely counter-balance this saving of time. It does take time and thought to prepare the cards; but once the work is done, little additional effort is necessary to keep the smallwares counter in shape. Many dealers, having tried the scheme either in whole or in part, pronounce it a time-saver.

This method of displaying the goods also helps to create sales. The customer

sees an article he needs, or something which strikes his fancy, and a sale is made where, had the article been on the shelf, he would have gone out without buying. The display is all the more effective when helped out with a show-card which drives home some selling point.

The better class of articles—such, for instance, as high grade cutlery—should, of course, be displayed in the more congenial surroundings of the silent salesman, leaving the tables for low-priced goods and novelties.



ALL IN THE STATE OF MIND.

If you think you're beaten you are,
If you think you dare not, you don't;
If you'd like to win, but you think you can't

It's almost a cinch you won't.
If you think you'll lose, you've lost
For out in the world we find,
Success begins with a fellow's will.
It's all in the state of mind.

Full many a race is lost
Ere ever a step is run;
And many a coward fails
Ere ever his work's begun.
Think big and your deeds will grow,
Think small, and you'll fall behind,
Think that you can, and you will.
It's all in the state of mind.
If you think you're outclassed, you are,
You've got to think high to rise,
You've got to be sure of yourself before
You ever can win a prize.
Life's battles don't always go
To the stronger or faster man,
But soon or late the man who wins
Is the fellow who thinks he can.

—Exchange.



A dissatisfied customer is a poor advertisement.

Perhaps the man who is looking for trouble is prepared to dodge it when it comes.

New Hardware Goods

CLOTHES DRIERS.

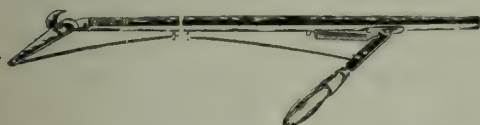
The Stratford Manufacturing Co., Stratford, Can., are offering the trade a new line that they are now making. The folding clothes rack here illustrated



is made from clear basswood, has four drying sides and sixteen bars. Any side can be folded up against the middle post if not needed. The cut shows two sides folded and two ready for use. When not in use, all sides can be folded up and drier stood in a corner.

T. F. IMPROVED TREE PRUNER.

The accompanying illustration shows The Taylor-Forbes Co. Improved Tree Pruner. The makers claim that it is a pruner in which every requirement pertaining to the cutting and pruning of trees has been provided for. The hook allows the knife to pass the outside lower edge, thereby cutting all the bark and eliminating the tendency to tear it

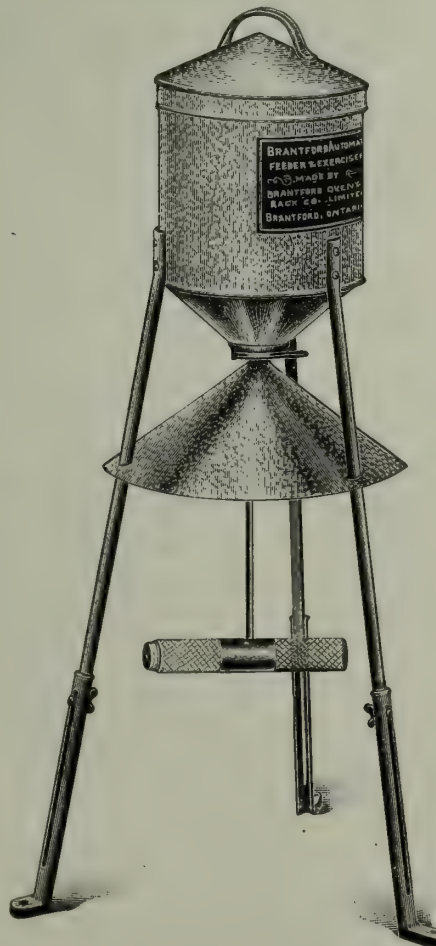


as is the present experience with the average tree pruner. The heavy knife blade is ground and sharpened from one side only which permits a keener cutting edge. The new pruner is lighter in weight than the ordinary pruner which enables a man to use it for hours con-

tinuously without excess strain on his muscles. It is a pruner that will appeal strongly to the fruit grower.

AUTOMATIC FEEDER AND EXERCISER.

The Brantford Oven & Rack Co. are offering the trade their new Brantford Automatic Exerciser and Feeder for the automatic feeding of poultry. The grain feed or mixture is placed in the hopper, and the valve is adjusted by a



lever. The discharge can be regulated as desired. The valve discharges from three ports and will keep the fowl moving constantly while feeding. The machine is also desirable as a baby chick feeder. The Bait Bar, filled with cracked corn in which a handful of beef scraps is added, will attract the little fellows. The hopper filled with chick feed will supply a regulated shower of feed every time a chick touches the Bait Bar and the quantity may be controlled by the adjustment of the valve. The machine is rain proof and may be left

out during the wet weather. The accompanying illustration shows the automatic exerciser and feeder.

STANLEY "HURWOOD" ICE PICKS.

The Stanley Rule & Level Co., New Britain, Conn., have placed on the market an attractive display stand containing one dozen Stanley "Hurwood" ice picks, known as style E. The new ice picks are strong, sharp and very handy and are similar in construction to the Stanley "Hurwood" screw drivers.

The blade, shank and head are made of one-piece of steel and the points are given a special temper which makes them practically indestructible. The handle is stained black, neatly ferruled, and has a heavy metal bank around the upper part which can be used to break the ice in small pieces. The shape of this band is such that it prevents the ice pick rolling, a feature that will be appreciated by every householder.

THE OFFICIAL RAT TRAP.

The Oneida Community, Ltd., Oneida, N.Y., are offering the trade their new line of official rat and mouse traps. The makers say that the trap has been designed by the most expert rat catcher in the United States, to be used in rat extermination campaigns of the Bubonic Plague, and is being used in the large cities for this purpose. The wood block is much thicker than the one in the ordinary trap. A special feature is the double action trigger which is released either by upward nibble or downward pressure—therefore the trap is sure to



catch. The "Official Mouse Trap" is the ordinary mouse trap size but embodies the same features as the rat trap. Circulars, prices, electros, etc., will be furnished the trade on request.

Complete Course of Sheet Metal Work

By L. W. KOSER

On Plate 40 the last plate of the course we take up, metal ceiling work or what concerns the jobber most, the erection of metal ceilings. What we aim to teach you in this lesson is how to take first the measurements of surface to be covered and to give to the firm from whom you are ordering the material full and comprehensive information. Then now to figure. We are asked to figure out the cost or arrangement of design and how to start and finish the work.

We will suppose we are asked for an estimate on a metal ceiling to cover the ceiling and walls of a store. The price for ceiling and walls to be separate.

We first make as neat a diagram as

we can on the wall line near the ceiling showing the location of all obstructions, such as vestibule entrance, chimney breasts, etc. We show on the plan of ceiling any openings such as Stair-wells, Skylights, Elevators, etc., each of these obstructions are carefully located by measurements from the nearest wall and from each other and their own size carefully given.

(To be continued.)

COMPANIES INCORPORATED.

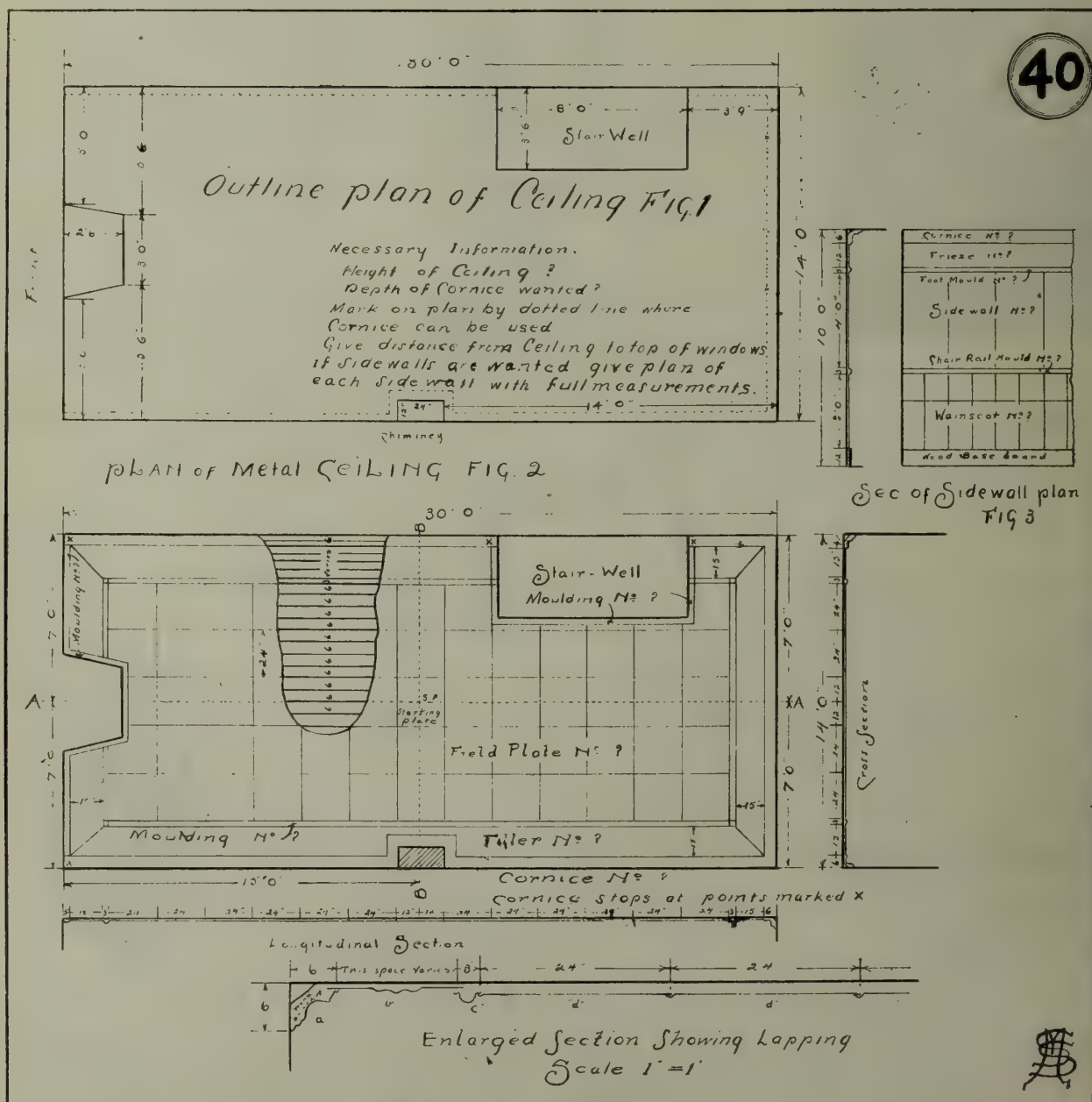
The Kingsdale Builders Supply and Hardware Co. have been incorporated

with a capital stock of \$100,000 with headquarters in Toronto, Ont.

The Steel Bending Brake Works, Ltd., Chatham, Ont., have been incorporated with a capital stock of \$35,000.

The Hern Hardware Co., Huntsville, Ont., have been incorporated with a capital of \$22,000.

Ft. William, Ont.—S. E. Elkins, president of the Maritime Nail Co., and H. D. McKellar, president of the McKellar Bedding Co., were in the city recently on business pertaining to the Fort William enterprise of their respective companies.



Current News of Hardware Trade

To Construct Cement Plant.

Owen Sound, Ont.—It is reported that the Ben Allen Cement Co. will commence the construction of their cement plant during the early spring.

Death of J. F. Askin.

Hamilton, Ont.—Jno. F. Askin, formerly of Windsor, traveler for the Skedden Brush Co., was found dead in bed at the Franklin House.

Opening a Branch.

Edmonton, Alta.—The McClary Mfg. Co., London, Ont., will open a branch at 638 Third St., to supply the trade in Edmonton.

Making Alterations.

Weyburn, Sask.—E. Worden who is continuing in the hardware business formerly carried on by Label & Worden is making extensive alterations in the store.

Plant Ready For Operation.

Marlboro, Alta.—The 1,500 barrel plant of the Edmonton Portland Cement Co., will be in operation in April and expect to be shipping in June. The plant represents an investment of \$1,500,000.

Improvements to Store.

Ridgetown, Ont.—Webster Bros. have improved their hardware store considerably and have installed a complete drawer system. Roy Gammage has been secured to take charge of the tinsmithing and plumbing department.

Made a Buyer.

Edmonton, Alta.—H. W. Hammell who has represented Revillon Wholesale, Ltd. in towns on the Canadian Northern and Grand Trunk Pacific West has been promoted to the position of buyer and will reside in the East. C. G. Davidson, who is well known by the trade in this terri-

New Inventions.

Olinda, Ont.—J. G. Bruner, of this place has patented an onion weeder with which it is claimed, one man can do the work of 10 or 15 men working by hand.

Dutton, Ont.—C. E. Doyle, machinist is applying for a patent on a ball bearing axle for automobiles.

Joins A. B. Ormsby Co.

A. H. Tompsette, for nine years connected with the Metal Roofing business in the West, has just joined the A. B. Ormsby Co., of Winnipeg. While Mr. Tompsette's headquarters will be in the City of Winnipeg, he expects to make

regular trips throughout the country when he will call upon the trade.

Appointed Canadian Agent.

Geo. Botsford, formerly manager for Peter Ludwig Schmidt, has been appointed Canadian agent for Joseph Tyzack & Son, of Sheffield, Ford & Medley, Sheffield, and Carl Kammerling, of Germany. Mr. Botsford has opened an office at 455 St. Paul St., Montreal, where a stock of his various lines will be carried.

Business Changes.

Waldheim, Sask.—A. D. Welk, hardware, has sold out to Simon Peters.

Regina, Sask.—Simpkins Bros., hardware, have sold out to J. R. Smith.

Assiniboia, Sask.—McCullough & Co. have established a hardware business.

Huntsville, Ont.—The Huntsville Hardware Co. have sold their business.

Tribune, Sask.—D. B. Brown is selling out his hardware business in this town.

Redvers, Sask.—Wm. Bowers, hardware dealer, has sold out to A. J. Wilcox.

Manville, Ont.—J. R. Barnes, hardware dealer, has sold stock to H. J. Smith.

Vancouver, B.C.—It is reported that the Bailey Hardware Co. are going out of business.

Kerr Robert, Sask.—It is reported that W. M. Butchart, hardware dealer, has sold out.

Ottawa, Ont.—Cowan & Brown, sheet metal dealers have been succeeded by Brown & McArthur.

Victoria, B.C.—Geo. Pattison & Co., sheet metal works, have been succeeded by Pattison & Co.

Pense, Sask.—Hugh McGillivray has been succeeded in his hardware business by B. L. Van Slyke.

Winnipeg, Man.—A. S. Paul has taken over the business of the Great Northern Sheet Metal Works.

Sorel, Que.—St. Lawrence Saw and Steel Works have been succeeded by Sorel Iron Works, Ltd.

Winnipeg, Man.—The McGavin Lennox Hardware Co. are discontinuing their Fort Rouge branch.

Birnie, Man.—A. Killman, hardware and implement dealer, has sold his implement business to W. Gilmour.

Regina, Sask.—Simpkins Bros. have been succeeded in their hardware business by the Central Hardware Co.

Elkhorn, Man.—S. H. Greenwood & Sons have disposed of their implement

business, but still intend to continue the hardware department.

Vancouver, B.C.—E. L. Armstrong has taken over the sheet metal works previously owned by J. W. Wolfe.

Kamsack, Sask.—Jos. Hanna and Percy Green, of Dauphin, have purchased a hardware business in Meachan, Sask.

Toronto, Ont.—R. H. Falkiner, who has been conducting a hardware business in Dundas St. has again associated himself with the Aikenhead Hardware Co.

New Liskeard, Ont.—Wm. and Thos. Magladery have dissolved partnership. It is reported that Wm. Magladery will carry on the business in New Liskeard and Thos. Magladery will take over the Englehart store.

Indian Head, Sask.—W. J. May, former manager of the tool department for the J. H. Ashdown Hardware Co., retail store, Winnipeg, and H. B. May, former manager of the Brandon Hardware Co., Brandon, Man., have taken over the hardware business of N. D. Storey.

New Retail Firms.

Swastika, Ont.—Montgomery Ferguson Hardware Co. are opening a hardware store here.

Fire Losses.

Nokomis, Sask.—Fire has completely destroyed J. Duttons hardware store at Govan.

Hamilton, Ont.—Leeks & Potts, Art Glass Dealers, and the Riordan Plating Co., have suffered a loss by fire.

St. Catharines, Ont.—A very disastrous fire occurred in the McKinnon Dash & Metal Co. plant. Through the efforts of the company and city fire brigades the fire was confined to the brass foundry adjoining the main building. It is reported that the loss is estimated at \$10,000.

Personal Notes.

Mr. Bell, of the A. M. Bell and Co., wholesale hardware merchants at Halifax, N.S., was in Montreal this week on business.

Capt. W. R. G. Higgins, of the Higgins Hardware Company, of Peterboro, Ont., was in Montreal this week on a purchasing trip.

A large number of representatives of American firms were in Montreal this week.

G. A. Binns, hardware merchant, of Newmarket, was a visitor in Toronto this week.

Weekly Market Report --- Metals

MARKETS ARE WEAK.

Weakness has developed in the metal markets owing very largely to the unsettled financial and political conditions in Europe. It is believed that as soon as the Balkan situation is ended the metal markets will firm up and regain previous strength.

Copper, tin and lead have shown weakness on Canadian markets during the past week.

MONTREAL.

Montreal, March 12.—The primary markets are again easier on all metals but pig iron, with the result that local prices are weak, although few changes have been made as yet. Large purchasers are able to get prices shaded a little from the quotations given to-day. This weakness in metals is caused by the unsettled political and financial situations in Europe. Owing to the tightness of money, speculators are unloading, and this liquidation has forced the markets downward. With the clearing up of the political situation in Europe metals should advance, as the monetary values have not decreased, as the recent weakness is caused by money stringency.

The demand for metals locally is very good, but buyers are holding off a little at present. They are only buying sufficient for their immediate needs, and are holding the big orders until the opening of navigation.

Tin.—London tin market is off £8 from the prices ruling a week ago. The local market is unchanged, as it is expected that London will recover and exhibit a steadier tone once the "war scare" in Europe has subsided.

Copper.—London market is lower than last week, but the New York market is firm. The London market is very sensitive, and is fluctuating with every rumor. The tone of the copper market, however, is inclined to be stronger if anything, and it is expected that the market will firm up in a few days. The demand is very good locally. Prices remain the same.

Pig Lead.—London market dropped 15 shillings since last week, while New York market is reported as quiet. The local market is unchanged, with a fair demand for immediate shipment.

Pig Iron.—Market remains unchanged, with buyers holding off till opening of navigation. Demand at present is purely consumptive.

Spelter.—Spelter is slightly lower in London, but higher in East St. Louis. Local prices are unchanged, with the demand fair.

Aluminum.—The demand is fair, with conditions practically unchanged.

Iron and Steel Bars.—Middlesboro No. 3 pig iron is quoted at \$23.00 from stores here, but is being sold at \$21.00 for delivery at opening of navigation. There is no Jarrow in stock at present, but it is being sold at \$21.00 for delivery on opening of navigation. Both Cleveland No. 1 and Clarence No. 3 are quoted about \$2.00 less for delivery at the opening of navigation.

TORONTO.

Toronto, March 12.—The metal markets have shown a distinct tendency toward greater strength during the past two weeks. A few declines are noted this week, but the general situation warrants every confidence in the future of the metal markets. European markets have been rather unsettled in some lines, and the cause has been attributed to the financial unsettlement in Germany and Austria.

There is still a scarcity of iron and steel products, and prices are unchanged, but firm. Tin has declined 1c per lb., but is reacting, and it is expected that the loss will be regained during the present week. There was a decline in price on the London, England, market during the early part of the week, which was attributed to financial unsettlement in Germany and Austria. It is thought, however, that the market will soon regain its former level.

Lead has also declined 10c per 100 lbs., and good business is being done.

Copper is quiet and unchanged. No changes have occurred since the ½c per lb. advance occurred last week. Sheet copper, tinned on one side, has declined 1c per lb., and is now being quoted at 26c for 16 oz. and 27c for 14 oz.

Pig Iron.—No change is reported in pig iron. Business is quiet, but should improve with the advent of spring.

Spelter.—There has been no change in price, and business is quiet at the present time.

Iron and Steel.—There is still a big demand, and shortages in many lines are still evident.

WINNIPEG.

Winnipeg, March 12.—Sheet metals are on the raise. The market here is not as sensitive to fluctuations as in the East, but a rise in black iron sheets this

week, following an advance in galvanized iron last week shows the general tendency. In this connection black sheet iron gauge has advanced 15 cents and 12 gauge 20 cents.

There is a good demand for structural steel and local ironworks have all the orders they can fill for some time. In this connection extensive additions to existing plants are being made by all local firms in order to keep up with the growing demands of Western business.

No changes are expected in copper until after the annual reports of the great companies which will be made public shortly.

BANQUET OF CORBIN CLUB.

The Seventh Annual Banquet of the P. & F. Corbin Club was held in Hartford, Conn., on the evening of Feb. 20. About 100 of the members and friends of the club were in attendance. Special cars conveyed the party from the Corbin factories in New Britain to the city of Hartford where the banquet was held in the Allyn House.

A fine dinner, interesting addresses and good music added greatly to the enjoyment of the evening. Addresses were delivered by Chas. H. Parsons, first vice-president of the American Hardware Corporation; Chas. B. Parsons, manager of the P. & F. Corbin division of the American Hardware Corporation; C. H. Baldwin, manager of production, of the American Hardware Corporation; Frederick Hausman, assistant superintendent of P. F. Corbin; A. N. Abbe, purchasing agent of the American Hardware Corporation; Col. Chas. M. Jarvis, president of the American Hardware Corporation, was unable to be present. Chas. W. Dearth, president of the Club, and Chairman of the Banquet Committee, acted as toastmaster.

The souvenirs for the occasion were cocktail glasses with the words "Seventh Annual Banquet, P. & F. Corbin Club," cut into the base. "Get together, keep together, work together and boom the Corbin products," was the spirit manifested at the banquet.

TO MAKE RADIATORS.

Medicine Hat, Alta.—A factory is to be erected here for the purpose of manufacturing radiators. The head of the new concern is L. Carey Wright, of Sauk Centre, Minn.

Weekly Market Report --- Hardware

ORDERS FLOWING IN.

The undoubted feature of the hardware market is the unusually heavy volume of business being done. The jobbers are crowded with orders and many manufacturers are frankly admitting that they are meeting with difficulty in filling orders.

There is a firm tone to prices in all hardware lines.

The rope situation is dealt with at some length in the appended reports.

MONTREAL.

Montreal, March 12.—Even though the European and American money markets are somewhat "panicky" with sharp declines in several of the leading stocks, the demand for hardware has not diminished and if anything has increased in volume during the past week. This is true, not for one province or centre, but from all parts of the Dominion, from coast to coast. The demand from British Columbia is especially heavy. All spring and summer lines are being called for with refrigerators and builder's hardware in heaviest demand. Washing machines and cleaning apparatuses of all descriptions are finding a ready market. Farm tools and supplies are moving in large quantities. Binder twine is selling well with the amount sold up to this writing away ahead of last year's sales.

Shelf goods, cutlery, flatware, etc., are meeting with a big demand for this season of the year. In fact the trading in hardware has assumed such proportions during the past few weeks that nearly all the wholesale houses are working overtime to keep up with their heavy sales.

The retail stores also report a lively trading and many of them are featuring tools in their windows. A reproduction of one of these appeared in last week's issue while another will appear in an early number. The retailers state that these displays stimulated the demand and made a large number of sales. The increased activity in the building operations this year over the same period last year seems to assure dealers of the fact that this year will be a record breaker for the hardware trade and acts as a warning to retailers to get their stocks in early as there is bound to be a serious shortage before many weeks if present demand continues.

Several factories are frankly admitting their inability to keep up with their

orders and are away behind in filling booked orders. This is most noticeable in wire goods and shovels. Poultry netting supplies are hardly equal to the demand.

There are no changes worth mentioning this week and all prices on hardware are very firm. Door knobs which declined last week are differently quoted, the range being from \$1.05 to \$1.10 per dozen.

Sporting Goods.—Baseball outfits and supplies are being called for quite freely from Ontario and B.C. points which shows that, while we are still tied up in snow and ice here, it is spring in these centres.

Heavy Metals.—Buying is not very liberal in these lines as dealers are holding off till the opening of navigation. The buying at present is purely for immediate consumption.

Collections are improving and drafts are being taken up much better this week than last week.

TORONTO.

Toronto, March 13.—Business is very brisk in the hardware trade at present. Spring orders are being sent out in large numbers. New price differentials have been issued on Manila and sisal rope, taking effect March 11. The new price differentials affect all sizes Manila rope, bolt rope and sisal rope smaller than 2 in. circumference ($\frac{5}{8}$ in. diameter). Thus it will be noted that where 3-ply 7-16 rope was formerly figured at base price, it is now $\frac{1}{2}$ c per lb. above base, and that $\frac{5}{8}$ rope is now the smallest size that is figured at base price. To prevent misunderstanding we illustrate the application of the new differentials as follows:—

Manila and Sisal Rope.

2 in. cir. ($\frac{5}{8}$ in. dia.) and larger, 3-strand, basis; 4-strand, 1c above basis.
Rope smaller than 2 in. cir. ($\frac{5}{8}$ in. dia.) down to and including $\frac{1}{4}$ in. cir. (7-16 in. dia.), 3-strand, $\frac{1}{2}$ c above basis; 4-strand, $\frac{1}{2}$ c above basis.

$\frac{3}{4}$ in. diam., 3-strand, 1c above basis; 4-strand, 2c above basis.

5-16 in. and $\frac{1}{4}$ in. dia., 3-strand, $\frac{1}{2}$ c above basis; 4-strand, $\frac{1}{2}$ c above basis.

3-16 in. dia., 3-strand, 2c above basis; 4-strand, 3c above basis.

Bolt Rope (3 or 4-strand).

2 in. cir. ($\frac{5}{8}$ in. dia.) and larger, 3c above basis.

Rope smaller than 2 in. cir. ($\frac{5}{8}$ in. dia.) down to and including $\frac{1}{4}$ in. cir. (7-16 in. dia.), $\frac{3}{4}$ c above basis.

$\frac{3}{4}$ in. dia., 4c above basis.

5-16 in. and $\frac{1}{4}$ in. dia., $\frac{1}{2}$ c above basis.

3-16 in. dia., 5c above basis.

Pure Manila is still quoted at 17c base, British Manila at 13c base, and sisal at 12c base. Bender twine is still being quoted at the same prices as published in the last issue of Hardware and Metal.

Jobbers have advanced some lines of the Stanley Works products, such as

corrugated hinges, butts, etc., from 5 to $7\frac{1}{2}$ per cent.

Wringers Are Less.

A new list has also been issued on clothes wringers. There has been a revision in prices in a downward direction, particularly in the higher grades, but only very slightly in the standard and lower grades. The discount is still 20 per cent.

A large number of shipments of spring goods are now being made, such as garden tools, wire, cloth, poultry netting, etc. Booking has been very heavy, and jobbers are very optimistic regarding the outlook for spring business. Lawn mowers, ice cream freezers, refrigerators, hammocks, etc., are now on display in the wholesale sample rooms. Prices on all lines are firm.

WINNIPEG.

Winnipeg, March 12.—There is a fair movement in hardware, but not up to expectations of a month ago. Tight money is no doubt largely responsible for this and it is feared that the building programmes in the West will not be as extensive as originally planned. Collections are slow, but wheat is moving freely and an improvement may be looked for.

There are a few changes in prices to be noted, the discount on poultry netting has been reduced from 55 to $52\frac{1}{2}$ per cent. There is an advance in black sheet iron 10 gauge is 15 cents and 12 gauge 20 cents higher. Advances in galvanized iron were noted last week.

Indications are the binder twine prices will be from 3 to 4 cents per lb. higher than last year.



REMARKS OF THE JUNIOR CLERK.

Don't flog the busy little bee when he is going straight ahead.

There's one thing that may be said of a lazy man; he never meets trouble half way.

Sometimes the early bird has a long wait before breakfast is served in the dining car.

The man with only one idea is generally a one-horse man, and his store will be a one-horse store.

Don't be too anxious. The customer can see when the clerk is over-desirous of making a sale and becomes suspicious.

Watch the new customers and cultivate their acquaintance for they sometimes turn out to be the best customers.

Weekly Market Reports---Stoves

A GOOD TONE NOTED.

Although there is not a great deal of shipping being done, dealers are beginning to book satisfactorily. Reports indicate that conditions are sound, and the manufacturers are counting on a heavy year in all lines.

Reports are to the effect that collections have shown some improvement in most sections.

MONTREAL.

Montreal, March 12.—There is a brighter tone to the stove market this week owing to the better trading. More inquiries are being received for heavy ranges, although few orders have been booked as yet. Several calls for tenders on large orders have been asked for during the week, which speaks well for future business.

Collections are reported to be improving, and, generally speaking, the stove trade has a more optimistic view of things this week.

Gas Stoves.—There is an excellent demand for this class of stoves, and shipping on booked orders has begun. Some manufacturers state that they are several weeks behind in their orders for these stoves. The demand for gas stoves is beginning earlier this year than in previous years. Dealers are looking for a big business this year, and indications at present seem to point to this being the banner year in the gas stove business. Few gas plates are being sold, and the demand is mostly for a medium-priced stove.

Ranges.—Inquiries for heavy ranges are coming in quite freely this week, while several tenders for large orders have been called for. The outlook for this season's business is very good, and manufacturers are preparing for a busy season. The volume of booking for future is not very heavy, but is better than was expected at the beginning of the year.

Radiators.—Trading in these is rather quiet this week, but with the great building activity a good year's business is assured. The factories are running at full capacity, and in some instances are still behind in their orders. It looks like another shortage in radiators this year.

Oil Stoves.—There is a good call for oil stoves, and shipments are being made on booked orders. Some manufacturers are several weeks behind in their orders for these stoves, as the demand is greater than was anticipated

and developed about two months earlier than usual.

Enamelware.—There is good trading in enamelware, and many large orders have been received. Dealers are stocking up for the spring trade. Refrigerators and ice cream freezers are in good demand this week.

Tinware.—There is a steady call for tinware, and large quantities are being shipped at present.

TORONTO.

Toronto, March 13.—Business in the stove line has not changed to any extent during the past week. A few furnaces and ranges have been shipped during the week, but the numbers have been limited. This condition of affairs is naturally expected at this season of the year. The advent of spring will greatly increase the sale of gas ranges, gas plates, etc.

A few of these lines are moving at present, but only in small numbers. Several shipments of coal oil cooking stoves, gasoline stoves and ovens have been made to dealers, who prefer to get their stock in early.

The large amount of building that has been carried on in Toronto has caused an unprecedented demand for radiators for this season of the year. There has been a scarcity up to the present time, but manufacturers are now able to cope with the demand. As a general rule the manufacturers have a large stock of radiators at this season of the year for future delivery. At the present time conditions are the reverse, and stocks of radiators are depleted. The continued heavy demand may cause a further shortage during the fall.

There is a good demand for enamelware and tinware at the present time. Japanned wares are also very much in demand.

Manufacturers are showing in their sample rooms spring and summer goods, such as refrigerators, sprinklers, ice cream freezers, gas plates, ovens, etc. There is a fairly good demand for aluminum ware, and the demand appears to be on the increase.

Conditions Are Sound.

Collections are rather slow in some sections, but conditions are sound.

Sheet copper, tinned on one side, has declined 1c per lb. in price, and is now quoted at 26c for 16 oz. and 27c for 14 oz. Prospects for future business are exceptionally bright, and furnace and stove dealers are looking forward to a large volume of business.

WINNIPEG.

Winnipeg, March 12.—There is very little doing in ranges at present, probably due to retailers having stocked up more heavily last fall than the exceptionally mild winter enabled them to dispose of. In other lines, enamelware and stove furniture trade has been quite satisfactory, and there is a growing demand for aluminum ware.

Stove men expect a brisk movement in oil stoves as soon as summer sets in. Light quick cooking apparatus is becoming very popular in all towns and villages where gas is not available and any prejudice that has existed as to safety in these lines is being rapidly dissipated.

As in all branches of business tight money is telling on business prospects. It is hoped that present conditions are only temporary.

Catalogues

and

Booklets

National Shears.

The National Cutlery Co., of Philadelphia, Pa., have issued an illustrated catalogue showing their full line of shears. The catalogue is very complete and shows a large range of shears of every description, full information regarding the goods and list prices are given.

Lawn Swings.

The Stratford Manufacturing Co., Stratford, Ont., have issued Catalogue No. 4, consisting of 48 pages in which they illustrate and describe their line of gliding settees, lawn swings, garden seats, extension and step ladders, clothes driers, ironing boards, sleeve and bake boards, camp stools and chairs, verandah furniture, folding tables and many other lines of woodenware. Half-tone illustrations of their many lines are shown, together with descriptions and dimensions of the various articles.



CHANGE IN HOWLAND STAFF.

Thos. Wright, of the city traveling staff of H. S. Howland, Sons & Co. staff, has resigned. His place will be filled by W. B. Baden, formerly of the Rice Lewis Co. staff.

Methods of Retailing Paints and Varnishes

Growing Recognition of Mixed Paints

Address Before the Master Painters of Western Canada in
Which the Painters are Urged to Consider the Question of the
Merits of Ready Mixed Paint From an Impartial Basis.

The following address was delivered before the Master House Painters and Decorators of Western Canada at their annual Convention held at Winnipeg, by W. S. Cumming:—

Mr. President and Gentlemen:—

The subject which we are now to discuss is one that should arouse the interest and rivet the attention of every Master House Painter and Decorator, because, around it centre problems affecting, not only the financial side of the business, but also the all-round uplifting of the craft that stands for the most necessary form of art in any community.

It would be a comparatively easy matter, gentlemen, to write up a paper eulogizing Ready Mixed Paints and read it before an association of manufacturers of this product. The paper would meet with instant approval. It might, on the other hand, be just as simple a matter to get up a dissertation on the faults or defects of Ready Mixed Paints, and such a paper would only have to be read before a gathering of Practical Painters in order to meet with unanimous praise.

In the paper which I am now to place before you, I have neither allied myself with the manufacturer, who triumphantly proclaims that his particular brand of paint is the one and only panacea for all paint problems, nor with the practical man, whose pet aversion is Ready Mixed Paint, and who is ever ready, at all times and in all places to give this particular commodity as hard a knock as he possibly can. Instead, I have endeavored to look at the problem from a perfectly impartial standpoint and tried to glean from the solution as much satisfaction as possible for the fellow members of my craft. In doing so, I have refrained from going into the technical side of the question, as this phase of the subject has been dealt with at more than one convention within recent years.

It is to the evolutionary and economic aspects of the situation that I turned my attention because it is my firm belief that a few valuable lessons may be learned from such a study—lessons which we may be able to apply, both as individuals and as an organization.

There cannot be any doubt but that a great deal of prejudice has existed in the past, and still exists, against ready mixed paints. Part of this prejudice may be traced to the fact that when the manufacture of this commodity was in its infancy, sixty or seventy years ago, material was dumped on the market which, to say the least of it, did not deserve the name of paint. There was at that time no definite attempt to manufacture for the practical painter, and the chemical laboratories and practical testing departments which we have with us to-day, were then practically unknown. It will also be admitted, I think, that a large portion of the prejudice existing against this commodity is of the kind which anything new, or in the shape of an innovation meets with—needless to say, without any valid reason.

Looking at the matter, dispassionately, however, it will be seen that the manufacture and sale of ready mixed paint has made vast strides during the last few years. And this growth is manifested, not only in regard to quantity but also, and fortunately, to quality.

There is one important factor which we cannot afford to overlook in this connection and that is the dominating influence of supply and demand in helping or rather forcing a general rise in the standard of quality.

Wherever, you find the need for any particular commodity evidenced, there you will invariably find a ready supply to meet the demand. And, just as surely as that demand is there along with the supply to meet it, so you will find that in fair proportion to the **Insistent Demand** for a better product the quality of that particular product will rise also.

This is no flexible rule or generalization, as we all know, but the working out of one of the immutable laws of economics—laws over which we have no control. If one manufacturer is **too apathetic** in the matter of improving his product in conformation to the demand, those very laws of competition will force another, or perhaps a group into the industrial arena with the class of goods demanded. That there has been such a demand both on the part

of practical painters and the general paint consuming public, cannot be gainsaid, and I think we will all agree that the products in all lines of ready mixed paints, stains, and kindred commodities are now immeasurably superior to the same class of products say ten or fifteen years ago—superior in every respect.

Let us now consider, in as broad a manner as possible, one or two of the vast influences that are working and helping to popularize ready mixed paints with the practical painter, as well as with the general public.

From the men who have made life studies in the field of economics we learn, and in fact can readily see for ourselves, when the matter is pointed out to us, that **The Basis Upon Which All Exchange Values Are Reckoned Can Only be Computed or Equated in Labor Time**, and that, in the final analysis, the value of a commodity must be determined by the amount of labor time embodied in its production.

Mark you, this does not by any means imply that the longer the individual labor time involved, the greater will be the exchange value of the commodity in which the labor has been sunk. That **would** be a chance for the lazy individual. The actual basis upon which the computation will be made is the amount of time that is **socially** necessary, or, the average time spent in one community over the production of the same class of work and under given circumstances.

Let us see then if we can apply this lesson which the law of value teaches to an analysis of conditions existing within the circle of our own particular craft.

Examine for a moment the claim made by the manufacturer that a saving in labor is effected in the mixing of materials by the practical men who adopt ready mixed paints. If this claim can be substantiated it must of necessity receive our deepest and most serious consideration, for the point involved is of far more importance or consequence than any argument in reference to price of materials. I think you will grant that the price of materials, in relation to the cost of application, is a matter of secondary consideration.

Although it is not my intention to depart from my original desire to refrain from touching on technical differences, let us pause for a moment to try and establish the validity, or otherwise, of the manufacturers plea.

If we take 100 lbs. of white lead and mix it to a fair working consistency, a yield will be obtained at a cost per gallon approximately so close to the average price of ready mixed paints that any difference could not be reckoned as an important factor in a consideration of the merits or de-merits of either commodity. Much will depend on the white lead whether the price of the hand mixed product soars away above the price of ready mixed paint or fluctuates around the same point. Sometimes your white lead will take up four gallons of oil, which will give a yield that will compare favorably with the price per gallon of ready mixed paint. On the other hand, the quality, or it might be the age of your lead, will allow only three and a half, and sometimes as low as three gallons to be employed, in which case the yield would be comparatively low.

But apart from a consideration of the price of raw materials, there is still the question of the cost of labor time spent in mixing the lead and oil. To each hundred lbs. of lead and oil must be added the cost of expending at least one hour's labor time and if any degree of thoroughness is to be observed, the time will more likely run to an hour and a half. Should the paint have to be strained—a paint bench operation that seems to run the danger of falling into complete disuse—the time would run well into two hours.

This cost must, of course, be set against the price of materials and not, as often erroneously supposed, against the cost of application. Some of you may be inclined to think that this is making a distinction without a difference, but I can assure you, gentlemen, that there is a very real difference and, as it is fundamental, I must insist upon putting it forward. All of which, of course, places the relative prices of the two commodities on a different basis and lends strength to the manufacturers argument.

The argument would not, of itself, carry much weight, provided the ready mixed article was not being used by a certain number of practical painters competing for contracts on the open market. In such a case, all estimates would be made up on the same basis and the painter or decorator would not necessarily have to worry about the cost of time for mixing; but we know, gentlemen, that the use of ready mixed paints, amongst practical painters, is on the increase and they are slowly, but nevertheless, surely gaining a hold in the favor of craftsmen all over the American Continent.

Right here is where the man who mixes his own materials tries to evade or ignore the law of value—which cannot

be successfully evaded and will not be ignored. He ignores the fact that the labor time necessary to mix up a given quantity of paint by hand IS NO LONGER A SOCIAL NECESSITY, and as a consequence, is liable to be discounted on the open market. He, therefore, places himself at a disadvantage with his competitors, who have cut out this unnecessary expenditure of labor and fixes his estimates accordingly.

TIME IS VALUE AND THE UNIVERSAL EQUIVALENT OF VALUE IS MONEY, a fact which none of us can very well afford to overlook.

Evolutionary Processes and Tradition.

The whole trend of the evolution of every branch of industry clearly illustrates the principles upon which are based the conservation of human energy and the elimination of unnecessary movements, and there is ample proof afforded to those who look around them that this evolutionary process is working along similar lines in the Painting and Decorating trade.

Changing economic conditions give rise to new concepts or ideas, which, in their turn, exercise a vast influence on the existing mode or methods of production. In this connection, it is sometimes a hard matter to break from established rule, methods, or tradition, but where Efficiency and Expediency rank as the Prime Factors tradition must be thrust aside and the ground cleared for action more suited to the needs and requirements of advancing time.

We have been so long accustomed to mixing our lead and oil in the old fashioned way that we are liable to reject new and sound methods and principles when they come to our notice, not, mind you, because we have reasoned the matter out, but simply because of a sort of suspicion inherent in our natures that nothing can beat the old order of things.

Gentlemen, I submit that such an attitude is dangerous to the individual and inimical to the best interests of our organization as a whole. Events in the paint world during the past few years, have demonstrated to a great extent the idea that white lead itself is not indispensable. Millions of gallons of flat wall material are being turned out from the factories and used by practical painters all over the civilized world — products in which there is not an ounce of white lead. Our forefathers who flattered the dining and drawing room walls of mansion, palace or cottage in the old land a hundred years ago, might have scoffed at the bare idea of such a replacing or substitution for white lead, but scoffing, in itself, does not help us nor does it prove anything.

Looking at the subject from the manufacturers standpoint, there is every rea-

son for believing that the future of ready mixed paints hold vast responsibilities for the practical painter, not only in regard to an elevation of the general standard of beauty in the products, but also in their covering capacity, protective power and all-round utility.

With a host of specially trained chemists and practical men working incessantly, patiently, yet eagerly in this field, and with a public clamoring for more and better products, every manufacturer is striving to improve upon old standards and give to the world something that will serve the purpose of old products and at the same time more closely conform to new conditions in distribution and application.

Co-operative Effort.

The main question, gentlemen, is not one of technical differences, which may have existed in the past; rather I should say would it be more to the purpose of this or any similar organization to work hand in hand with the manufacturer and share or help in the work of improving in all-round manner the various products now coming into fairly general use amongst members of our craft.

The manufacturers, I believe, are looking to the trade to help them out in a great many respects and there are not a few ways and means which an association of this character and scope could devise in an endeavor to extend that help.

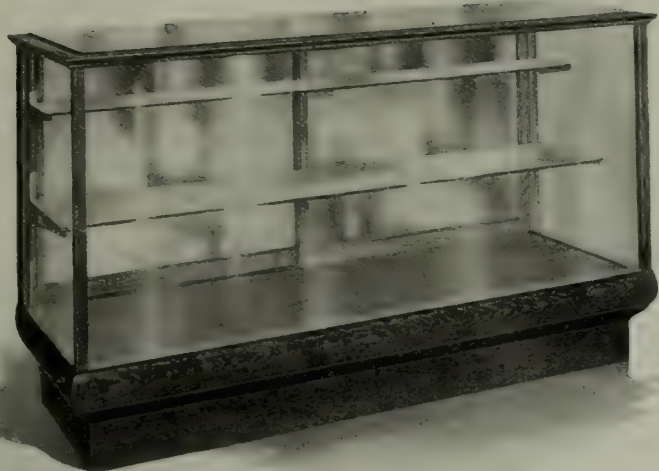
If we can, along such lines as these, show that we are in real earnest in our endeavors to gather material through which to reach sound conclusions, coupled with a strong insistence in our demand for better products, then I am confident that the manufacturers will strive their utmost to fill our needs and requirements to as great an extent as lies in their power.

Mr. President and Gentlemen, in conclusion, I would like to impress upon this or any similar organization the necessity for active and intelligent co-operation between master painter and manufacturer.

The opportunities and possibilities opened up by this subject are too vast and numerous to be reviewed or dealt with effectively, in a short paper, such as this must necessarily be, but I trust that you will make a study of the subject for yourselves and without fear or prejudice reach conclusions that will help every one of you as individuals and the painting and decorating trade as a whole.



Toronto, Ont.—Edward Gurney and E. Holt Gurney, of the Gurney Foundry Co., are business visitors in Boston this week.



Give Your Goods a Chance

to sell themselves by displaying them to the best advantage. No matter how large or how small your floor space is, we can supply you with attractive show cases which will show your goods most advantageously, be an ornament to your store, and protect the goods. We carry a very large stock of show cases in a wide range of styles and our factories are equipped to turn out special designs if you require them. We will be glad to send you our new Show Case Catalogue and any information you may wish about our facilities for supplying you with store equipment of all kinds.

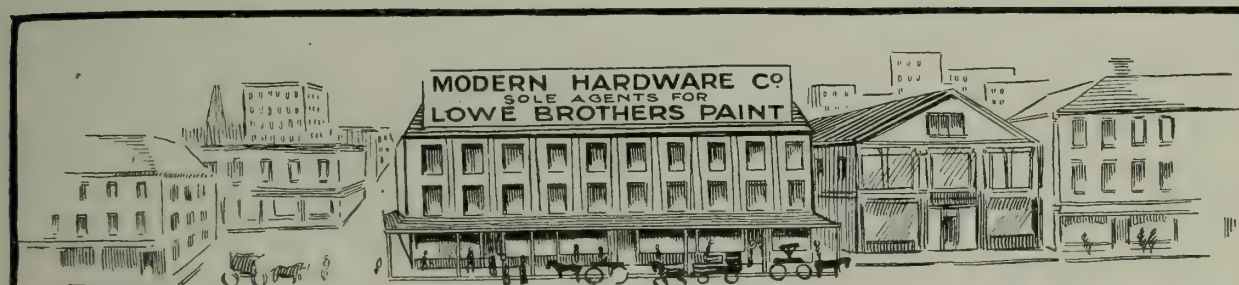
The Winnipeg Paint & Glass Company, Ltd.

"Everything for a Building."

Calgary Paint & Glass Co., Ltd.
Calgary

WINNIPEG

Edmonton Paint & Glass Co., Ltd.
Edmonton



The Road to Big Business is Marked by High Standard Products

Get away from the mob of little men and come on up. There is nothing but room ahead. If you are sure nothing can stop you on the road to big business,—nothing can stop you.

We don't want to help you because assistance doesn't aid. Props merely show inability to stand alone.

You can do without us, and we can do without you. But together we can do bigger things than either of us alone. We do not slap you on the shoulder and try to make you think we are going to make you rich. But, we put our shoulder to the wheel and help drive business toward a bigger and better future.

We cannot do business through the pages of this magazine. And it is pretty hard to get acquainted by letter. But we have a man near you and if you say the word, he will be with you. Please give us this chance to show you how the road to big business is marked by High Standard Products. Write to-day.



Johnson Paint
& Varnish Co.
Limited
Vancouver, B.C.

Low Brothers
Limited, - TORONTO

Lyon-Monkhouse
Limited
Winnipeg, Man.

Weekly Market Report -- Paints

PAINT NOTES.

The demand for paint is extremely heavy and the prospects all point to a big spring season.

Prices have remained steady in most lines. Easiness is noted in turpentine at Montreal. Benzine is reported to have advanced at Toronto.

MONTREAL.

Montreal, March 11.—Business in all paint lines is quite heavy this week and the spring business is on in earnest. The weather is favorable to spring buying and the open winter has had the tendency to stimulate early buying. Shipments are being made on booked orders and the demand is away ahead of last year. Prices are steady at last week's quotations with few changes anticipated.

Linseed Oil.—There is no change in the linseed market and prices are firm at 57c for raw and 60c for boiled. The demand is very good but there is a little trouble with orders which were booked when the market was lower.

Turpentine.—Turpentine is easier this week, due to the fact that Savannah markets are declining. Although the local prices have not been revised there is every likelihood that they will be affected by the decline sufficiently to cause them to decline in sympathy. Quotations vary on local markets ranging from 62c to 60c, but the majority of dealers quote 60c.

Glass.—There is a heavy demand for glass and prices are very firm. The import prices are firming up under the heavy demand. The anticipated advance in spot stocks has not been announced yet, but it will most likely go into effect as soon as the new stocks arrive.

Putty.—There is no change in the putty situation. Prices have not varied and the demand is very good for this time of the year. The outlook for the year's business is very pleasing for with the big demand for glass there is sure to be a correspondingly heavy demand for putty.

Mixed Paints.—The demand for mixed paints is heavy being much heavier than for the same period last year. Flat wall finishes are in specially good demand with the call for this line away ahead of previous years. A banner year in mixed paints is looked for by the manufacturers and the way trade is coming in at present this seems like an assured fact.

White Lead.—There is nothing of importance to report on white lead this week, other than that prices remain the same as last week. There is a steady demand for lead.

Oils.—There is no change in the prices of oils this week.

TORONTO.

Toronto, March 12.—There is little change in the paint situation in Toronto. Prices are firm on all lines, with the exception of turpentine, which has gone back to the former price of 64c per gallon. The price of turpentine is lower than usual for this season of the year. The supply in Toronto is limited, and several agents have orders booked ahead.

Whiting is also very scarce. Linseed oil is still quoted at 58c for raw and 61c for boiled, with the usual quantity reductions. It is expected that there will be the usual scarcity of oil next month. This is caused by the largely increased consumption of oil on account of the painting that is commenced with the advent of spring. No English oil is being imported on account of the price being much higher than the prices which exist in Canada at the present time. No change is reported in white lead, and the price for the present is firm. There will soon be a large increase in the consumption of white lead on account of the approaching spring. Glass prices are firm, and the demand is normal. No change has taken place in the price of putty, and there is the usual demand for this season of the year.

Ready Mixed Paints.—Shipping of spring orders continues. Shipments are very large, and a record-breaking paint season is expected. No change in price has occurred, and prices appear to be firm. There is a good demand for varnishes, and a large amount of interior work is being done at the present time. Flat wall finishes are also being sold in large quantities.

Benzine.—Another advance has taken place in the price of benzine. The ruling price is now 24½c, which is an advance of 1c per gallon. Gasoline is still quoted at 25½c per gallon.

Kalsomines.—There is a good demand for kalsomines and decorators' supplies. Jobbers and retailers report business as being exceptionally brisk in these lines for this season of the year. Manufacturers of paint and kalsomine brushes report that spring orders have been heavy in these lines.

WINNIPEG.

Winnipeg, March 12.—Fine weather has brought on the annual civic clean up a little earlier than usual and a continuance of it would stimulate a spring cleaning movement in all households. It would be good policy for all retailers to feature renovating specialties at this time.

Linseed oil and turpentine are steady. There has been no change in these commodities for some time.

Glass is also steady and there is little activity in this line at present.



The writer was told of a little incident a short time ago that might apply to the leak department in the hardware store. A professional man in a certain town takes a great amount of pleasure in working around a motor boat and an automobile which he possess. He is continually buying tools and spent a considerable amount of money with a local dealer. He wished to secure a certain kind of vise which he thought would be useful to him and he proceeded to the hardware store where he usually purchased his goods. The clerk informed him that they did not have a vise of that description in stock and that he did not know who would have them. The customer then proceeded to the opposition store and found that they did not carry that style in stock, but he was asked by the salesman to wait a moment and he would look up a catalogue. In a few minutes the salesman returned with a large hardware catalogue and after showing the illustration of the vise to the customer, he quoted the price and received the order. He will no doubt receive the balance of the customers trade.

Occurrences of this description take place in hardware stores every day. Manufacturers and jobbers are always willing to supply catalogues and discount sheets, and it is an easy matter for the retailer to have a large fund of useful information at his command by keeping his catalogue department up-to-date. The store that does not try and sell goods to customers pass out if the goods they ask for are not in stock has a serious leak and one that should be promptly attended to.

FOR a busy man: A few *easily noted* facts which, we hope, will create a thirst for *more*.

White lead is paint's first factor.

Among white leads there is one with a record of marked *distinction*. Its name is Brandram's B.B. Genuine. It has set the world a quality standard for *more than a hundred years!*

Face these facts—

In the base of Brandram-Henderson "English" Paint, we actually use 70% of this splendid white lead. Think of that. 70% positively guaranteed. The reason? Simply because we corrode and grind Brandram's B.B. Genuine White Lead *ourselves*.

To 70% of Brandram's B.B. Genuine White Lead we add 30% pure white zinc.

So, you see, the enduring power of Brandram-Henderson "English" Paint is quite *evident*. Knowing what is *in* the paint, you know the results it *must* give your customers.

Is your mind open for *more* facts about paint and paint profits? Then please write now. Among other things, we will gladly explain to you the details of a *winning* advertising plan devised for your benefit.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11 00 11 00

BABBIT METAL

Canada Metal Company - Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.-Arctic Metal-XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.-Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs.	2 60	2 70
Heads, per 100 lbs.	2 85	2 95
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes		
" 2	8 65	8 70
" 2 1/2	11 00	11 00
" 3	12 60	12 70
" 3 1/2	15 75	15 80
" 4	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge..	0 27
Rods, base 1/4 to 1 inch, round..	0 23
Tubing, seamless base, per lb..	0 26
Tubing, iron pipe size, 1 inch base	0 26
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent. Standard Compression work, 60 p.c. High grade compression work, 60 p.c. Cushion work, 55 per cent. Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 2 and 2 basin cocks, 65, 5 p.c. Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c. J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c. J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves-Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.
Casting ingot	16 25
Cut lengths, round bars, 1/4 to 2 in.	27 90
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches	29 60
Copper sheet, tinned, 14 x 60, 14 oz.	30 00
Copper sheet, planished, 14 x 60, base	37 00
Brazier, in sheets, 6 x 4	29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 1.	22 50	
Canadian foundry, No. 2.	19 00	
Middleboro, No. 3 pig iron	21 00	22 00
Sumnerlee, No. 2 pig iron	24 00	24 50
Carron, soft	25 00	
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	24 00	25 00
Jarrow	25 00	
Glenbrook	26 00	
Radnor, charcoal iron	33 75	34 50
Ayresome, No. 3		25 00
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
(domestic)	2 30	2 25
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 15
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07 1/2	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird	0 15	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06 1/2	
Silver tool steel	0 12 1/2	
Cold Rolls		
9-16 to 11-16 inch	0 06	
1/2 to 1 7-16 inch	0 05 1/2	
1 7-16 to 3 inch	0 05	
Montreal, 3/4 and 1/2 Toronto, 3/4		

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 45
18 gauge	2 50	2 45
20 gauge	2 60	2 55
22 gauge	2 65	2 60
24 gauge	2 65	2 60
26 gauge	2 75	2 70
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15
Galvanized-Apollo D. Crown		
18x24x52	4 45	4 45
60	4 70	4 70
20x28x80	8 90	8 90
20x28x80	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 10
Less 10 p.c.	

GALVANIZED SHEETS.

	B.W. Queen's	Fleur-de-Lis	Gorbals	Best Best
16-20	3 70	3 35	3 70	3 70
22-24	3 75	3 40	3 75	3 75
26	4 20	3 80	4 20	4 20
28	4 45	4 15	4 45	4 45
Colborne Crown-3,65, 3,70, 3,75, 4,00.				
Less than case lots 10 cents per hd. extra.				
Apollo brand-				
24 gauge, American	3 75	3 70		
26 gauge, American	3 85	3 80		
28 gauge (26 English)	4 30	4 20		
10 1/2 oz., equal to 28				
English	4 50	4 40		

IRON PIPE.

	Black.	Galv.
1/4	2 04	2 86
1/2	2 72	3 57
3/4	3 16	4 31
1	4 54	6 19
1 1/4	6 19	8 44
1 1/2	7 48	10 13
2	9 90	13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers-45 and 15 p.c. Hot Water Radiators-42 and 15 p.c. Steam Radiators-44 and 15 p.c. Wall radiators-37 and 15 p.c. Specials-25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11 1/2	0 11 1/2
Light copper bottoms	0 10	0 10 1/2
Heavy red brass	0 10	0 10 1/2
Heavy yellow brass	0 08 1/2	0 08 1/2
Light brass	0 06 1/2	0 06 1/2
Tea lead	0 02 1/2	0 02 1/2
Heavy lead	0 02 1/2	0 02 1/2
Scrap zinc	0 04	0 04
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 50	6 00
Old rubbers	0 09 1/2	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail), pig, 110 lbs.	4 95	5 00
Imported pig, per 100 lbs.	4 95	5 00
Bar pig, per 100 lbs.	5 50	5 50
Sheets, 2 1/2 lb. sq. ft.	7 50	
Sheets, 3 lb. sq. ft.	6 75	
Sheets, 3 1/2 lb. sq. ft.	6 62 1/2	
Sheets, 4 to 6 lb. sq. ft.	6 50	
Cut sheets 1/4 per lb. extra.		
Cut sheets to size, 1/4 per lb. extra.		

LEAD PIPE.

Lead pipe, 7/8, 15 per cent. off. Lead waste pipe, 9c; 15 per cent. off. Traps and bends, 30 per cent.

SOLDER.

Bar, half-and-half, guaranteed 30 30 1/2 30 1/2 Wiping

SHEET ZINC.

5-wt. casks 8 25 8 00 Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 00 7 00

TIN AND TINPLATES.

Lamb and Flag and Straits-56 & 28-lb. ingots, 100 lbs. \$54 00 \$54 50 Redipped Charcoal Plates-Tinned

M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X, 14x20 base	9 50

Raven and Murex Grades-

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X, 14x20 base	7 00
I X X, 14x20 base	8 00

"Dominion Crown Best"-Double.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X, 14x20 base	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 55
I X, 14x20 base	5 55
I X, 14x20 base	6 55

Bright Cokes.

Bessemer Steel-	
I C, 14x20 base	4 50
20x28, double box	9 00

Charcoal Plates-Terne.

Dean or J. G. Grade-	
I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

Charcoal Tin Boiler Plates.

Cookley Grade-	
XX, 14x56, 50 sheet bxs.	7 50
XX, 14x60, 50 sheet bxs.	
XX, 14x65, 50 sheet bxs.	

Tinned Sheets.

72x30 up to 24 gauge, case	8 50
lots	8 00
72x30 up to 26 gauge, case	8 95
lots	8 50

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire. No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.65; No. 27, \$9; No. 28, \$9.30; No. 29, \$9.65; No. 30, \$10; No. 31, \$10.35; No. 32, \$10.70; No. 33, \$11; No. 34, \$11.35. Extras net. Tinned wire, No. 17-25 \$2; No. 26-31, \$4; No. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal-100 lbs. No. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.65; 10, \$2.50; 11, \$2.45; 12, \$2.40; 13, \$2.35; 14, \$2.30. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g. 60 p.c. off. Other sizes 80, and 5 p.c. off. Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.-Oiled wire 10c.

spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in cases or cases, 15c; bagging and papering, 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 42 1/2 Galvanized, plain twist 2 95 Car lots and less.

F.O.B. Montreal.

Galvanized, 1st grade, 6 strands, 34 wires, \$5; 1 inch, \$16.80. Black, 1st grade, 6 strands, 19 wires, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

ARE YOU INTERESTED

in Increasing the Business and Profits of
Your Paint Department?

THERE'S ONLY ONE SURE WAY

It's the

MINERVA Paint Agency

Write for details and the names of the "Minerva" Agents nearest you. Ask them!

PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

TORONTO

WINNIPEG

Established in England in 1834.

S-40

DO YOU HANDLE PAINT OILS?

Every dealer can increase his profits in this line if he gives attention to the methods of handling. Years ago our forefathers went to market with ox teams. Now they go in automobiles. What would you think of a man who used oxen for transportation in this day? Well, it's about as consistent as it is to handle paints and oils with funnels, measures, barrels and tin cans and expect to get full profits.

Why not step out of this old eighteenth century method and adopt the clean, profit-paying

BOWSER PAINT OIL SYSTEM

Hundreds of your progressive, enterprising business associates and competitors are using them to increase trade and profit. They will do the same for you.

If we could stack up the dollars you have lost under the old method—if we could show this waste in dollars and cents, it would require no argument to sell you a Bowser System. You would be astounded at the enormity of your own loss. Why will business men continue to sustain this loss when a Bowser System will not only stop it, but will pay its own cost with the saving it effects?

We want to explain in detail how and why this system is so vital to your paint department. Ask for our FREE Book No. 15. It will give you some pointers and the request will not obligate you in any way. Write to-day. Say, "Send me Book No. 15."

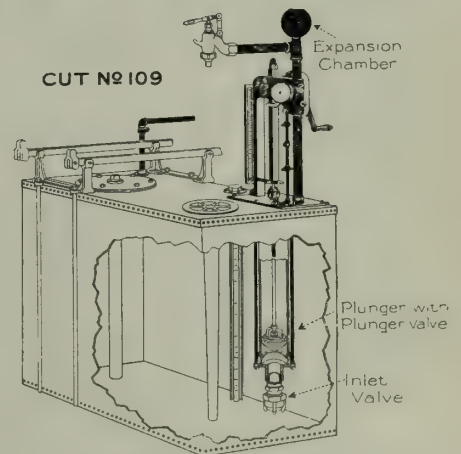


Illustration shows briefly interior construction. Note particularly how the fill, gauge and return tubes are below suction outlet, thus sealing them always in oil.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES: 32 Victoria St., S.W. London; 5 Rue Denis Poisson, Paris; Johannesburg, Porto Rico, Buenos Aires, Mexico City, Havana. Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	3 25
Jamison's Coor enamel	1 75
Sherwin-Williams kopal varnish	3 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	2 40
"Flint-Lac" coach	1 80
R.H. Ltd., "Gold Medal" cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 55
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pt., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Star	Double
Inches.	Diamond	Diamond
Under 26	4 25	6 25
26 to 40	4 65	6 75
41 to 60	5 10	7 50
61 to 80	5 55	8 50
81 to 100	6 00	9 50
101 to 120	6 25	11 00
121 to 140	7 00	12 50
141 to 160	7 50	15 00
161 to 180	8 50	17 50
181 to 200	9 50	20 50

Size United	Star	Double
Inches.	Diamond	Diamond
Under 26	3 10	5 00
26 to 40	3 60	5 45
41 to 60	4 00	6 25
61 to 80	4 25	6 75
81 to 100	4 50	7 25
101 to 120	5 00	7 75
121 to 140	5 50	8 50
141 to 160	6 50	10 00
161 to 180	7 50	11 00

White Lead Ground in Oil	Montreal	Toronto
Per 100 lbs.		
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorations, pure	8 25	8 25
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 65
Essex, Genuine (Windsor)	8 00	8 00
Island City Decorators	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead	8 40	8 40
Monarch (Windsor)	8 50	8 50
Munro's Select Flake White	8 50	8 50
Purity C.O. Co., Ltd.	8 15	8 15
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	8 45	8 45
Tiger Pure	8 25	8 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 8c per 100 lbs. extra.

White Zinc (Dry)	0 07%
Extra Red Seal, V.M.	0 07%
White Zinc in Oil	0 07%
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05%
Whiting	0 07
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

Adzes	12 50	14 00
Plain ship	18 00	22 00
Axles and Hatchets		
Single bit, per doz.	6 75	8 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boy" Axes	5 75	6 50
Lathing hatchets	4 75	10 00
Shingle hatchets	1 40	15 00
Claw hatchets	1 70	6 75
Barrell hatchets	1 50	6 85

Buckworth, per lb	0 10%
-------------------	-------

Ammunition	
"Dominion" Rim Fire Cartridges and C.R. caps, 50, 2 1/2 p.c.; 122 cartridge smokeless, 50, 5, 20 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bul. Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 25 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	
Augers and Bits	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10

Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5,	
Tobin Never Choke, 60 and 5,	
Barn Door Hangers, doz. pairs.	Special
Stearns wood track	9 00
Zenith	9 00
Atlas, steel covered	5 00
Perfect, No. 1	9 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and	
Twin Hangers, 6 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/2 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 00

Bells.	
Door bells, push and turn	
Cow bells, 55 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	
Bird Cages.	
Brass and Japanned Nuts, Per cent.	

Carriage Bolts, common, new.	
\$1 list.	
Carriage Bolts, 1/2 and smaller, 50 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(3 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Blanch Bolts	55 & 5
Bolt ends	57 1/2
Sleigh Shoe Bolts, 3/4 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 1/4c per lb. off	
Nuts, Hexagon, all sizes, 1/4c per lb. off	
Stove rods, per lb., 5/4c to 6c.	
Stove Bolts, 80	

Tarred Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 85
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 45
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	35 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 85
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 6s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Plated, bowler barf & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bricks, English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000 23 00	
English	17 00 21 00
"American, low.	23 00 25 00
"high.	27 50 35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr.	2 40 6 75
Chisel	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16,	
\$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16,	
\$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1,	
\$3.40.	

Stall fixtures, 35; trace chain 45; jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie out,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. To-	
ronto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 50
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25
Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Poundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 5c	
doz. more than list price.	
Canadian.	
Door Sets.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 20 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Revetroughs.	
8 inch, in 10 ft. lengths, per 100 ft 3 02	
10 " " " "	3 21
12 " " " "	3 85
15 " " " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 p.c.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15. Creamery trim-	
ming, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Esquier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65%
Delta Files	60
Nicholson	65%
Jowett's (English)	27 1/2
Spear & Jackson (English list) 35	
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbuds, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 25
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Timers setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 05
Sledge, Masons, 5 lbs. and over.	0 05
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/2-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in.,	
\$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly	
cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail,	
up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25
Heavy T and strap, 5-in., 100 lb.	

net	7 50	
Heavy T and strap, 4-in., 100 lb.		
net	6 75	
Heavy T and strap, 8-in., 100 lb.		
net	6 00	
Heavy T and strap, 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	3 00	
Crate hinges and back flaps, 45 and 5 p.c.		
Chest hinges and hinge hasps, 65 p.c.		
Hinges (Spring)		
Spring, per gross—No. 5, \$16.10; No. 10, \$19.50; No. 20, \$9.25; No. 50, \$20.50; No. 51, \$8.50; No. 120, \$15.50.		
Screen door sets—No. 2250, \$14.95; No. 2280, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.		
Chicago hold back screen door, iron, gro., \$12.		
Chicago spring hinges, 15 p.c.		
Triplex spring hinges, 40 p.c.		
Chicago surface door (6,000), 45 p.c.		
Garden City fire house hinges, 12 1/2 p.c.		
"Chief" floor hinge, 50 p.c.		
Hooks.		
Wrought iron hooks and staples—		
1/4 x 5, per gross	2 25	
5-16 x 5, per gross	3 40	
Bright wire screw eyes, 60 p.c.		
Bright steel gate hooks and staples.		
Iron screw hooks, 60 and 20 p.c.		
Iron gate hooks and eyes, 60 & 20 p.c.		
Crescent hat and coat wire, 60 p.c.		
Stove pipe eyes, kitchen and square hooks, 60 p.c.		
Horse Nails.		
M.R.M. cold forged process list, 10th January, 1912.		
Size	Length	Price per
Nos. 3	1 1/2-inch	25-lb. box
4	1 1/2-inch	\$4 10
5	1 15-16	3 75
6	2 1/4	3 50
7	2 5-16	3 10
8	2 1/2	2 90
9	2 11-16	2 75
10	3	2 60
11	3 1-16	2 50
12	3 1/4	2 45
Horseshoes.		
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, No. 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.		
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.00 per box. Put up in 25-lb. boxes.		
Horse Weights.		
Taylor-Forbes, special.		
Ice Cream Freezers.		
White Mountain, 50 per cent.		
Knives.		
Hay knives, net list.		
Claus, 50 and 25 per cent.		
Kitchen Enamelled Ware.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canadian Diamond, Premier, 50 and 10 per cent.		
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.		
Premier steel enamelware, 50 & 10 p.c.		
Star decorated steel and white, 33 1/2 per cent.		
Hollow ware, tinned steel, 45 per cent. off.		
Enamelled street signs, 50 per cent.		
Kitchen Sundries.		
Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40 0 75	
Mincing knives, per doz.	0 50 0 90	
Potato mashers, wire, per doz.	0 60 0 70	
Wood, per doz.	0 50 0 80	
Vegetable slicers, per doz.	1 25 1 35	
Universal meat chopper, No. 1	2 15 2 25	
Enterprise chopper, each	1 90 1 90	
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35 4 10	
" " " " 100 to 103	1 35 2 20	
Kitchen hooks, bright	0 80 0 90	
Toasters, 50 per cent.		
Fire shovels, 50		
Oil stoves and ovens, 50 and 10.		
Ladders.		
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.		
Extension ladders, 15c per foot up.		
Lanterns.		
Japanese ware, 45 per cent.		
No. 2 or 4 Plain Cold Blast, per doz.	7 00 7 00	
Short globe, doz.	7 00 7 00	
14-in. Tubular and Hinge Plain, per doz.	5 25 5 25	
Japanese, 50c per dozen extra.		
Prism globes, per dozen, \$1.20.		
Cold Blast Globes, 55c doz.		
Lamp work, 50 per cent.		
Lawn Hose.		
Competition grade lawn hose, 75 and 5.		
Lawn Mowers.		
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$6.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in., \$6.35; 4 knives, \$7.35; do., 4 knives, 13 in. steel, \$8.50; ball bearing, do. \$10. do., 5 knives, \$10.50; ball bearing, do. \$10. do. factory.		
Locks and Keys.		
Canadian.		

EVERY DEALER
SHOULD SELL

Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

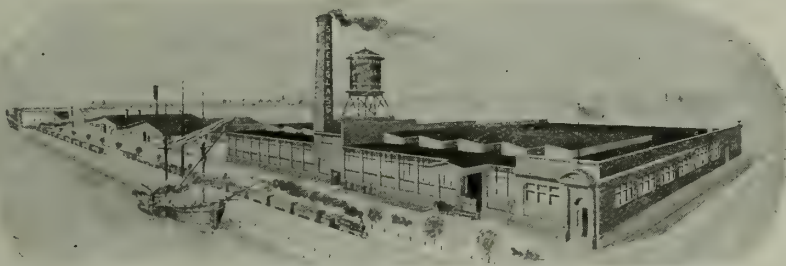
Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

If You Want to Give Your Customers Complete Satisfaction

Sell Them **"HEINISCH" SHEARS**



We also manufacture a full line of Trimmers, Tailors' Shears, Tinners' Snips, etc., which are strictly in a class by themselves.

Get them from your jobber.

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.



ROBERTSON SOCKET HEAD WOOD SCREWS
Will Give the Wood Worker the Best Satisfaction

**They Save
Time, Labor
and Material**

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE
The Ontario Metal Products Co., 102 Front Street East

Agents for Alberta
Tees & Persee of Alberta Ltd., Calgary, Alta.

HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Bell and heel calks	4 00
Mallets.	
Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Wire door mats, standard, 16x24, doz.	
	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$4 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers 15 1/2 per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	18 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.85.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Plumbers.	
per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Dividing oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 49 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singles" and "Alask." 42 1/2 per cent.	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	
Clay Picks.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 40
8 lb., doz.	5 00
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	13 20
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1/3 p.c.	
Edwards	16 00
Ropes and Twine.	
Sisal rope	0 11 1/4
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/4c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 12 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. pack-ages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned rivets, 45c extra, 45c per lb.	
Coppered Rivets, net extra, 25c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.		
Sectional, 1 lb. each, per 100 lbs.	2 20	
Sectional, 1/2 lb. each, per 100 lbs.	2 35	
Solid, 3 to 30 lbs.	1 63	
Sash Cord.		
No. 3, per lb.	0 30	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Diston's Hand, 10 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows. Doz.		
Common doors, 2 or 3 panel, wal-nut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10	
Beaver window screens, 14x18, open 28 1/2 inches	1 00	
Perfection window screens, 14x15, open 28 1/2 inches	1 80	
Model window screens, 14x22, open 36 1/4 inches	2 25	
Scales.		
Gurney Standard, 30 p.c.; Champion, 50 per cent.		
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.		
Fairbanks Standard, 39; Dominion, 60; Richelleu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws. Per cent.		
Wood F.H., bright and steel	85 10 7 1/4	
" R.H., bright	80 10 7 1/4	
" F.H., brass	75 10 7 1/4	
" R.H., brass	70 10 7 1/4	
" F.H., bronze	70 10 12 1/4	
" R.H., bronze	65 10 12 1/4	
Drive screws	85 10 12 1/4	
Set, case hardened	60	
Square cap	50 and 65	
Hexagon cap	45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros., No. 30, per doz.	16 80	
Scissors and Shears.		
Glauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Sermour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and Japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 35 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$5.25.		
Pucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
p.c.	p.c.	p.c.
Shovels	55 and 2 1/2	45
Draining tools	60	55
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels	60	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz. net	\$2 55	
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 5.		
Tinners' trimmings, 72 1/2 and 5.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000	7 50	
Eureka tinned steel, hooks, per 1,000	8 00	
Staples.		
Poultry netting, 100 lbs.	6 70	
Bed, 100 lbs., No. 14	6 75	
Blind, per lb.	0 12	
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1/3 p.c.		
Store Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths	7 82	
7 inch, per 100 lengths	8 18	
Nestable, 40 per cent.		
Stovepipe Elbows.		
5 and 6-inch common, per doz.	1 20	
7-inch, per doz.	1 35	
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock	13 75	
Stones—Oil and Scythe.		
Washita Oil, No. 1, 6 in., Dozen	5 10	
7 in., 8 in.	3 50 4 00	
No. 2, 6 in., 7 in., 8 in., 2.50 30	3 50	
Hindustan	per lb. 0 06 0 10	
" slip	0 18 0 20	
" Axe	" 0 16	
Deer Creek	" 0 10	
Deerlick	" 0 15	
" Axe	" 0 25	
Lily White, 6 in., 7 in., 8 in., doz.	6 00 6 60 7 60	
Arkansas	" 1 50	
Water-of-Ayr	" 0 10	
Scythe	per gross 3 50 5 00	

Tacks, Brads, Etc.	
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes jump, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; linings, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., doz.	1 95
" Steel, No. 1840, 50 ft., doz.	
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p.c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Howley & Norton, 40, 10 and 5 p.c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p.c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsall	82 50
New Century, Sylex A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.K.L.	121 60
Winnier, C. Cor. No. 2 & 3	85 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa E331	69 50
Favorite E31	64 00
Sunlight, 111	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffetrees.	
Tubular steel whiffetrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neekyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handies.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffsa.h	
Carriage neekyokes and whiffetrees, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	
WINNIPEG HARDWARE QUOTATIONS.	
Ax Handles—Ox, No. 1 octagon, s.g. hickory \$3.50; No. 1, 2, 40; 2, 1, 95; p.g. oak \$2.90.	
Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.	
Barb Wire—Lyman 4 pt., \$2.06 f.o.b. Fort William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Fort William, \$2.27 Winnipeg; Baker 2 pt., \$1.93 Fort William, \$2.25 Winnipeg; Augerkan 2 pt., \$1.94 Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.90 Fort William, \$2.18 Winnipeg; American special 2 pt., \$1.58 Fort	

William, \$1.81 Winnipeg; Plain twist, \$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spoils of 80 rods f.o.b.

Bolts—Carrage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 45 and under, 60 and 5; 7-16 and over, 60; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 50 1/2; 7-16 and up, 40 1/2c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 34c. Copper wire, 3-inch gage, 24c to 20-inch gage, 25c.

Crowbars—4 1/2c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Cleaves—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 60; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 18 gage, \$1.20; 18 gage, \$4.20; 20 gage, \$4.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 32, \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.85; 32, \$5.05.

Galvanized Ware—37 1/2 p.c.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Hornshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$9.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/2 inch, \$5.75; 1 3/4 inch, \$7.80; 2 inch, \$9.35; 2 1/2 inch, \$12.50; 2 3/4 inch, \$19.35; 3 inch, \$26.15; 4 inch, \$32.60; 4 1/2 inch, \$37.30; 5 inch, \$43.75; 6 inch, \$49.75; 6 1/2 inch, \$55.75.

Galvanized pipe—1/2 inch, \$3.20; 3/4 inch, \$3.50; 1 inch, \$4.30; 1 1/2 inch, \$5.75; 1 3/4 inch, \$10.25; 2 inch, \$12.25; 2 1/2 inch, \$16.40; 2 3/4 inch, \$26.15.

Logging Chain—1/4 in., \$9.00; 5-8 in., \$5.50; 1/2 in., \$5.75.

Ropes—Cotton, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 50 p.c.; flat head, 55 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorative pure, \$3.00; scarators' special, \$3.50 and in lot advance price 25 cents per cwt.; red lead, 2 1/2c; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3 1/2c; English purple oxide, in casks, 3 1/2c; less than barrel lots, 4c per lb.; Blue Sarsaparilla, 65.75.

Putty—Cask, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40.

Paris Green—21 1/2 cents per 112-lb.

One Sure Way To Increase Your Business

SELL

MOORE'S T-45

An all-around Interior Varnish.

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint

MOORE'S CONCRETE COATING

A Waterproof Coating for Cement,
Plaster and Bricks.

WRITE FOR
COLOR CARDS
AND PRICES

MOORE'S MURESCO

The Best Wall Finish.

MOORE'S SANIFLAT

A Washable, Non-Poisonous Flat
Oil Paint.

Benjamin Moore & Co., Limited
WEST TORONTO

CHICAGO

NEW YORK

CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :

FORD BITS STAND FOR QUALITY
Carefully Made, Carefully Inspected

FORD  FORD

It Makes Good Wherever Tried
FORD AUGER BIT CO., Holyoke, Mass.

When writing advertisers
kindly mention having seen
the advertisement in this paper

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Luminette

(Copyright)

The householder's "one
best bet," a perfect general
purpose varnish which
produces splendid results
in every house.

Exalite

(Copyright)

The Painter's delight. A
higher grade than Lumin-
ette, and a varnish which
rubs well or dries with a
superior gloss.

**Western
Varnishes**

**That Are Extremely Popular With
WESTERN People**

We are the only varnish manufacturers be-
tween Toronto and Victoria. Our agency
proposition means big money for the hard-
wareman. Be sure to write us about it
to-day.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta,

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FIRST-CLASS BUSINESS FOR SALE—hardware, wallpaper and tinsmithing, in the Village of Atwood, Perth County. Stock, fixtures and tools \$5,000.00, more or less. Reason for selling, ill-health. S. H. Mitchell, Atwood, Ont. (12)

JOHN T. WILSON, LIMITED, SHEET metal workers, giving up after forty years retail hardware trade. Residue of hardware stock for sale. Any reasonable offer accepted. If desired a lease of their present premises for a term of years could be obtained. 166 Queen St. W., Toronto. (11)

FOR SALE—AN UP-TO-DATE HARDWARE and furniture stock in Southern Alberta town of 3,000. Two new railroads coming in; stock on hand \$15,000, but can be reduced. All buy for right party. Box 769, Hardware & Metal, Toronto. (11)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—HARDWARE BUSINESS ON main line of C.N.R. in Saskatchewan. Stock \$2,500.00. Fixtures \$700.00. Buildings \$1,500.00. Turnover 1912, \$11,000.00. No opposition. H. Deacon, Invermay, Sask. (12)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE, TINSMITHING AND FLUMING business for sale—this business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 753, Hardware and Metal, Toronto. (11)

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

HARDWARE BUSINESS FOR SALE—THIS business shows a good yearly profit. Stock and fixtures about \$6,000. It is one of the best businesses and cleanest stock in Western Ontario. Reason for selling, other business requires my full attention. Particulars will interest any party who requires a money-making business. Can retain clerk, who will introduce purchaser. Box 758, Hardware and Metal, Toronto. (11)

HARDWARE STOCK AND TINSHOP TOOLS—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

FOR SALE—FIRST-CLASS HARDWARE. All stock in one of the best towns in Ontario. Stock and fixtures about \$8,000. Box 764, Hardware and Metal, Toronto. (11)

SALESMAN WANTED

WE ARE LOOKING FOR A YOUNG, HIGH-GRADUATE, energetic, traveller to sell Richards-Wilcox Door Hangers, Mounted Grindstones, and Hardware Specialties. This is an unusual opportunity and calls for a man of character, ability and experience. Write fully concerning experience and salary wanted. Richards-Wilcox Canadian Co., Ltd., London, Ont. (13)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MR. EMPLOYER WHO WANTS A STENO-grapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

A LIVE, COMPETENT HARDWARE SALESMAN at present employed in British Columbia wishes to make a change. Ability proved by trial. Address Box 771, Hardware & Metal, Toronto. (11)

HARDWARE CLERK, 12 YEARS' EXPERIENCE, desires position as traveller or position in retail store. Good references. Box 768, Hardware & Metal, Toronto. (11)

WINDOW DRESSER WITH SEVEN YEARS' experience would like to secure position in Oregon, California or British Columbia. At present in charge of 12 windows in large Western hardware. Excellent taste in designing backgrounds, etc. Original ideas. Speaks French and English. Box 763, Hardware & Metal, Toronto. (9)

SITUATIONS VACANT

WANTED AT ONCE—TWO HARDWARE salesman, with from three to four years' experience. Apply at once. The Purdom Hardware Co., London, Ont. (12)

WANTED—EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

EXPERIENCED WINDOW DRESSER—state age and salary wanted. Must be live man; 75 ft. of windows to look after. Latham's Hardware, Box 476, Moose Jaw, Canada. (11)

WANTED

WANTED—WOULD EXCHANGE A NUMBER of lots in the City of Calgary for hardware stock, and pay balance in cash. Box 771, Hardware and Metal, Toronto. (11tf)

WANTED—AT ONCE—WALL PAPER salesman with hardware experience. Apply, stating salary and experience, Box 757, Hardware and Metal, Toronto. (10)

WANTED—HARDWARE SALESMAN WITH one or two years' experience, for small Western town. State salary expected. Must be temperate. Box 766, Hardware and Metal, Toronto. (11)

WANTED—LIVE HARDWARE CLERK, three or four years' experience, western preferred. State age, salary wanted. References. Duties begin soon after Mar. 1st, as possible. Apply W. C. Auld, Youngstown, Alta. (10)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED AT ONCE—GOOD ALL ROUND Tinsmith. One who understands hot water and steam heating. Must be reliable and sober. Good place for right man. Hames Bros., Assinaboia, Sask. (11)

PARTNER WANTED

PARTNER WANTED—RARE CHANCE FOR good, live business man with five thousand dollars. Established manufacturing business (in Toronto), with patents. Splendid prospects. Box 761, Hardware & Metal, Toronto. (11)

WIRE DRAWING APPLIANCES

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to **JAMES PENDER and JOHN F. PENDER**, Patentees, St. John, N.B.

FOR SALE

FOR SALE—SECOND-HAND SET OF TIN-smiths' machines and tools, cheap. Only used a short time. Apply to The Wm. Beatty Co., Parry Sound. (13)

HARDWARE BUSINESS FOR SALE in Saskatchewan city of over 20,000 population. Everything in good condition; possession immediate. About \$8,000.00 cash takes this, balance on easy terms; prosperous business. J. H. C. Willoughby-Sumner Co., Saskatoon. (11)

FOR SALE—BUSINESS OR HALF INTER-est in plumbing and heating company in growing western Ontario city. Splendid opportunity for live man. Details on application. Apply Box 772, Hardware and Metal, Toronto. (13)

NOTICE TO MACHINISTS AND USERS OF TEXTILE MACHINERY.

The owners of Canadian Patent No. 117,217, granted March 16, 1909, to **FREDERICK CHRISTIAN SCHRODER and JORGEN SELDAL**, both of Copenhagen, Denmark, for improvements in Textile Gluing Machines, are willing to grant licenses for the use of such patented invention or otherwise supply same. Applications should be made to

OWEN N. EVANS, Solicitor of Patents, (11) 205 St. James St., MONTREAL.

JAMIESON'S

Floor Enamel

will please your most discriminating customers and make them "regulars."

Because it dries quickly, takes a high gloss, wears like iron and will stand repeated washings; Jamieson's Floor Enamel is an established leader in this line.

It's a splendid profit maker and easily sold
Comes in seven shades

R. C. Jamieson & Co.

MONTREAL Limited VANCOUVER
Established in 1858 Owing and Operating
P. D. Dods & Co. Limited

WRITE US ABOUT
THE AGENCY IN YOUR
TERRITORY



MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT.

LIMITED

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Wise vs. Unwise Economy

It was Emerson who said that a man pays dear for a small frugality. This is never so true as in a question of paint. Paint is an easy mark for the adulterator, but the handler of adulterated paints can't hold his trade. The fact that

Ramsay's Paints

have held their trade for over seventy years is proof positive of "The Right Paint to Paint Right." Be one of our enthusiastic Agents.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42.

WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

**The Chatham Malleable and Steel
Manufacturing Co.**

CHATHAM

ONTARIO



Good
Profits
Assured

Best Construction
Easiest Running
Fastest Cutting

These are Three of
the Reasons why You
should Boost

El Starr Grinders

The Adjustable Cut Gears take up wear and lost motion. Consequently they will last twice as long as any other make.

These Grinders are dustless and noiseless, and have small pinions of Hardened Steel. They have convenient Adjustable Rests, Guides, etc.—anyone can operate them successfully. All parts are interchangeable. The Grinding Wheels are the best made. We have fifteen different sizes and styles for all purposes.

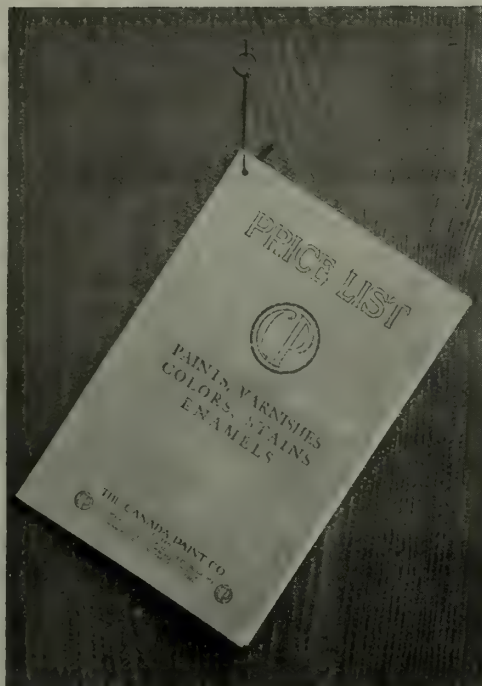
Our selling proposition will double your sales—ask us about it.

El Starr Mfg. Company

656-658 Third Street, MILWAUKEE, WIS.

Canadian Representative:

T. MORTIMER, Empire Bldg., Toronto, Can.



EVERY Hard-wareman should have this Catalogue and Price List on a handy nail in his office.

It lists and describes every kind of paint, varnish, color, stain, enamel, etc., for which there is a demand.

The quality of every product is the kind that will satisfy your customers.

The prices are moderate. They allow you to make good profits.

WRITE FOR CATALOGUE TO-DAY

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



YOU

should have a copy of our handsome New Catalogue for 1913.

REMEMBER

that we devote our whole time, attention and energy to the needs of

THE WEST

This catalogue is to be in the hands of all Western Dealers. If you have not received your copy send us a Post Card to-day.

Winnipeg Ceiling & Roofing Co.

P.O. Box 2186

Winnipeg, Man.

CALGARY

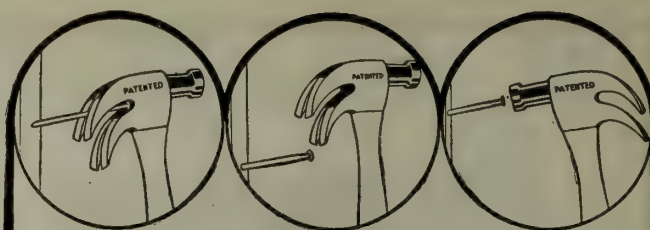
SASKATOON

Sheet Metal Mfg. Co., Ltd.

MacKenzie & Thayer, Ltd.

EDMONTON

Marshall *Well* Alberta Co., Ltd.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the nail out straight without a block



THIS MARK ON EVERY "SO-EASY-TO-FIX" RED JACKET PUMP

Red Jacket PUMPS

Made by the Red Jacket Manufacturing Co., Davenport, Ia. The pumps with the exclusive features.

"SO-EASY-TO-FIX" and SO-EASY-TO-WORK

Therefore So-Easy-To-Sell that Canadian dealers pronounce them the one best pump proposition.

Once in a well, there to stay and give the user absolute satisfaction. Any repair due to wear can be made without lifting pump from well, the only tool required being a monkey wrench.

Get a catalogue from

The Canadian Fairbanks-Morse Co., Ltd.

SASKATOON, SASK.—FOR SASKATOON

METALS, LTD., CALGARY, ALBERTA—FOR ALBERTA

IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.

The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

Stover Mfg. Co., 709 East Street, Freeport, Ill.



**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE PROTECTION OF PAINT

The dealer has a mighty strong argument for business who talks the value of paint as a protector. Paint protects against wear and decay.

MARTIN-SENOUR PAINT 100% PURE

saves the citizens of Canada thousands of dollars every year in the added life and usefulness it gives to all sorts of paintable property. Use this argument, Mr. Paint Dealer—sell MARTIN-SENOUR Paints and Varnishes then your profits will grow as your customers see the saving. Write today for our dealers' proposition.

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



DREADNAUGHTS



PAINTS & VARNISHES

Our M. L. Decorative
Aid Dept. helps
agents get new paint trade.

are not all in the
British Navy

A reliable satisfactory profit producing brand of paints and varnishes in the paint department has no terrors for the dealer.

Maple Leaf Paints.

**Maple Leaf Flat
Wall Colors.**

Maple Leaf Floglaze.

**Maple Leaf
Varnishes.**

are tried and true profit producers; regular victory winning dreadnaughts in a paint department because they are invincible in fighting their way into the confidence of the consumer.

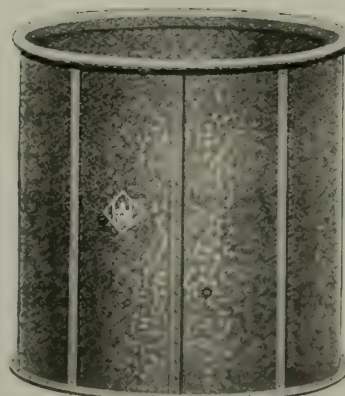
Write us to-day for our Maple Leaf Proposition. Let us put these dreadnaughts in your store.

**THE
IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
LIMITED
CANADA**

Nearly Every Farmer Needs STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

The Heller-Aller Co.
Windsor, Ontario

HARDWARE AND METAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

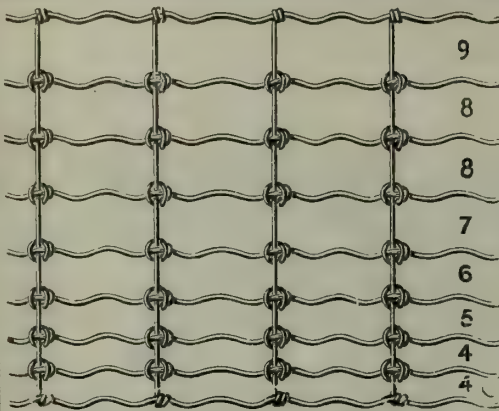
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

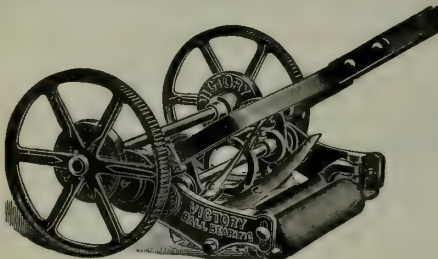
Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

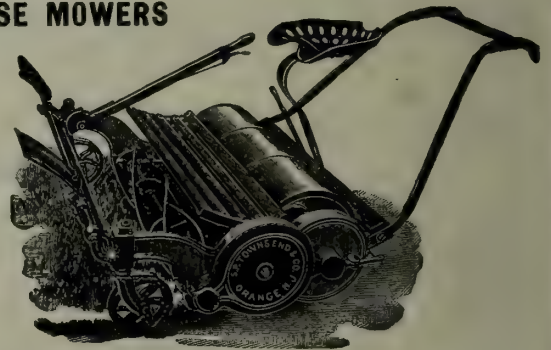
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Stanley Tools

With every assortment of "JERSEY" VISES, a stand similar to the
one shown in the illustration is furnished. They make a very attrac-
tive appearance and display the Vises in such a manner as to result
in increased sales.

Send for special Vice circular which contains complete description of all styles made.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



LOCKS & YALE LOCKS

YOUR trade is learning that the word "lock" alone is not safe enough in buying locks for their valuable possessions. They are learning that there are locks in which positive security has been carried to the superlative degree.

There is a Yale Lock for every purpose, from the smallest bureau drawer to the largest barn door—from the simplest padlock to the most complicated bank lock. In order that your trade may recognize these locks, we put the word "Yale" on each lock like this:



This word "Yale" on locks and hardware is fast becoming a mark by which people identify an enterprising hardware dealer.

Write us about our free advertising service for dealers.

Address Dealers' Advertising Service.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada; Locks,
Padlocks, Builders' Hardware, Door
Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.



The ever-popular Berry Wagon
is still a strong selling help.

MANY years have rolled by since our dealers received their first goods packed in the Wagon-style cases.

But it is just as effective as ever in helping win business for them.

Every case in which Berry Brothers' Varnishes are packed for shipment to dealers contains a complete outfit of axles, wheels, bolts, nuts and tongue by which the case can be quickly transformed into a substantial, attractive wagon for children.

Many dealers use this to their great advantage by enlisting the efforts of the children to help land business. Seen on the streets it is good advertising. It makes the children familiar with Berry Brothers' Varnishes. Many who were so educated years ago are now large users.

This is only one of the many big advantage enjoyed by Berry Brothers' dealers.

Our new selling-plan embraces many new ones. Write us to-day for particulars.

BERRY BROTHERS
The World's Largest Varnishes
WALKERVILLE, ONT



PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

QUICKLY ADJUSTED FOR ANY ANGLE. Some of the advantages over older models are:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.

Millers Falls Co.
28 Warren Street
New York



**Ensure Absolute Satisfaction
By Selling**

Peterboro Hardware

An Artistic Design for 1913

Made in Wrought Brass and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.




MENDETS
A PATENT PATCH
MEND ALL TEARS INSTANTLY IN
GRASS, WOOD, HOT WATER BAGS
NO HEAT, SOLDER, CEMENT OR FIBRE REQUIRED
10¢ AND 25¢ PER PACKAGE

Over 5,000,000 Mendets in use.
Order from your jobber or write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

**Good Pumps---
With Good Profits**

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

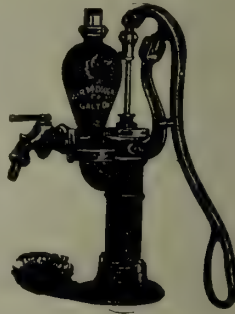
McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

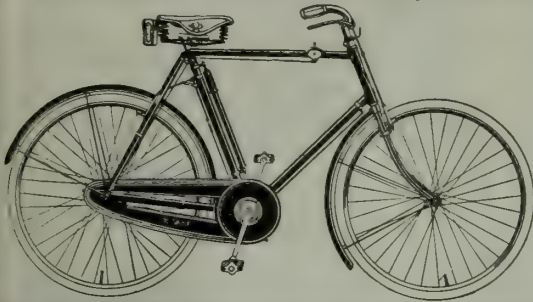
Write

The R. McDougall Co., Limited
GALT, CANADA



EXPERIENCE TELLS

that by Manufacturing on the CO-OPERATIVE SYSTEM it is possible to effect considerable savings in many directions, and YOU KNOW that Economy of Productive Cost is the Great Aim of the Up-to-date Manufacturer.



We are able to offer you unrivalled value in Bicycles

Our Trade is WORLD-WIDE and our Quality and Finish UNSURPASSED. IT WILL BE TO YOUR ADVANTAGE TO WRITE US TO-DAY!! Let us send you Our Price List and Special Quotations.]

The Co-Operative Cycle Co., DEPT. C.O.1. **Coventry, ENG.**

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

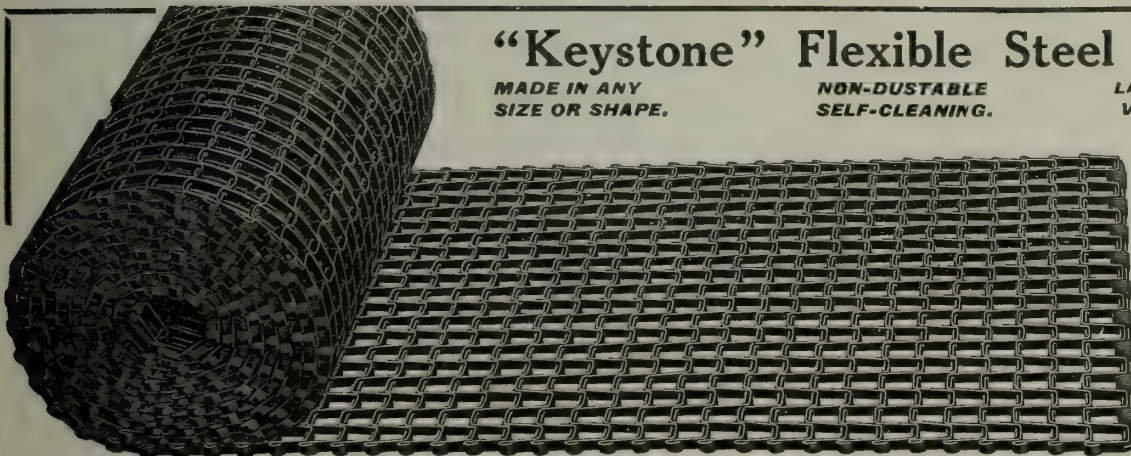
WINDSOR, ONT.

"Keystone" Flexible Steel Matting

MADE IN ANY
SIZE OR SHAPE.

NON-DUSTABLE
SELF-CLEANING.

LASTS A LIFE-TIME.
VERY PROFITABLE.



One continuous crimp — no short prices. The most durable mat on the market. Price assures quick turnover.

Drop us a card for particulars and prices.

Stock a trial order — the result will surprise you.

Sold by most jobbers.

**Kuhne-Anderton
Mfg. Co.**
PORT HOPE, ONT.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

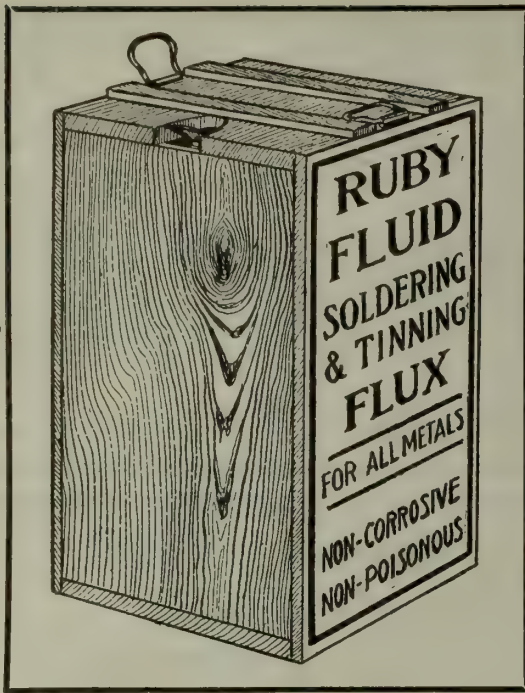
SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West **TORONTO**

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked."Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO



DISTINCTIVE HARDWARE

of special design gives individuality and carries the architect's motive into the finishing details. These are two of many special designs for particular patrons.

P. & F. CORBIN

Division

The American Hardware Corporation

NEW BRITAIN, CONN.

P. & F. Corbin P. & F. Corbin P. & F. Corbin Division
of Chicago of New York Philadelphia



**National Steel
Rim Locks**

**ASSURE GREATEST
SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

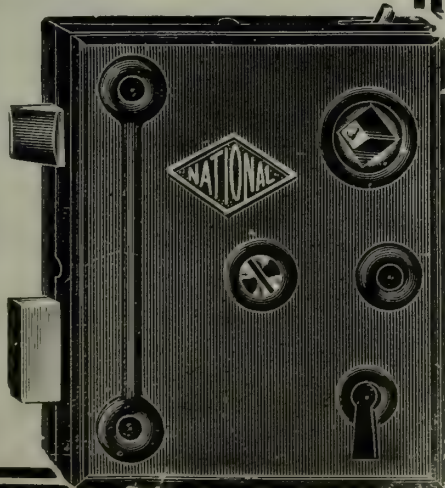
They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.
CANADA



Goodell-Pratt's

**New
Brand**



Number

**G-P
888**

**HACK SAW
BLADES**

Although these Blades have only been on the market a short time they have proven conclusively that they represent the most value for the money of any Blade on the market.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

LITHARGE

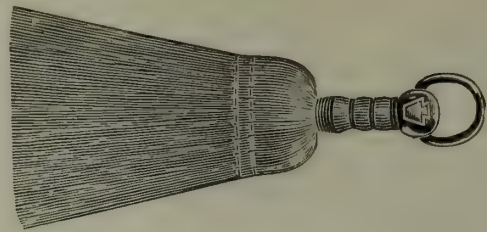
GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

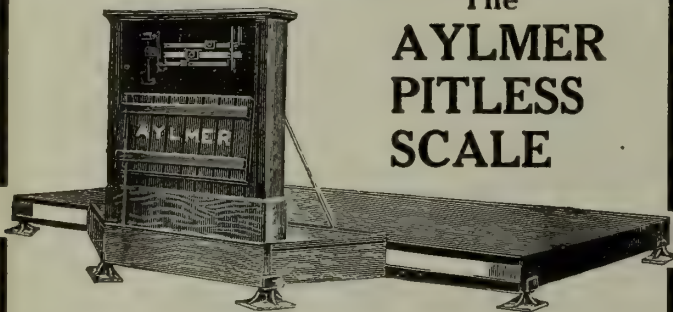


Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited
Aylmer - - - Ontario

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that Peerless goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. Peerless fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for Peerless will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

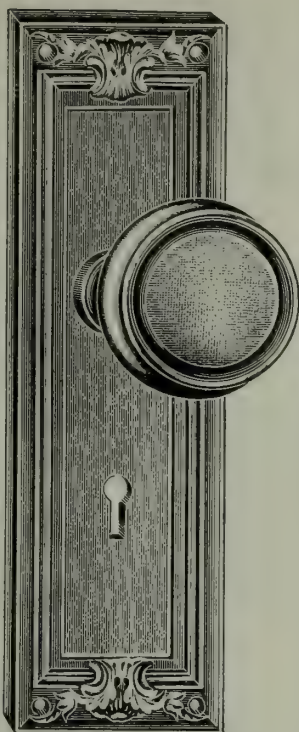
BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co. LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON CANADA

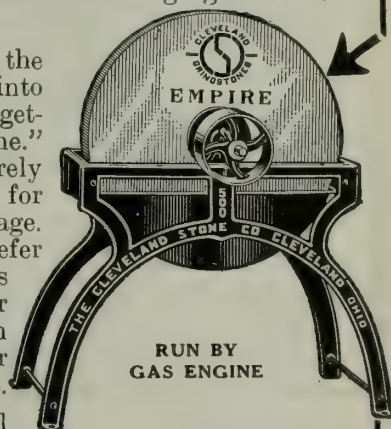
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



This is the Mark of Highest Known Quality in Grindstones

Every issue of the leading agricultural papers is making their farmer readers familiar with this new trade mark denoting grindstone supremacy.

Do not be misled by the term "Berea Grit" into thinking you are getting "Berea Stone." "Berea Grit" is merely a geological name for stone of a certain age. It does not even refer to grinding qualities for agricultural or general uses which constitute your grindstone market.



RUN BY GAS ENGINE

We own the original Berea quarry, the stone from which for 60 years has been the world's standard. You can get this quality only through us.

We are creating the demand and teaching the buyer to know what to ask for and to insist upon it. The trade mark on every Cleveland Grindstone tells its own story and is the buyer's guarantee of quality, the dealer's assurance of a satisfied customer.

Go after the grindstone business in dead earnest.

That means sell grindstones that will put keen edges on tools—that will satisfy your customers—sell Cleveland Grindstones and people will mark you as a quality merchant.

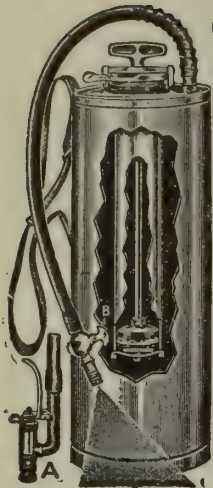
One really genuine article has often induced folks to patronize the same store to the extent of hundreds of dollars. Cleveland Grindstones are made in all sizes, for all purposes — power, hand and treadle. There is more profit handling

Cleveland Grindstones than any other kind. Let us prove our claims.

WRITE FOR CATALOGUE AND PRICES.

The CLEVELAND STONE CO.
CLEVELAND, OHIO





The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

CAVERS BROS.

MANUFACTURERS

GALT

ONT.



Step Ladders 4 to 12 Feet

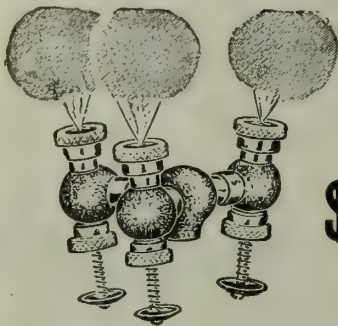
Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.
Limited

OTTERVILLE

ONT.



\$

When You Spell SPRAMOTORS

Start with the
Dollar Mark

There's money in Spramotors and Spramotor accessories for you. A definite statement that which you can easily prove true.

Take a pencil right now and mark down the needs of your best customers in the spring and the good old summer time. Figure out how many of them must use one or more spraying outfits. Then consider how much you sell them now and how much more you might sell them! Of course, there's money in Spramotor accessories. Stock them. They'll draw a paying trade and build up the reputation of your store.

N.B.—While you have that pencil handy drop us a card asking us to table the proofs. It's heads you win and tails we lose.

Spramotor Works

70 King Street, - London, Can.



ARCTIC METAL

For Cool Bearings

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER**

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S FAVOURITE CHURN

has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

DAVID MAXWELL & SONS, St. Mary's, Ont.



THIS
IS ONE
of the
many kinds
of Machines
I supply
for making
WIRE
ARTICLES



MACHINERY
DRAWING, NETT-
ING, CRIMPING,
CUTTING, WEAV-
ING WIRE.

FOR

Making
Bolts, Coach Screws,
Cotter Pins, Cut Nails
and Tacks,
Electric-welded Chain,
Furniture Springs,
Hinges, Hooks, Locks,
Nails, Rivets, Screws
Staples, Wire Nails,
and Any other Article
made from WIRE.

SEND FOR LISTS

ED. BRAND

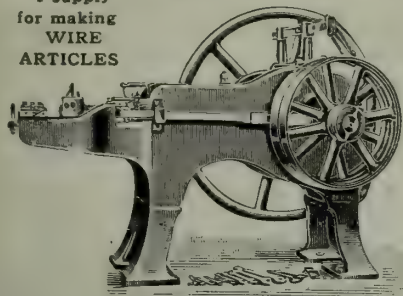
Wire Machinery
Specialist

472 Moss Lane East

Manchester, Eng.

Cable Address: "Filieres,
Manchester."

Code used: A.B.C., 5th ed



CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. 4.

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERs**

BEAR BRAND LAMP BLACKS



Have The Quality
That Customers Demand

We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

HOHLFELD

MANUFACTURING COMPANY



Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

**Battery Zincs, Fuse
Wire, Wire Solder**

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

CLIPPERS.

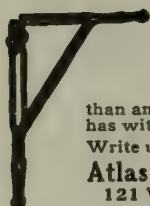
PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6
heavy duck, well sewn with heavy twine
and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

BRACKETS.



The Atlas Bracket
This bracket brings you a
larger profit and is better
than any on the market. Our 5 x 7
has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

MANUFACTURERS' AGENT.

H. E. JOHNSON
Factory Representative
12 Melinda St.
TORONTO
Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

STAPLES.

Hardwaremen: Ask your job-
ber for Poultry Netting Staples
put up in handy packages to
retail at 5c and 10c.
JAMES & REID, Perth, Ont.
Makers of Good Staples

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold !
The most attractive, most dur-
able and most serviceable shelf
box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List
CAMERON and CAMPBELL
Toronto

TOOLS.

Send For Our New Catalog
Most complete line of
**SCREW DRIVERS AND
SMALL TOOLS**
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



KERNCHEN BUILDING VENTILATORS

Write for pamphlet and
Particulars. It works on
the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes. Bake Shop
Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - Canada

Write for General Catalog

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line
of Toy Wagons on the market. In four sizes
at popular prices. Handy around the store,
farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

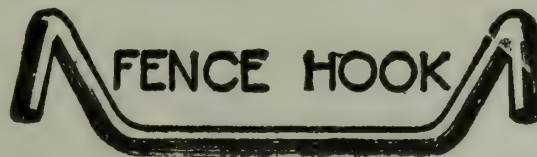


Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE

HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG	PEASE FOUNDRY COMPANY LIMITED TORONTO	PEASE PACIFIC FOUNDRY, Limited VANCOUVER
---------------------------------------	---	---

High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern

This Child's Set Will Make A Nice Gift

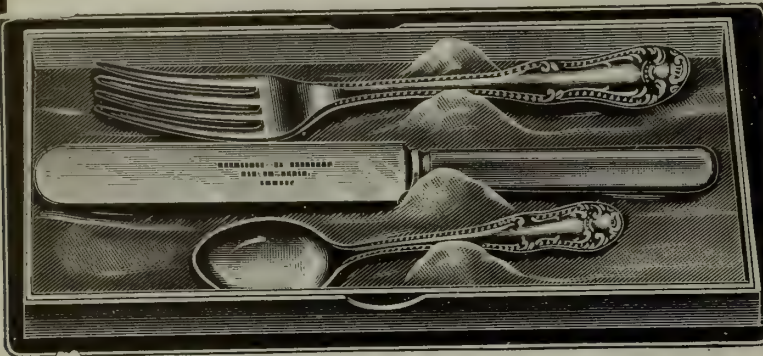
It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.



The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

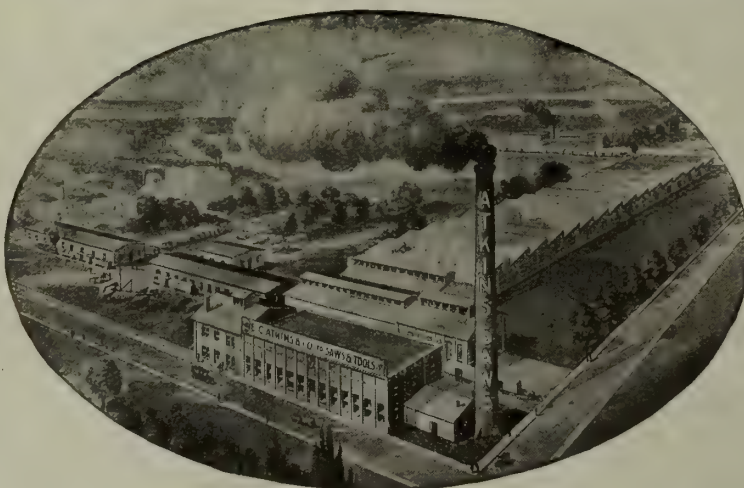
Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

Robert Sorby & Sons, Ltd.

**High Quality
Sheffield
Tools**

**Stocked in
Canada**



**at
Winnipeg
and
Vancouver**

**Send in
your orders to
Geo. H. Saywell Co.
Winnipeg**



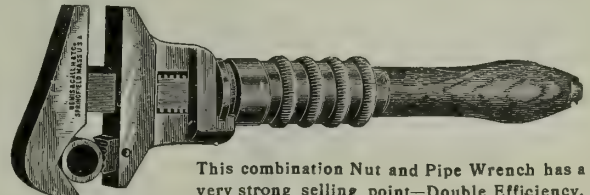
**GERMANTOWN
LAMPBLACK**

**Quality is remembered long
after price is forgotten.**

We are the originators and manufacturers of the World's Famous Old Standard, Eagle, Pyramid, and Globe Germantown Lampblacks. Look for the Red Seal on every package. Why buy the "Near Brand" when the best is procurable.

The L. Martin Co. Established 1849
New York, Philadelphia, Cincinnati, London, Eng.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Now Is The Time To Stock "STRATFORD" PAINTERS' TRESTLES



Their quality and price makes them real live business getters.

Made from clear Arkansas Yellow Pine with Rock Elm Rounds in the following lengths; 6, 8, 10, 12, 14, 16, 18, and 20 feet.

Write for our new catalog on Ladders, Garden Seats, Lawn Swings, Clothes Bars, Ironing and Bake Boards, etc

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA

Eagle Mop Wringer and Bucket

**An Exceptionally Good Value
to Offer Your Trade**

When customers call for a good mop wringer and bucket you should be able to supply them with this one.

Nothing but the very best materials are used in its construction.

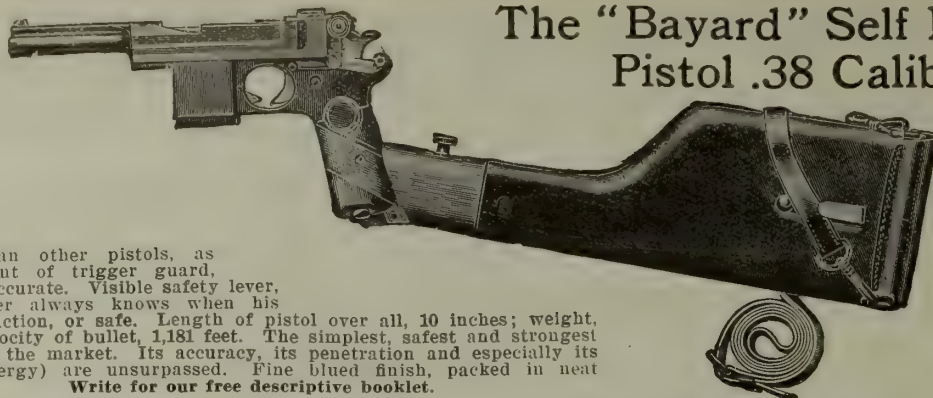
It gives every user satisfaction because it does the work as it should be done and gives long service.

Let us send you our catalogue on **Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines, etc.**
Write to-day.

Walter Woods & Co.

HAMILTON AND WINNIPEG

Maximum
Range
1,700 Feet



The "Bayard" Self Loading Pistol .38 Calibre

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1-5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

Write for our free descriptive booklet.

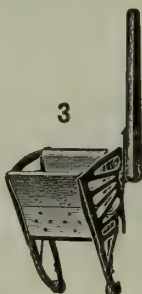
Penetration
6 Pine
Boards
at 50 yards
Adopted by
Spanish
Army

McGILL CUTLERY CO., REG'D.

P.O. Box 580, Montreal, Canada



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.



Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ANTI-SOOT

The Twentieth Century
Chimney Sweep

Cleans Flues
Saves Fuel

MONCRIEFF & ENDRESS
Limited

WINNIPEG VANCOUVER
Sole Distributors for Canada

LONDON HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is
uniform throughout, assuring the buyer intrinsic
value for his money.

Our methods of production enable us to produce
this high-grade Iron at the lowest prices. It will
pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON CANADA

Sales Agents, Ontario, Baines & Peckover, To-
ronto. Manitoba, Bissett & Loucks,
Ltd., Winnipeg.

BAR IRON



**You'll Get Many Re-Orders
from the Most Particular
Painters**

If You Sell Them Our High Grade

PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



Meakins & Sons, Limited

Hamilton, Ontario



Every Farmer Will Want

Trulite

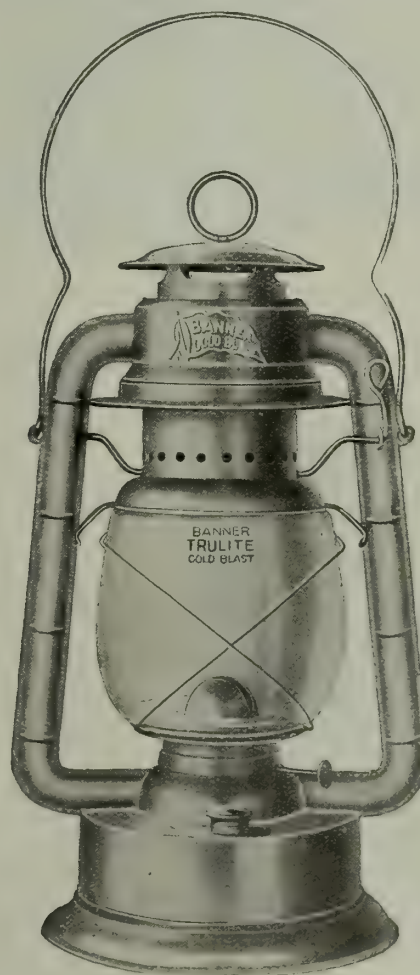
Cold Blast Lanterns

Because

Glass will not break, crack or become smoked.

They give 12 candlepower bright white light.

They burn 24 hours with one filling. Bowl shaped glass is easily cleaned.

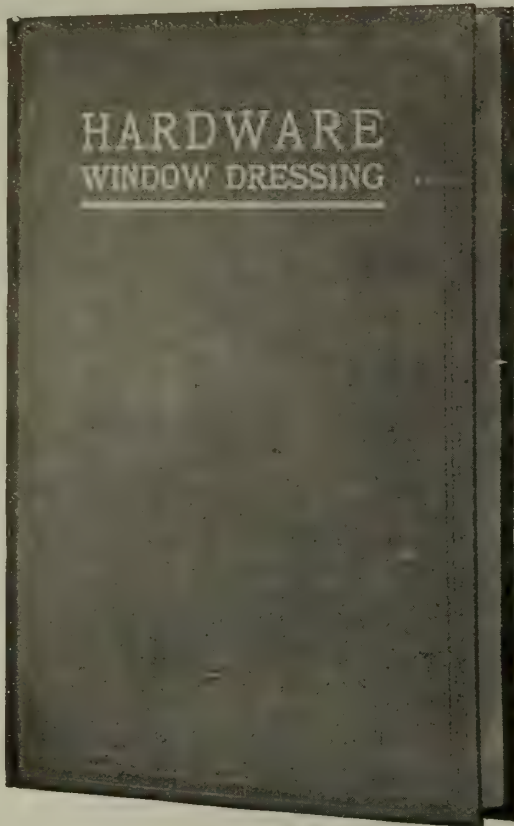


It will pay you to stock this lantern at once. One sale will lead to many sales.

Write us to-day.

Ontario Lantern & Lamp Co., HAMILTON, CANADA.

Limited.



Hardware Window Dressing

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense —any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8 x 11 inches

300 Illustrations

PRICE \$2.50

Payable in Advance

Store Management—Complete

Every Ambitious Merchant

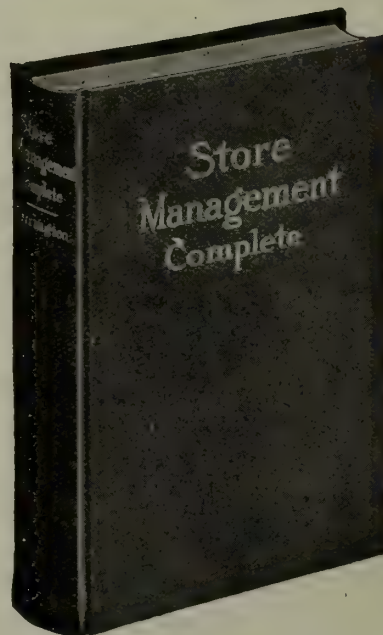
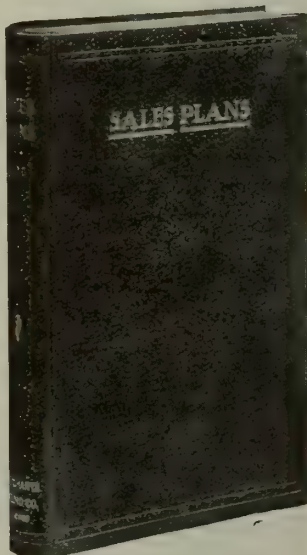
SHOULD
READ

Sales Plans

A collection of three hundred and thirty-three successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE \$2.50

All Orders Payable in Advance.



ABSOLUTELY NEW

ANOTHER NEW BOOK

BY

FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

JUST PUBLISHED

Technical Book Department

MACLEAN PUBLISHING COMPANY

143-149 University Avenue, Toronto

A post card will bring to you our complete catalogue of books on PLUMBING and HEATING, HARDWARE and SHEET METAL WORK. ORDER NOW.

HARDWARE AND METAL INDEX TO ADVERTISERS

American Shearer Co.	74	Cowan & Britton	8	Laidlaw Bale Tie Co.	27	Ramsay, A., & Sons Co.	60
American Wringer Co.	14	Croft, W.M., & Sons	68	Leslie, A. C., & Co.	34	Raymond Bros.	74
Anti-Soot Co., The	78	Cummer-Dowsell, Ltd.	10	Lewis Bros., Ltd.	3	Red Jacket Mfg. Co.	62
Atkins & Co., E. C.	76			London Bolt & Hinge Works ..	73	Robertson, P. L., Co.	55
Atlas Mfg. Co.	74	Davidson, Thos., Mfg. Co.	29	London Foundry Co.	71	Ross Rifle Co.	81
Auto Controller Co., The	67	De Forest Sheet & Tinplate Co.	81	London Rolling Mill Co.	78		
Aylmer Pump & Scale Co.	70	Delta File Works	33	Lovel Mfg. Co.	27	Saskatchewan Glass & Supply Co.	76
		Dennis Wire & Iron Co.	74	Lowe Bros., Ltd.	49	Seymour, Henry T., Shear Co.	75
Barber Asphalt Paving Co.	19	Directory of Manufacturers	74	Lufkin Rule Co., Inside back cover	11	Shalvat & Newth	75
Banwell Hoxie Wire Fence Co.	70	Disston, Henry, & Sons	15	Lundy Shovel & Tool Co.	11	Shaw, A., & Son	75
Barnett, G. & H.	64	Dominion Cartridge Co.	34			Sheet Metal Products Co.	2
Barton Netting Co.	67	Dorken Bros.	38	McArthur, Alex., & Co.	55	Smart, Jas., Mfg. Co.	26
Baxter Stove Co.	20	Double Claw Hammer Co.	62	McClary Mfg. Co.	24	Smith Hardware Co., Ltd.	5
Belleville Hdw. & Lock Co.	71			McDougall, R., Co.	66	Scorby, Robt., & Sons	77
Bemis & Call Hdw. & Tool Co.	77	El. Starr Mfg. Co.	60	McGlashan-Clarke Co.	76	Southington Mfg. Co.	74
Birmingham, T. F.	65	Findlay Bros.	24	McKinnon Dash Co., Outside back cover	10	Spencer Co., Alonzo W., Ltd.	74
Berry Bros.	74	Ford Auger Bit Co.	57	McKinnon Chain Co., Outside back cover	10	Spramotor Co., The	72
Bosse & Banks	74	Gillette Safety Razor Co.		Magnolia Metal Co.	11	Standard Chain Co.	12
Bowser, S. F., & Co., Ltd.	53			May & Padmore	11	Standard Paint & Varnish Co.	59
Bowser, R. M., & Son	14	Gipe Carrier Co., Inside front cover	73	Martin, The L., Co.	77	Stanley Rule & Level Co.	64
Brandram-Henderson, Ltd.	51	Goodell-Pratt Co.	69	Martin-Senour Co.	73	Steel Co. of Canada, Ltd.	6
Brand, Ed.	73	Great West Wire Fence Co.	26	Maxwell, D., & Sons	72	Steel Trough Machine Co.	28
Brantford Oven & Rack Co.	75	Greening, B., Wire Co.	12	Meakins & Sons	79	Stephens, G. F., & Co.	57
Bridgeport Hdw. Mfg. Corp.	29	Gutta Percha & Rubber Mfg. Co., Inside back cover		Metallig Roofing Co.	17	Stevens, Hepner Co.	70
Buck Bros.	28			Metal Shingle & Siding Co.	21	Stewart, Jas., Mfg. Co.	70
Burgess Norton Co.	31	Hamilton & Son, C. J.	19	Millers Falls Co.	65		
Burman's Clippers	31	Hamilton Cotton Co.	71	Moore & Co., Benjamin	57	Outside front cover	23
		Hamilton Stamp & Stencil Wks. Co.	10	Morris & Bailey Steel Co.	12	St. Mary's Wood Specialty Co.	27
Cameron & Campbell	74	Harrington & Richardson Arms Co.	55	Morrison Brass Mfg. Co.	12	Still, J. H., Mfg. Co.	77
Canada Glue Co.	11	Heinisch, R., Sons Co.	63	Myers & Bro., F. E.	79		
Canada Metal Co.	20	Heller Aller Co.	73	National Cutlery Co.	31	Stover Mfg. Co., Inside back cover	62
Canada Paint Co., The	61	Hohfeld Mfg. Co.	73	National Hardware Co.	9	Stratford Mfg. Co.	77
Canada Steel Goods Co.	8	Hunt, Helm, Ferris & Co.	13	National Mfg. Co.	69		
Canada Wire & Iron Goods Mfg. Co.	68	Hutton, Jas., & Co.	72	Nicholson File Co.	18	Tallman Brass & Metal Co.	72
Canadian Copper Co.	57			Nickel Plate Stove Polish	73	Thompson, B. & S. H.	70
Can. Fairbanks-Morse Co., Ltd.	2	Imperial Oil Co., The	22	North Bros. Mfg. Co.	1	Toronto Plate-Glass Importing Co.	55
Canadian Ruby Chemical Co.	68	Imperial Varnish & Color Co.	63	Nova Scotia Steel & Coal Co.	59	Townsend, S. P., & Co.	64
Canadian Tube & Iron Co.	7			Oakey, John, & Co.	78		
Cavers Bros.	72	James & Reid	74	Ontario Lantern & Lamp Co., Ltd.	79	Want Ads.	58
Caverhill, Learmont & Co.	4	Jamieson & Co., Ltd., R. C.	59	Otterville Mfg. Co.	72	White Mop Wringer Co.	78
Chatham Malleable & Steel Co.	60	Johnston, H. E.	74	Owen Sound Wire Fence Co.	64	Whitman & Barnes Mfg. Co.	18
Chicago Flexible Shaft Co.	30			Parmenter Bullock Co., The	74	Wilckes-Martin-Wilckes Co.	73
Chicago Spring Butt Co.	1	Kenrick & Sons, Ltd., Archibald... ..	18	Pearse Fdry Co.	75	Williams & Taylor	27
Cleveland Stove Co.	71	King Light Co.	29	Peterborough Lock Co.	65	Winnipeg Ceiling & Roofing Co.	62
Collette Mfg. Co.	66	Kinzinger Bruce & Co., Inside back cover		Pink, Thos.	17	Winnipeg Paint & Glass Co.	49
Consumers Corlase Co.	84	Kuhne, Anderton Co.	67	Pinchin Johnson Co.	53	Woods, Walter, & Co.	77
Co-Operative Circle Co., The	67			Pittsburg Lamp Brass & Glass Co.	33	Woodstock Wagon & Mfg. Co.	75
Corbin, P. & F.	69					Wright, E. T., & Co.	7

Wide Galvanized Sheets.

Sheets now being Machine Coated up to 54 in. wide, in 10 gauge and lighter.

These sheets are clean and evenly coated and are much superior to sheets coated by the usual dipping method.

**THE DEFOREST SHEET
& TINPLATE CO.**
Niles, Ohio.



**Quick Deliveries
Superior Quality**

**6,000 tons of standard
sizes carried in Mill
Warehouse.**

Canadian Sales Agents:

WITTING BROS.

Montreal, - P.Q.

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

**MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.**

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchor.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Anti Rattles.**
Fennell Mfg. Co., North East.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Belting, Hose, etc.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**
Pense Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck, Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Buildings' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg, Man.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
- Archibald Kenrick & Sons, Winnipeg.**
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
- Cans.**
Jas. Smart Mfg. Co., Brockville.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Canada Cement Co., Montreal, P.Q.**
- Alf. Rogers, Ltd., Toronto.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowse Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowse Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
- Oneida Community, Ltd., Niagara Falls**
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Stover Mfg. Co., Freeport, Ill.**
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.**
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
- Phenix Mfg. Co., Milwaukee, Wis.**
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
- Delta File Works, Philadelphia, Pa.**
- Diston, Henry, & Sons, Philadelphia, Pa.**
- Nicholson File Co., Port Hope.**
- Simonds Canada Saw Co., Ltd., Montreal.**
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
- Archibald Kenrick & Sons, Winnipeg, Man.**
- D. Maxwell & Sons, St. Mary's.**
- Smith Hdw. Co., Montreal.**
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Jas. Morrison Brass Mfg. Co., Toronto.**
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharatt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Gouges.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Gutta Percha & Rubber Mfg. Co., Toronto.**
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippard Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Bellerie Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderson Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lynght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H., & Co., Montreal.
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Sidings, Etc.
DeForest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Rowser, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, A. Ramay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lynght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Quick Shift Anti Rattlers.
Fernald Mfg. Co., North East.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Breit & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.
Canadian Ferrosteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Archibald Kenrick & Sons, Winnipeg.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Hamilton.
Diston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Seythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Fesse Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Toois.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderson Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 473 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



THE WORLD'S GREATEST EXPERTS IN RIFLES

are a unit as to the ballistic qualities of "Ross" Rifles.

The "Ross" 280 or high velocity is especially singled out for praise, and is stated to be the most accurate and most powerful big game rifle on the market.

In Canada—the sales of "Ross" high velocity rifles has now assumed large proportions. Dealers should see to it *now* that their stock of "Ross" Rifles is in shape for the spring demand.

Discounts to the trade are liberal. Write for terms and illustrated catalogue.

ROSS RIFLE CO. - QUEBEC

CONSUMERS CORDAGE CO. LIMITED

MONTREAL, QUE. HALIFAX, N.S.

Two Reasons why you should sell CONSUMERS' Cordage:

Because the buyer will receive the quality his order calls for.

Because we manufacture a wider range of lines than other makers.

Stock CONSUMERS' Cordage because it is made in Canada and can be depended upon to give the best service.

Our Branches and Agents at convenient points enable you to obtain prompt deliveries.

FACTORIES: Montreal, Dartmouth, N. S.

BRANCHES: Toronto, St. John, N. B.

F. H. ANDREWS & SON, Quebec—McGowan & Co.,
Vancouver, B. C.

TEES & PERSSE, Limited, Winnipeg, Moose Jaw,
Saskatoon, Regina, Calgary, Edmonton.



**Cordage, Lathyrn, Twines,
Packings, Clothes Lines,
Marline, Tarred Goods,**

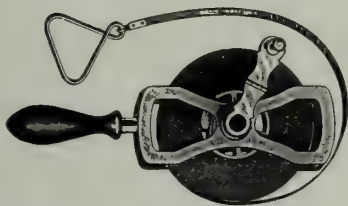
of Every Description

Manila Sisal
Italian Russia
Jute

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The Strong Advantages of

Pearson's Patent Poke No. 2

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Give it a trial—the results are just the kind you want.

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**There's a good sale
for them.**

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



FOR YOUR CONVENIENCE

We carry a complete stock of

BATHROOM FIXTURES

They are unexcelled for design,
quality and finish.

CATALOGUE SENT ON REQUEST.

Kinzinger, Bruce & Co., Limited,
Niagara Falls, Canada

McKINNON'S MALLEABLE IRON CASTINGS SATISFY

They are made from high grade stock, carefully moulded by skilled workmen under expert supervision. They are subjected to a most rigid inspection before shipment.

Our specialty is to furnish them

Japanned or Tinned

Write us for prices on

Milk Can Handles

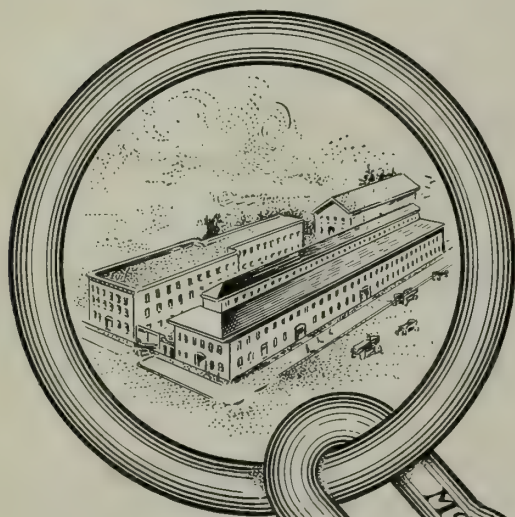
Kettle Ears

Hammock Hooks

Sap Spouts

McKINNON DASH COMPANY

St. Catharines, Ontario



25%

More weld increases the wear, as well as the strength of product.

Made from steel, tested and fully guaranteed.

Made in Canada.

25%

increase in sales in 1912, as compared to 1911. The reasons that induced this increase are reasons for you to handle the goods we manufacture.

McKINNON
Quality — Service —
Prices

are the strongest links in our chain of connection with the trade.

Sales Office:
McKINNON CHAIN CO.
BUFFALO, N.Y.

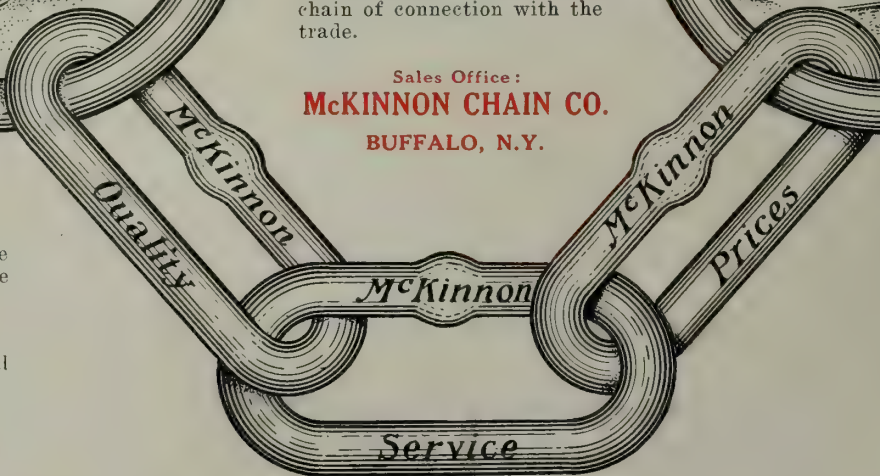


25%

More value at the same price increases orders, satisfaction, profits.

The only welded chain made in Canada.

Sold by Jobbers.



HARDWARE^{AND} METAL

ANNUAL
SPRING NUMBER

CANADA

MARCH 22ND
1913

VOL. 25

PUBLICATION OFFICE TORONTO

No. 12

THEIR NEW HOME

A FAMILY OF ENGLISH IMMIGRANTS ARRIVING AT A WESTERN TOWN



THE MAC LEAN PUBLISHING COMPANY LIMITED



MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK CHICAGO LONDON ENG.
PUBLICATION OFFICE TORONTO

Don't Let
**GOOD
PROFITS**
Escape YOU

Get More
Trade
From The
Builder

SEND US YOUR ORDER NOW
FOR

ROGERS'

**Portland Cement
and Crushed Stone**

They Are Very Profitable And Easily Sold

You do not have to carry a large stock, as we can fill all orders immediately. Rogers' Portland Cement is noted for its strength, durability and uniformity of set. Most builders know the excellent quality.

Rogers' Crushed Stone is made in all sizes—clean and free from dust, dirt and mould.

We have plants at Vinemount, Ont., and Dundas, Ont., and capacity of 4,000 tons a day.

We can ship quickly by the Grand Trunk, Canadian Pacific or T., H. & B. Railway.

Give us a trial—you will be highly pleased with the results.

ALFRED ROGERS LIMITED
28 West King Street, TORONTO

N. J. DINNEN & CO.,
Western Sales Mgrs., WINNIPEG

THE CAPEWELL IDEA

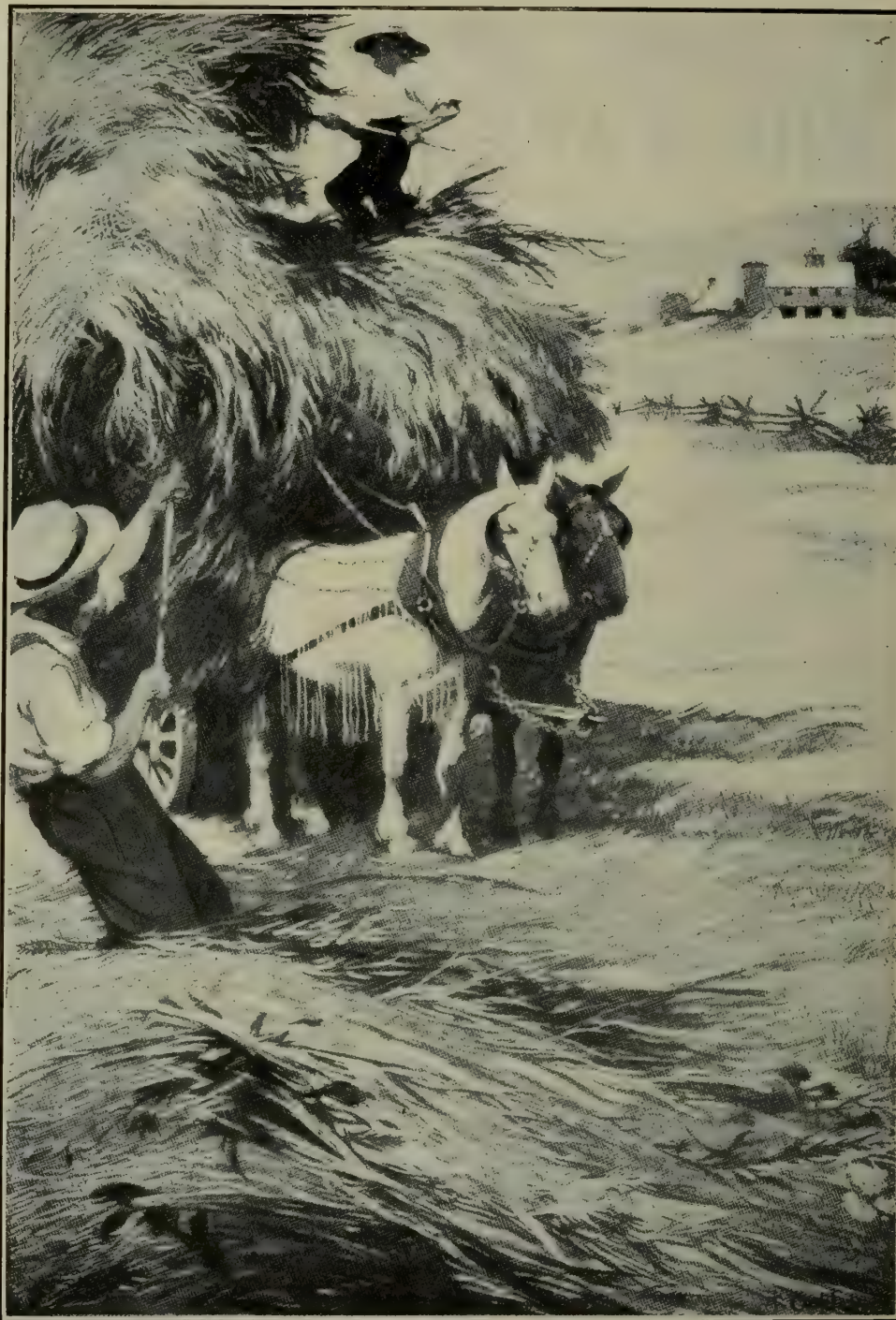
OUR BIGGEST ASSETS ARE REPUTATION FOR MAINTENANCE OF PRICE, SERVICE TO THE TRADE, AND A SQUARE DEAL FOR EVERYBODY. OUR CUSTOMERS KNOW THAT BACK OF THESE BUSINESS PRINCIPLES IS THE BEST PIECE OF HARDWARE THAT EVER WENT INTO A HOOF. WE HAVE JUST ONE WAY OF DOING THINGS—WE ARE GOING TO KEEP RIGHT ON ALONG THE SAME LINES AS LONG AS WE STAY IN BUSINESS.

The Capewell Horse Nail Company
Toronto, Ontario

Branches at

Halifax, St. John, Quebec, Montreal, Winnipeg, Vancouver

Samson Farming Tools



H. S. Howland, Sons & Co., Limited

Wholesale Hardware

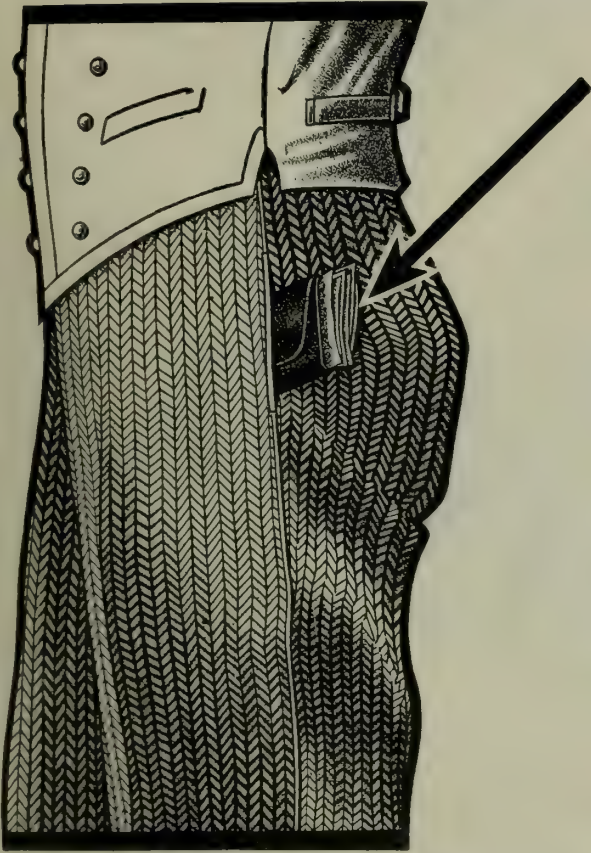
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

MONEY IN YOUR POCKET



LEWISITE ROOFING is **BETTER** than other roofings.

it is a substantial, permanent, satisfactory roof covering that will withstand any climate.

LEWISITE ROOFING is One Solid Flexible Sheet, not several sheets stuck together, consequently it lies flat on the roof.

LEWISITE ROOFING is a Sheet of Special Felt impregnated with a preservative saturant and coated on **both sides** with a Heavy Gum Compound which makes it absolutely waterproof.

This Saturant and Coating is entirely different from the tarry or resinous substances used on cheap roofings. It contains no tar. It remains permanently proof against all kinds of weather—ice, snow, slush, hot sun—**LEWISITE** will resist them all.

It also resists fire and is unharmed by acid or alkali fumes that would destroy many roofings.

LEWISITE ROOFING

WILL PUT MONEY IN YOUR POCKET

BECAUSE

it is what your customers want at the price they want to pay. it is a quality roofing that will give satisfaction and build up a good business for you in your locality.

We can offer you substantial proof of this. We can show you why **LEWISITE** is a better roofing, why it resists fire and is unharmed by acid fumes.

Will you let us lay the proof before you?

It costs you nothing to investigate. When we prove what we say here,

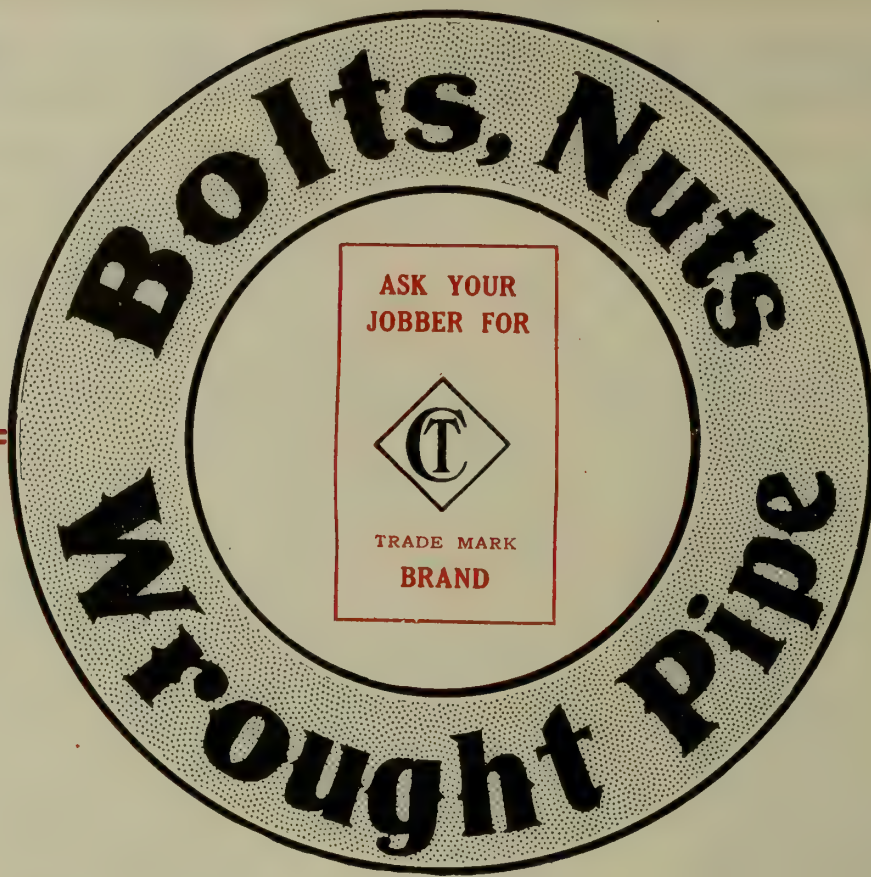
IT WILL MEAN MONEY IN YOUR POC KET

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



BOLTS and NUTS

Carriage Bolts, Coach and Lag, Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnners' Rivets, Etc., Etc.,

WROUGHT PIPE

All our pipe is thoroughly inspected and tested to 600 lbs. pressure and every length is branded with our trade mark, made in black and galvanized sizes, $\frac{1}{4}$ " to 4"

WROUGHT NIPPLES

Black and Galvanized, Sizes, $\frac{1}{8}$ " to 8".

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Works:
LACHINE CANAL

The Simplex has the Head Area



Nails Cost Money And It Costs Money To Drive Them

EVERY man that has ever laid a roll of prepared roofing, knows the disadvantages of using so-called "large-headed" nails.

For the nails are not "large headed" enough. A great many must be driven in a given space to get the required holding surface, and driving a great many nails takes time.

You are paying for time, so you can't afford to waste it. The so-called remedy for these conditions is to use tin caps.

There is but one way to nail your roofing down. It's the Simplex way. A Simplex Nail has a head area four times as great as the so-called "large-headed" nail, yet its stem is smaller—it cannot split the roof boards.

By using the Simplex you not only save in the number of nails used, but also in the all-important matter of time. You simply can't dodge the fact that the Simplex Nails are profitable ones for you.

Your roofing manufacturer will ship them with your order, if you insist hard enough. Or perhaps you'd like a sample first. Just say the word.

Has a Heavy Steel Head, 1 inch in Diameter; 21 Gauge Thick; Cupped Shape so as to give a Head Bearing equal to its Full Diameter.

The Small Stem 1 inch Long, 15 Gauge Diameter, is Barbed to Insure Greatest Holding Power.

LEWIS BROS. LIMITED, MONTREAL

SOLE AGENTS FOR CANADA

HARDWARE AND METAL

Red

S

Brand

Window Glass

Special Low Jobbers Price for
Car Load Buyers To Import

Plate, Window, Figured, Stained,
Wired, Bent, Mirror and Ornamental
Glass.

Glass Benders and Mirror Makers to the trade.



The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

Works: Don Roadway, TORONTO

Saws and Tools That Last For Generations

It takes a mighty good saw to serve two or three generations of mechanics, yet there are numerous cases where a Disston Saw has passed from father to son more than once in its lifetime. This quality of great durability is only one of the many that attest the wonderful superiority of Disston Saws.

The reputation which has been built up in the past 73 years for these saws is shared by other Disston products, for

DISSTON SAWS TOOLS FILES

all embrace those distinguishing qualities of durability, efficiency and ease in handling which have enabled them to set a standard for high-grade tools that is world-wide in its scope.

We carry a complete line of these famous saws, tools, and files.

Lewis Bros. Ltd.

MONTREAL

Ottawa

Toronto

Vancouver

"You'll use a Disston Saw, too, someday"

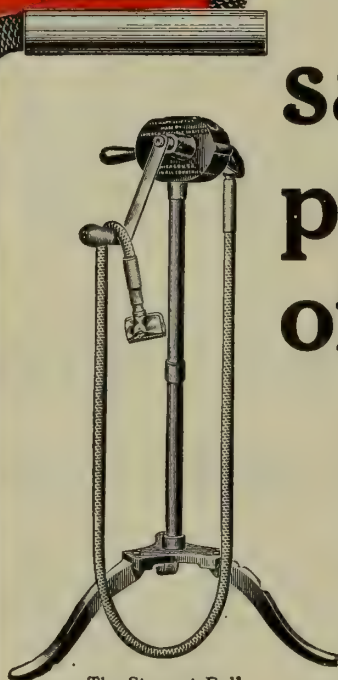


The Only Truly satisfactory clip- ping machine ever offered at the price

The Stewart Ball Bearing Machine

Retails in Canada at **\$9.75**

This is pre-eminently a *quality* machine. It sells readily, always pleases and helps dealers to gain and maintain a reputation for handling goods of sterling worth.



The Stewart Ball
Bearing Machine

This machine can be made to clip horses, mules and cows without change.

**IT IS THE PROFITABLE MACHINE
FOR DEALERS IN EVERY SENSE.**

It is the most widely advertised to the user and sells best of all clipping machines. Keep your stock up from now to May. *All jobbers have it.*

Write for New 1913 Catalogue and supply of Dealer's Helps

Chicago Flexible Shaft Company
250 Ontario Street, Chicago



Stewart Ball Bearing Machine in Operation





STEWART

Sheep Shearing Machines *for* 1913

Just as you can buy a better automobile today than ever before for the money, so you can buy a better sheep shearing machine now than ever before

There has been remarkable progress made in the manufacture of sheep shearing machines in recent years. Stewart machines of today turn easier, shear faster and stay sharp longer than any shearing machines ever before offered. Every Stewart shearing machine is

sold with the distinct understanding that it must please the user or we will refund every cent paid out.

If you have customers who own sheep order a few of the Stewart No. 9 Ball Bearing Shearing Machines from your jobber now. It will pay you.

THIS IS PROFITABLE TRADE TO GET. ORDER TODAY

**Chicago Flexible
Shaft Company**
250 Ontario Street, Chicago

STEWART MACHINES
ARE STANDARD THE
WORLD OVER



Figure
it out
Yourself



You can make good
profit by handling

Goodhue Belts

and will be giving your customers the very best obtainable

All who know Goodhue Belts insist on having them, because they represent the best belt value on the market and clearly show their high quality by giving long, efficient service.

Our "Acme Waterproof" Belting is made for wet places and is particularly distinguished for this special work.

Write us to-day for full particulars and prices.

Every inch of the Goodhue Belt is guaranteed.

Remember that there is good profit for the dealer.

J. L. Goodhue & Co.

Limited

Danville, P. Q.

We tan our own Leather—
we know it's good.

**15%
LESS
Stretch**



Marking
Tack



Hook
Tack

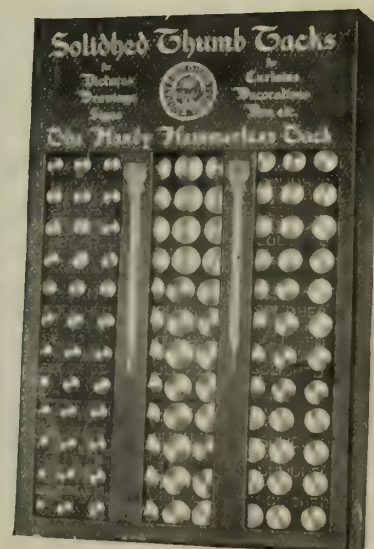
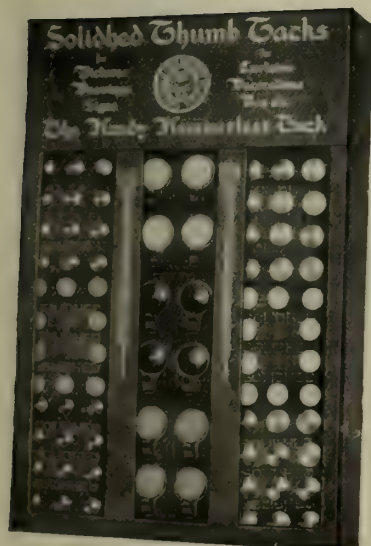


Drawing
Tack



198
Numbered
Tack

It's the Solidhied Display
that Sells Tacks



Ask Your Jobber, or **Lee Williamson & Company, Toronto**
Hawkes-Jackson Co., New York, Makers

We Carry
A Full
Stock Of

GLASS

Of
Every
Description

For Building Purposes



PLATE SHEET
FIGURED
MIRRORS LEADED



Prices
Right

Quick
Shipment

THE CONSOLIDATED PLATE GLASS COMPANY

OF CANADA, LIMITED

Montreal
30 ST. SULPICE ST.

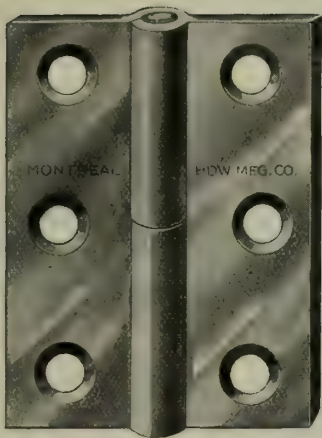
TORONTO
241 SPADINA AVE.

Winnipeg
375 BALMORAL ST.

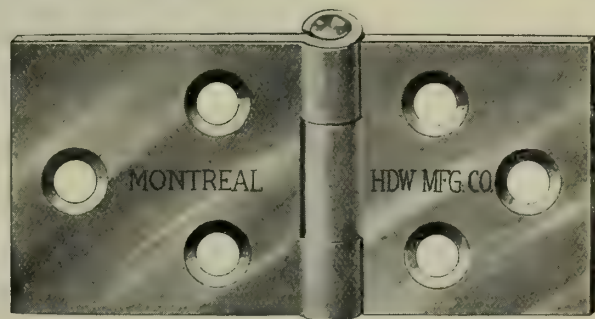
**M. H.
BRAND**

You Can Get None Better

Finest Quality and Best Finish
Prices Right and Deliveries Always Prompt



Wrought Steel Narrow Loose Joint Butts



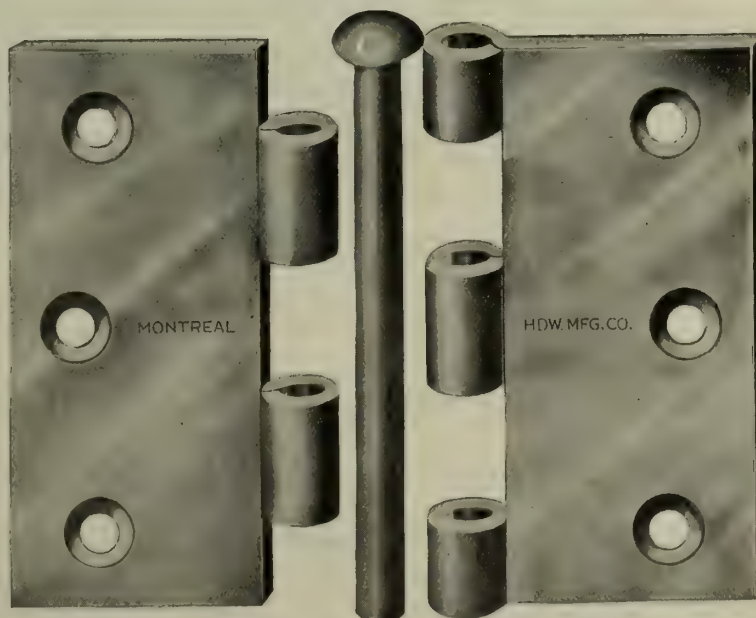
Wrought Steel Table Hinges.

BUTTS, HINGES, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc. All of the finest quality.

WRITE TO-DAY FOR OUR CATALOG

Our Goods
are of
Uniform
Quality

—
They are
the best
Obtainable
and Never
Disappoint



Our Prices
are Lowest
and our
Quality, the
Very Best.

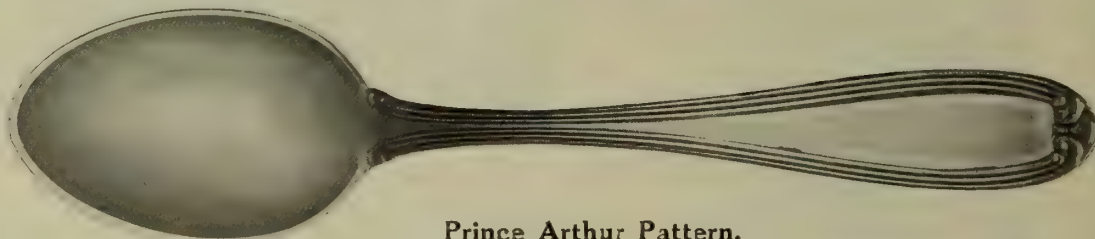
—
You make
no Mistake
by Stocking
M. H.
Goods.

WROUGHT STEEL REVERSIBLE LOOSE PIN BUTTS.

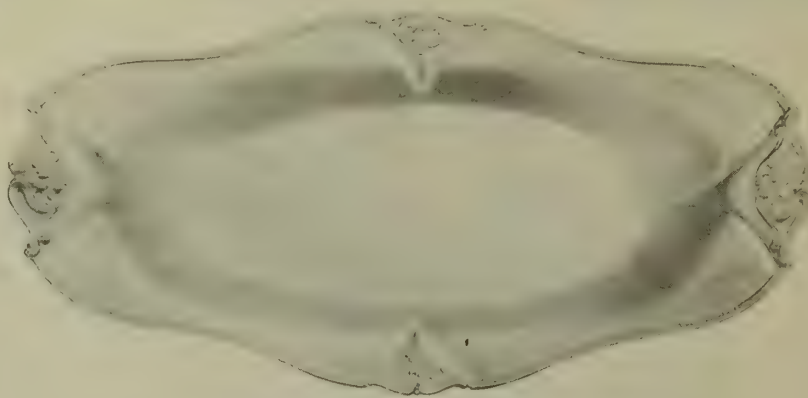
THE MONTREAL HARDWARE CO., LIMITED
MONTREAL



No. 2256—Beef Steak Dish.



Prince Arthur Pattern.



No. 0221—Bread Tray.

Some of the new lines that will appear in our new Catalogue. Until you receive a copy of same, if interested, write for particulars, or wait until our traveller has called upon you.

Factories and Salesrooms - - West King St., Toronto

BRANCH SALESROOMS:

**Rooms 18 and 19, Fairfield Building,
Granville Street, Vancouver, B.C.**

**Hammond Building, Albert Street,
Winnipeg, Man.**

E. G. GOODERHAM, President

LUFKIN

MEASURING TAPES AND RULES

ARE USED WHEREVER THERE IS
PRECISE MEASURING TO DO OR PRECISE PEOPLE MEASURING.

THE ONLY EXPLANATION OF THIS IS
CONFIDENCE

THE ONLY EXPLANATION OF CONFIDENCE IS
AN APPRECIATION OF QUALITY.

THE CONFIDENCE OF THE PUBLIC IN THE BRANDS OF GOODS WHICH YOU AS A
DEALER HAVE TO SELL IS JUST AS IMPORTANT TO YOU AS HAVING THE GOODS
ON HAND.

USERS OF MEASURING TAPES EVERYWHERE INSTANTLY RECOGNIZE THESE
BRANDS

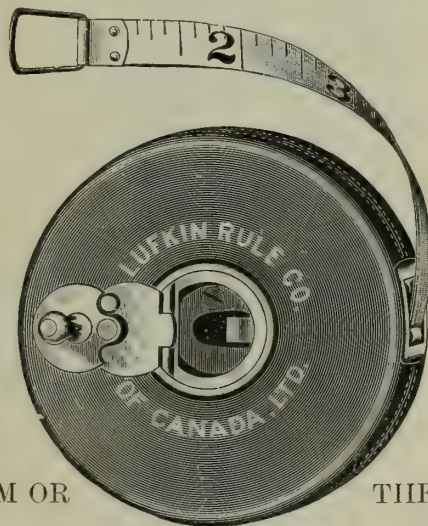
"RELIABLE"

"CHALLENGE"

"RIVAL"

"WOLVERINE"

"UNIVERSAL"



"RELIABLE JUNIOR"

"CHALLENGE JUNIOR"

"RIVAL JUNIOR"

"METALLIC"

"STERLING"

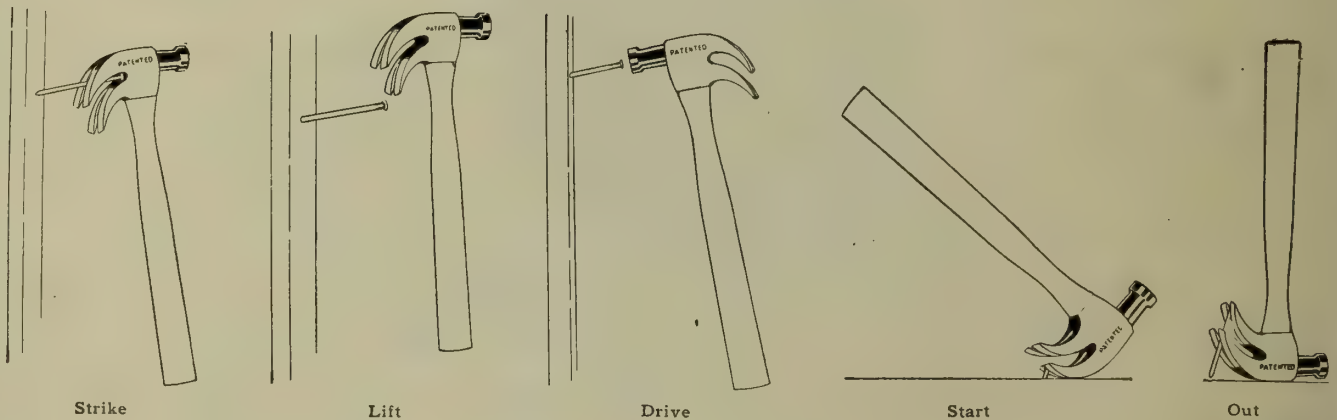
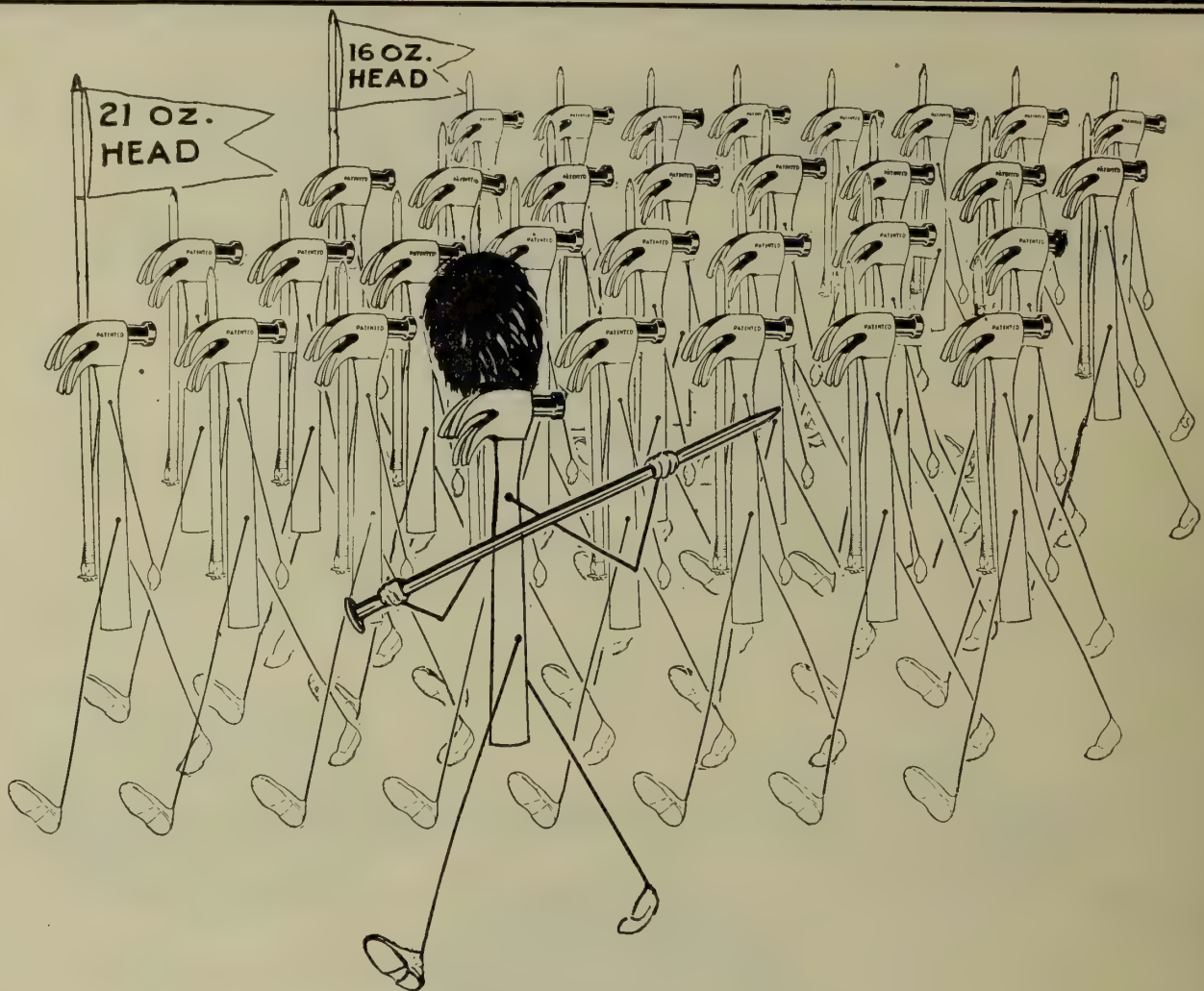
THEY HAVE USED THEM OR

THEY HAVE HEARD OF THEM

Possibly you can sell a customer what you happen to have on
hand, BUT many customers will call for a **LUFKIN** tape, and
oftentimes when customers don't that's kind o' what they've got
in mind, AND when you "are right on the job" and can hand
over for inspection a **LUFKIN** tape you have sort of taken out
insurance on that sale. After that you couldn't sell that customer
anything else, and when friends of his want measuring tapes
chances are they'll look you up.

YOU BETTER LOOK US UP AND GET OUR CATALOGUE.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Strike

Lift

Drive

Start

Out

Double Claw Hammer

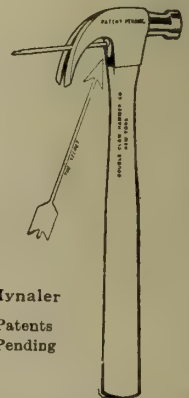
Pulls the nail out straight without a block. Holds the nail for high, low, or far across driving where you cannot reach with two hands. The left hand is left free to hold the piece to be nailed.

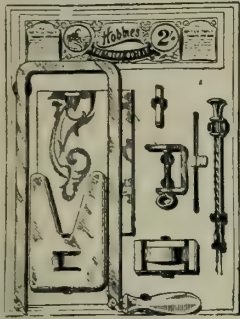
Your own jobber will supply you.

DOUBLE CLAW HAMMER CO., 453 Broadway, Brooklyn, N.Y.

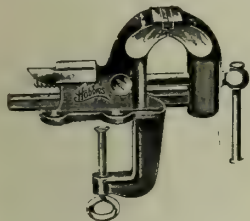
Our "Hynaler"
Single Claw Hammer
is the finest
of its kind.

Hynaler
Patents
Pending





FRETWORK, OR SCROLL
OUTFITS ON CARDS
A range at 8 prices.



BIG RANGE OF VICES IN
6 separate patterns and all
sizes.



A range of eight metal planes.

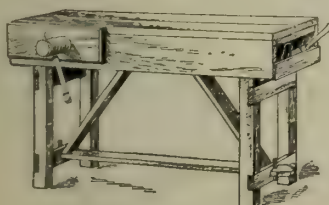


Adjustable Soldering Irons.
in 6 weights



Patent Lever Fretsaws.

The Best Hand-frame in
existence, in seven sizes.



Carpenters' Folding Work
Benches.

HOBBIES LTD.,

MANUFACTURERS,
DEREHAM, NORFOLK, ENG.

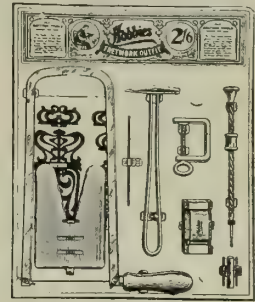
A Man from the Old Country

In Canada
from April 7
to May 20.

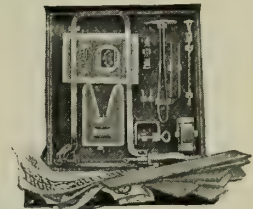


Postal Address:
Office of
This Paper.

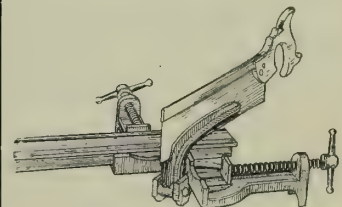
MR. CHARLES R. BLOXAM, OF HOBBIES LTD.,
"AT YOUR SERVICE."



FRETWORK OR SCROLL
outfit on card.
A complete range.

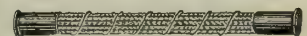


Special Fretwork or Scroll Outfit
in Box.

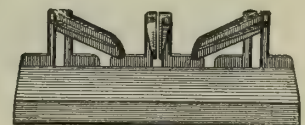
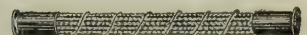


Patent Mitre-Cutting Tool
and Cramp Combined.

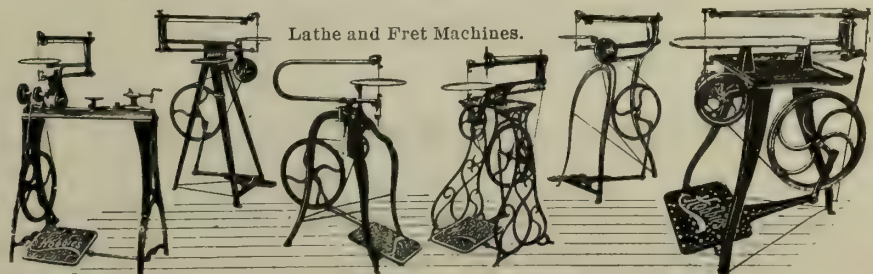
NEW FEATURE.
"STRIP WOOD-WORK"
for the boys.



"Hobbies," the only
British-made Fretsaws.



MITRE BLOCK,
in 2 sizes.



Lathe and Fret Machines.

Learn more about good rope

Do you know how the rope you sell is made?

There are pure and adulterated ropes just as there are pure and adulterated foods.

PLYMOUTH ROPE

"The Rope You Can Trust"

is a recognized standard—the most satisfactory and profitable rope you can sell.

Our monthly bulletin "Plymouth Products" tells vital facts about rope in general and "Plymouth Rope" in particular.

Let us send you "Plymouth Products." Simply mail your name and address on a post card.

Independent Cordage Co. Limited

Canadian Sales Agents

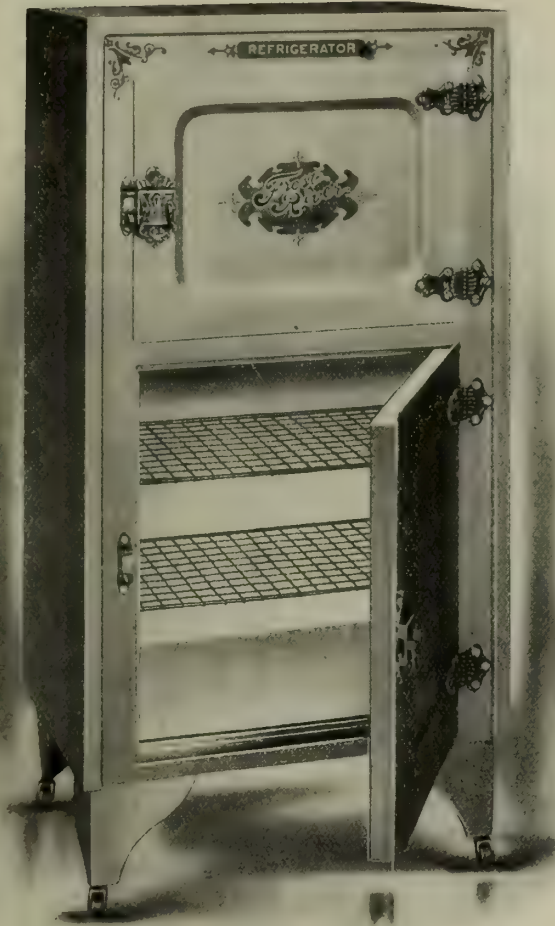
55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax. St. John, Winnipeg Vancouver,



FROST RIVER REFRIGERATORS

Made entirely of Sheet Steel—Galvanized



Unexcelled for Household
Refrigeration Purposes.

SANITARY CONSTRUCTION

The exterior is Japanned White, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

Fitted with Tinned Wire Shelves.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food chamber—as usual in other refrigerators.

This improvement enables the shelves to be fitted close to the back—allowing more room for food and also making it much easier to wipe out and clean the compartment.

THREE SIZES.

Number 22	Height	Width	Depth	
Outside dimensions	49	25	18	inches Each
Food Chamber ...	22	21	15½	inches \$36.00
Ice Capacity 100 lbs.				

Number 24	Height	Width	Depth	
Outside dimensions	52	27½	20½	inches Each
Food Chamber ...	25	23	17	inches \$40.00
Ice Capacity 125 lbs.				

Number 26	Fitted with Double Doors.
Outside dimensions	56 33 22 inches Each
Food Chamber ...	25 23 17 inches \$70.00
Ice Capacity 250 lbs.	

DURABILITY --The all-steel body cannot warp, shrink, crack, fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation.

ODORLESS—Not a fragment of wood is utilized inside or out.

There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul odors.

ICE ECONOMY AND INSULATION—They are very economical on ice owing to perfect insulation being thoroughly assured by thick walls of Linofelt with a ¾ inch dead air space between. The latter being the best insulation known to modern science.

TRIMMINGS—The locks, hinges and handle are of solid brass. They are also fitted with Roller Bearing Casters and are therefore very easy to move.

ATTRACTIVE—Delightfully Dainty and Clean in appearance they secure the attention of the average housekeeper immediately on sight.

Write for discount and order early to ensure delivery.

Made by

The Thos. Davidson Mfg. Company, Limited

MONTREAL

TORONTO

WINNIPEG

\$540**DOLLARS****EIGHTY-**

We want more ideas regarding (1) advertising aluminum utensils their use, (4) selling them in stores, and (5) sales stunts

Please note that one-half the prize money is offered to

PRIZES FOR NEWSPAPER ADVERTISEMENTS

To be awarded to entries from towns of more than 25,000 population	To be awarded to entries from towns of less than 25,000 population
\$25.00 for Best Advertisement ... \$25.00	\$25.00 for Best Advertisement ... \$25.00
10.00 for Second Best Advertisement ... 10.00	10.00 for Second Best Advertisement ... 10.00
5.00 Each for the Eight Next Best Advertisements ... 40.00	5.00 Each for the Eight Next Best Advertisements ... 40.00
10 Prizes \$75.00	10 Prizes \$75.00

The conditions are: (1) That the advertisements submitted must have appeared in a newspaper and the full page on which the advertisement appears must be sent; if the name and date of the newspaper does not appear on the full page they should be written on the page. (2) That the advertisement must call attention to aluminum cooking utensils. The advertisement may or may not contain illustrations. If GOOD, an advertisement which is small or a part of a larger advertisement stands an equal chance with a large one. (3) Advertisements must be received by us at New Kensington, Pa., on or before July 1, 1913.

PRIZES FOR WINDOW DISPLAYS

To be awarded to entries from towns of more than 25,000 population	To be awarded to entries from towns of less than 25,000 population
\$25.00 for Best Window Display. \$25.00	\$25.00 for Best Window Display. \$25.00
10.00 for Second Best Window Display 10.00	10.00 for Second Best Window Display 10.00
5.00 Each for the Eight Next Best Window Displays .. 40.00	5.00 Each for the Eight Next Best Window Displays .. 40.00
10 Prizes \$75.00	10 Prizes \$75.00

The conditions are: (1) That aluminum utensils appear in the display. (2) That you state on back of photograph the cost of materials other than cooking utensils used in making the display. (3) That display is made between February 1 and July 1, 1913. (4) That photograph of display—mailed flat—bearing name of store in which display was made, address and date of display, and sender's name: is received by us at New Kensington, Pa., not later than July 8, 1913.

Note—For every photograph to which prize is not awarded \$1.00 will be paid—for one photograph only from each firm or sender unless special arrangement is made.

Note—Prizes will be awarded to the person who sends us the winning Advertisement, Window Display, Demonstration Suggestion, Sales Talk or Sales Stunt, unless the firm responsible for the advertisement, display or suggestion enters the Contest—in which case award of prize will be made to the firm itself. In entering any or all contests it is immaterial whether or not trade-mark name "Wear-Ever" is mentioned, or whether "Wear-Ever" utensils are used.

IF you send us Demonstration, Sales Stunt, to not awarded and think it worth "Wear-Ever" will pay you for the rate of 2c a word printed--and in case the suggestion less than 100 Anyone is welcome to all contests.

WEAR-EVER



Care of

The Aluminum Cooking Utensil Co.,
Distributing Agents for Canada, Northern Aluminum

Please Address The

FOR IDEAS \$540

TWO PRIZES

in newspapers, (2) displaying them in windows, (3) demonstrating of any kind. Therefore we offer the following prizes:

entries from towns having a population of less than 25,000

statement of a
a Sales Talk or a
which a prize is
yet which we
while to print in
Magazine we
such statement at
word for every
not less than \$2.00
gestion contains
words.
come to enter any

PRIZES FOR DEMONSTRATION METHODS

To be awarded to entries from towns of
more than 25,000 population
\$10.00 for Best Demonstration
Method\$10.00
5.00 Each for Six Next Best
Demonstration Methods . 30.00

7 Prizes\$40.00

To be awarded to entries from towns of
less than 25,000 population
\$10.00 for Best Demonstration
Method\$10.00
5.00 Each for Six Next Best
Demonstration Methods . 30.00

7 Prizes\$40.00

The only condition is that you state what is said and done to gain and hold attention while the merits of aluminum utensils are being demonstrated. It may be a test to show the durability of aluminum, evidence of fuel saving, a recipe which is best prepared in an aluminum utensil—give name of utensil—any “visible” argument which you have used or which you have seen used to prove the merits of aluminum utensils.

PRIZES FOR SALES TALKS

To be awarded to entries from towns of
more than 25,000 population
\$10.00 for Best Sales Talk\$10.00
5.00 Each for the Six Next Best
Sales Talks ... 30.00

7 Prizes\$40.00

To be awarded to entries from towns of
less than 25,000 population
\$10.00 for Best Sales Talk\$10.00
5.00 Each for the Six Next Best
Sales Talks 30.00

7 Prizes\$40.00

The only condition is that the Sales Talk answers a question or deals with an objection frequently met in showing customers aluminum utensils—or the Sales Talk may state the argument you use in selling Sets of utensils or larger sizes of utensils, etc. Write just the words you use when talking to a prospective customer.

PRIZES FOR SALES STUNTS

To be awarded to entries from towns of
more than 25,000 population
\$10.00 for Best Sales Stunt ...\$10.00
5.00 Each for the Six Next Best
Sales Stunts \$30.00

7 Prizes\$40.00

To be awarded to entries from towns of
less than 25,000 population
\$10.00 for Best Sales Stunt ...\$10.00
\$5.00 Each for the Six Next Best
Sales Stunts 30.00

7 Prizes\$40.00

By “Sales Stunt” we mean any scheme which you know has increased the sale of any article or articles in a hardware, house furnishing or department store. It is not necessary that the scheme refer to aluminum utensils. It is necessary merely that it be useful to dealers. We hope that by offering prizes we may assemble practical sales ideas from practical sales people—ideas which in The “Wear-Ever” Magazine and in other printed matter may be placed at the service of dealers.

“Wear-Ever” Magazine

New Kensington, Pa.
Company, Limited, Toronto

The
“Wear-Ever”
Magazine

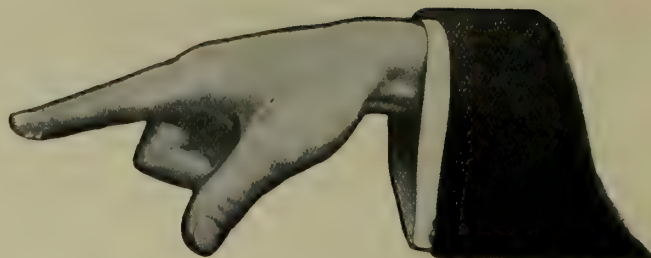
The Aluminum
Cooking Utensil Co.

Dept. 29 New Kensington, Pa.

Please send to address below
printed matter indicated by an “X”

Ad Book No. 1. Window Display Book
Demonstration Book. The “Wear-Ever” Magazine
Catalog of Utensils.

Please Detach Coupon, Paste on Postal Card, Sign and Mail.
Name.....City.....
Address.....State.....



This Brand

FOR YOUR PROTECTION

You should always specify Pilkington's Glass. There is no better glass made and the quality will always be maintained.

We are to-day making more high-grade glass than ever before. The quality of our product is recognized, and our glass is acknowledged to be the best.

Our prices are very little higher than inferior makes—our product is better value.

Manufacturers of all kinds of—

BRITISH WINDOW GLASS

POLISHED PLATE GLASS

SILVERED AND BEVELED PLATE GLASS

ROLLED AND CAST GLASS

ROLLED CATHEDRAL GLASS

FIGURED ROLLED GLASS (White and Tinted)

PRISMATIC AND CHIPPED GLASS

We wish to specially call your attention to our WIRED GLASS, which is Burglar Proof, and is also a splendid fire retardent. Further, it is specially adapted for concrete buildings. This glass is made in three different kinds: polished, rolled and cast.

PILKINGTON BROS. LIMITED

**MONTREAL
WINNIPEG**

**Works :
ST. HELENS, ENGLAND**

**TORONTO
VANCOUVER**

Do You Make Enough Profit Selling Cross-Cut Saws?



No. 222—Lance tooth, One Man Saw.



No. 325—Lance tooth, Falling Saw.



No. 22—Lance tooth, Bucking Saw.

SIMONDS CRESCENT GROUND SAWS

Granted that you have a good saw to sell, profit is then a matter of **volume of business**. In the case of cross-cut saws the greatest volume of sales and consequently the largest amount of profit is made by the Dealers handling the **Simonds Crescent Ground Saws**. Every saw is guaranteed. Woodsmen know the saw, they know that they can do a bigger and better day's work and make more wages when they use these saws. We make them in all necessary styles and

sizes, both one and two-man saws. Factory in Montreal. **Place orders now** with your jobber, so that he may arrange to deliver to you the Crescent Ground Saws at just the time you need them. There is such a universal demand for these saws that those who place orders early for at least a part of their requirements are sure to be ready to make sales when the trade opens up. Write for catalog if you haven't already a copy of the Simonds book.

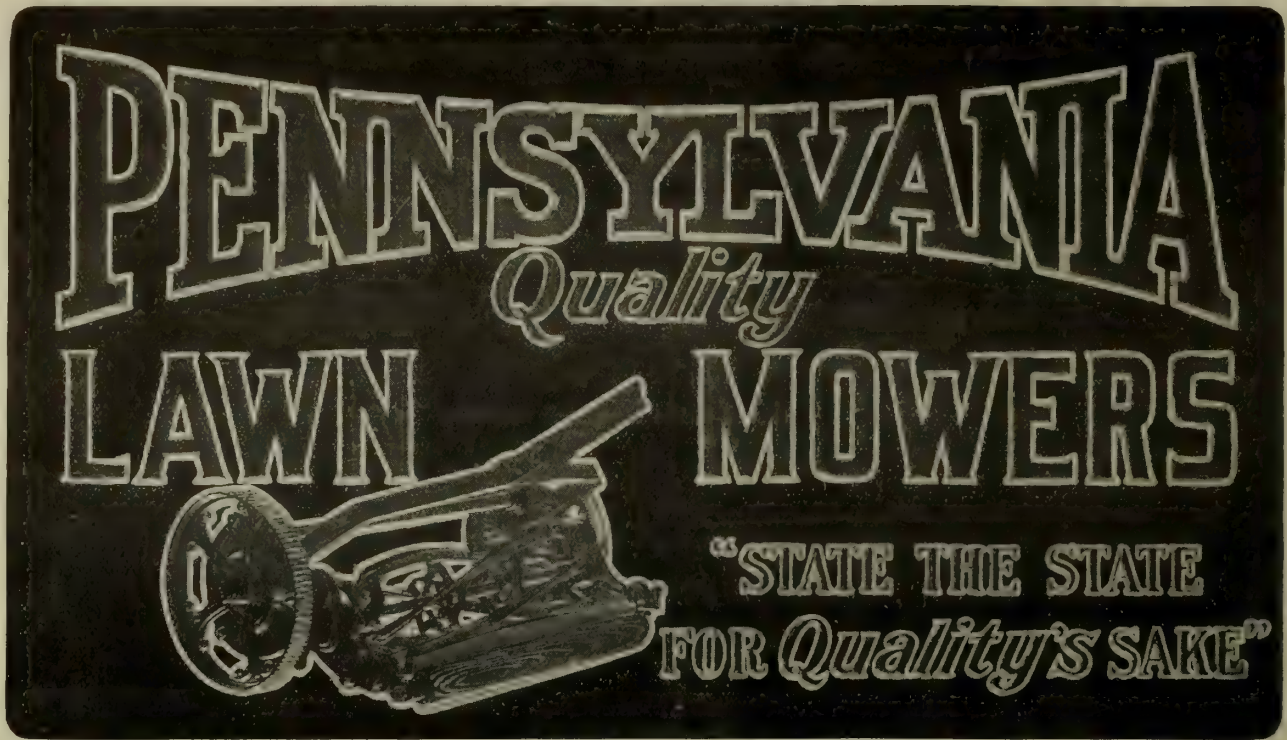
SIMONDS CANADA SAW CO., Limited

VANCOUVER, B.C.

MONTREAL, QUE.

ST. JOHN, N.B.

In the United States—Simonds Mfg. Co.



How We Help You Make Quick And Easy Sales

We carry on an extensive advertising campaign in many of the leading magazines on the continent. Nearly every present or prospective buyer reads our ads—reads about the quality of our product.

We supply you with an attractive hanger such as the one shown above (printed in gold and black). Hang this card where your customers will see it—then they will know where to get “*Pennsylvania*” *Quality* Mowers, about which they have been reading in the magazines.

Over 1,250,000 of these mowers have been sold—this is ample proof of their efficiency and popularity.

Supplee Hardware Company
PHILADELPHIA, PENNSYLVANIA

PENNSYLVANIA

Quality

Is The Assurance Of The Fullest Lawn Mower Value

The world wide reputation of *Pennsylvania QUALITY Lawn Mowers* has been attained because in their manufacture we embody the highest cost materials and the work of experts.

The superior construction, ease of operation and service-giving qualities prove our mowers to be the cheapest and most economical in the long run.

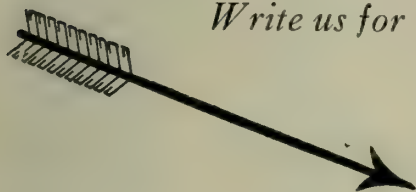
Knives are crucible steel—each stationary and revolving blade most carefully tempered.

High grade castings made in our own foundry.

FEATURES THAT HAVE MADE PENNSYLVANIA SUPERIOR.

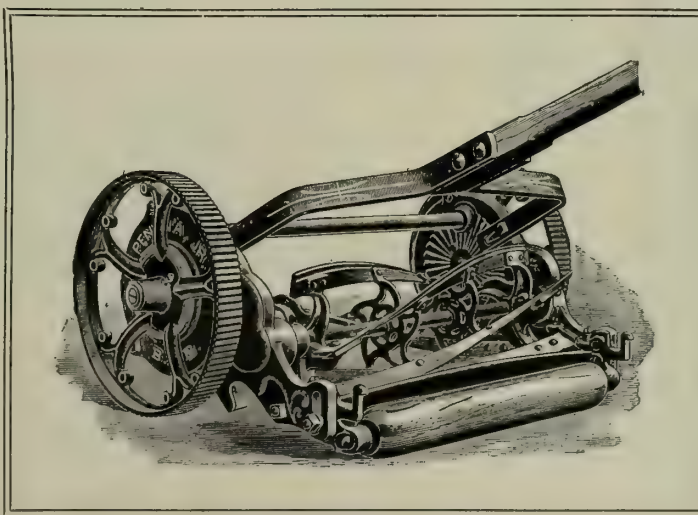
Open Cylinder, Open Wheel, Train of Gears. Self Sharpening, Ball Bearing.

Write us for complete details—good profits await you.



**The following Canadian jobbers
can supply you quickly at
favorable figures**

Wm. Stairs, Son & Morrow, Halifax.
E. K. Spinney, Yarmouth.
Chinic Hdwe. Co., Quebec.
Caverhill, Learmont & Co., Montreal.
Thos. Birkett & Son Co., Ottawa.
H. S. Howland & Sons Co., Toronto.
Rice Lewis & Son, Toronto.
Wood, Vallance & Co., Hamilton.
Wood, Vallance, Ltd., Winnipeg.
Wood, Vallance & Adams, Calgary.
Wood, Vallance & Leggat, Vancouver.
E. G. Prior & Co., Victoria.



"The Pennsylvania People"

Supplee Hardware Company

PHILADELPHIA

We Ship While Others are Thinking About it.



Every one knows that our eavetroughs always fit together without loss of time, and time is money. We make both round and square corrugated pipe, also plain round pipe in 8 and 10 foot lengths.



Corrugated Galvanized Iron Roofing and Siding, Straight or Curved

Elbows, skylights, ridge roll, valleys, ventilators and all kinds of conductor hooks. We carry a large stock of galvanized iron sheets, and will be glad to quote prices upon application.

WHEELER & BAIN

Toronto

THE QUICK SHIPPERS



Saws, Files and Edged Tools



No. 171A Secret Process, Vanadium Steel



No. 88A Silver Steel Saw, Mermaid Brand

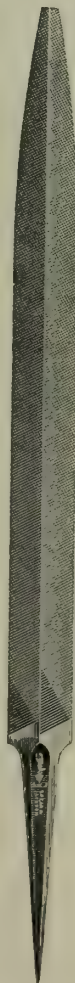
Spear & Jackson

LIMITED

F 122—Mill
Saw File
one round
edge.



F. 127—
3 Square File



"The Name's The Guarantee"
AND GOODS BEARING THIS

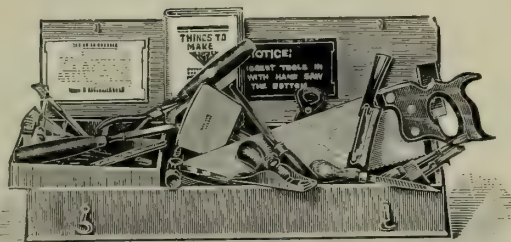
TRADE



MARK

MERMAID

ARE THE HIGHEST QUALITY
THAT CAN BE PRODUCED.



No. 5A Containing 22 Tools.

Hand File



F 21—Half
Round
Rasp



Spear & Jackson, Limited

SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada
CORISTINE BUILDING, MONTREAL

Flatware of Quality and Beautiful Design Is the Latest Production of our Factory

We are now introducing our first flatware productions to the trade. The illustration on the opposite page is our Alliston design, and we are confident that both in quality and design it is the equal of any flatware on the market, and that it will meet with the unreserved approval of the trade in Canada. We have not offered this ware for distribution until we were sure that we had produced something that would be a credit to our house. The different pieces that comprise it are beautiful in proportions and form, while the ornamentation exhibits a delicate restraint and is most finely modelled. This ware is very heavily plated with pure silver on a fine nickel-silver base, and you can go as far as you like in guaranteeing its wearing qualities to your customers. It is made to wear a life-time.

We select with special care the component metals used in our woods, amalgamate, cast into plates, roll and prepare with a view toward obtaining the highest possible efficiency for plating purposes—with equal care we pursue each subsequent operation to the shipping of the finished article having in mind but one end, the building of a reputation for reputable goods.

D. & W. Flatware will prove an excellent business getter for the hardware dealer. It allows a profit that you cannot afford to lose.

We also show a full line of Staple lines; also Tip and Windsor patterns.

Get in touch with us to-day. Ask us to send a trial order.

Defriez & Woodman, Ltd.

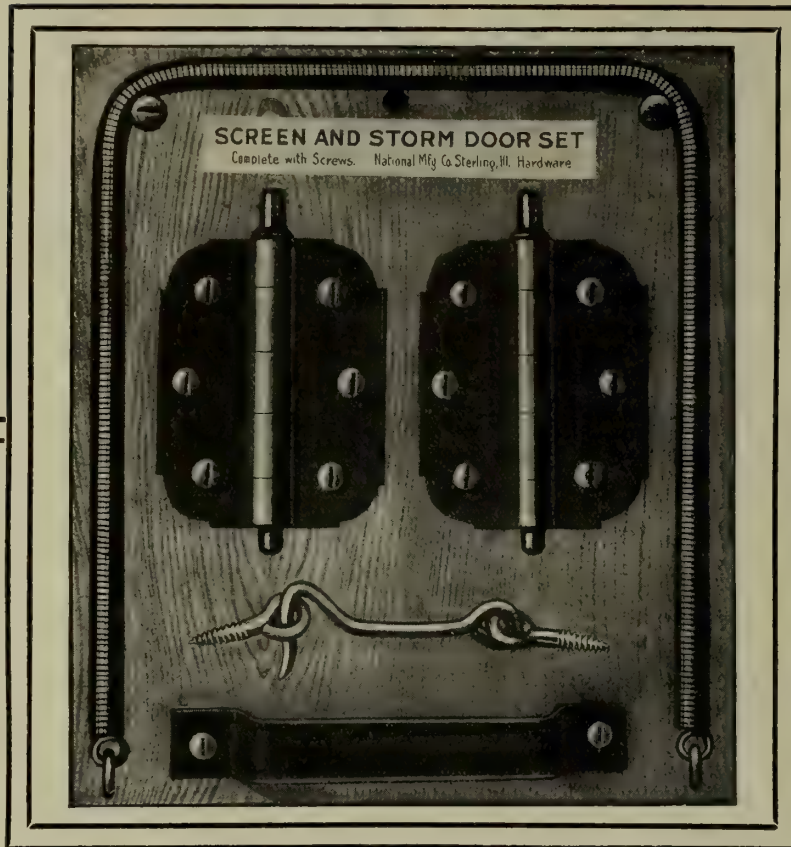
Head Office: TORONTO.

Factory: ALLISTON.

Montreal Office: Coristine Building.

HARDWARE AND METAL





TRADE MARK



TRADE MARK

BUY YOUR SCREEN DOOR SETS NOW

Down here at Sterling we are making a screen and storm door set which is of a sufficiently high quality to warrant you in adding it to your stock. This is an original "National" idea, this combining in a convenient package, all equipment for hanging a screen or storm door.

The set consists of the following:

- 1 pair 3 x 2½" Wrought Steel Loose Pin Surface Hinges.
- 1 No. 3 Perfect Door Spring with loop ends.
- 1 2½" Hook & Eye.
- 1 4½" Wrought Steel Door Pull.

Nickeled screws and hooks and eyes are furnished with the Japanned sets. In the plated sets all parts are plated to match.

With your first order we will mount one set on a handsomely finished board for counter display. It makes a valuable sales help which you will appreciate.

Now is the time to place your order for these sets. Place them in stock, bring them to the attention of your trade. The selling qualities of the sets will do the rest.

If you do not have our 1913 catalog we will gladly mail you a copy.

NATIONAL MANUFACTURING Co., STERLING, ILL.



Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

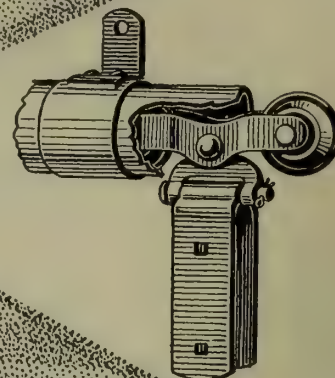
Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.

THE CANNON BALL BEATS THEM ALL!



Boom Business

With the world famous

Cannon Ball Barn Door Hangers

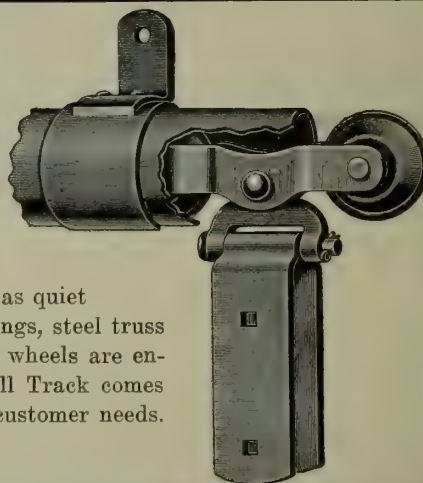
Here are the Barn Door Hangers that boom business. They are in demand because of their known high quality, universal satisfaction and long service they give.

Cannon Ball Barn Door Hangers will win trade for you and hold it. They not only enable you to meet competition, but they beat it.

You don't have to "argue" or "explain" to sell Cannon Ball Hangers. They have a wide reputation. Just say: "Here is the famous Cannon Ball Hanger," and the sale is made. And there are no "come-backs" or complaints. Cannon Ball Hangers are easily adjusted and give no trouble. They stay sold and they sell others. Put in a stock of Cannon Ball Hangers and make money and friends.

The big seller in the Cannon Ball Line

It's No. 384, a silent, frictionless, flexible tandem, as quiet and smooth running as an auto. Has long roller bearings, steel truss frame, special steel ball wheels, with wide tread. The wheels are enclosed and are waterproof and birdproof. Cannon Ball Track comes in 3 foot sections, so you can sell exact amount your customer needs. A crate of 96 feet will easily fit under your counter.



Write at once for our money making deal for live dealers.

We have an interesting plan to offer you, and we'll point the way to a bigger and more satisfactory trade on Barn Door Hangers—bigger and more substantial profits than you have ever made before. Write us a letter now—a postal will do—and get our profit-and-trade-bringing proposition.

Hunt, Helm, Ferris & Co., 178 Hunt Street
HARVARD, ILL., U. S. A.

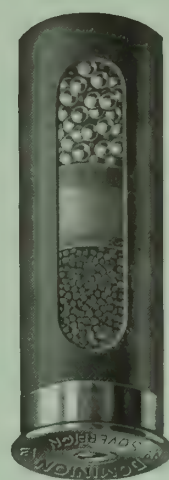
Agents for Western Canada:

MERCHANTS HARDWARE SPECIALTIES CO.
Calgary, Alberta

MACKENZIE BROTHERS
Winnipeg, Manitoba



WHY should every dealer in Canada carry Dominion Cartridge Co's. Ammunition? Because it is the best on the market to-day and is also backed by our guarantee which insures you against defective goods.



Dominion ammunition is made by Canadian workmen for Canadian Sportsmen.

If you are in doubt buy Dominion Proved and Improved Ammunition and you will make no mistake. Always keep a complete assortment on hand so that at any time you can supply your customer with the load he requires.

At the Trap or in the Field you will find the most successful shooter is using Dominion Ammunition.

For full Information, Catalogues,
Hangers, Etc., write

Dominion Cartridge Co., Limited
Montreal, Canada

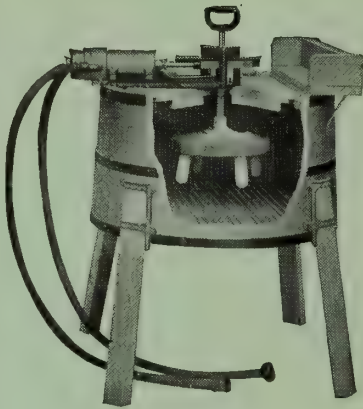


THE BOSS SELF-WORKING WASHING MACHINE

is different to others. It rubs the clothes and forcibly drives the water through every fibre of them, just as the washer woman does on the wash board. Then it works so easy. The high speed fly-wheel ensures easy, smooth running. This Washer has a larger capacity than others. It is more than ordinarily efficient.



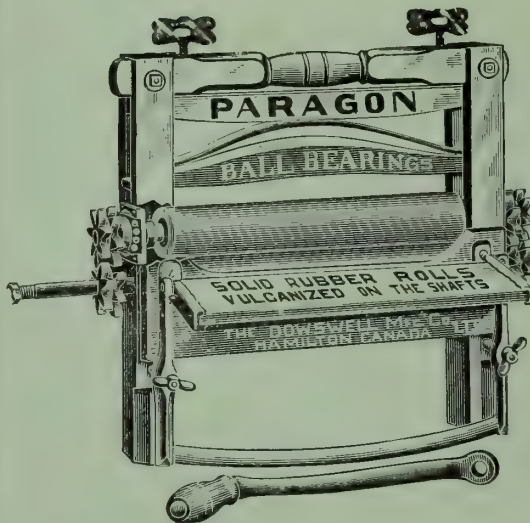
Laurentian Springless Motor Washer



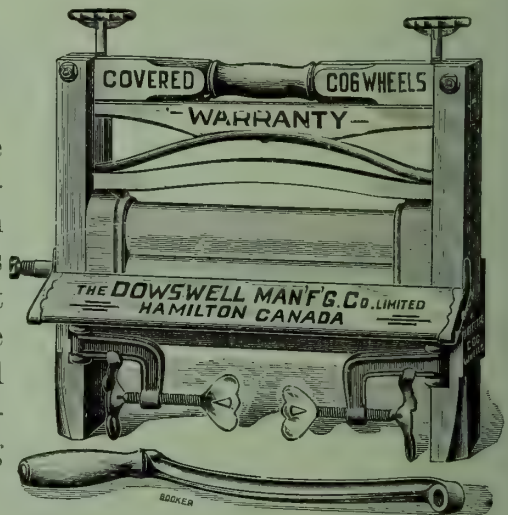
will operate satisfactorily on 30 lbs. or more water pressure, and will work equally as well on high or low pressure. Louisiana Red Cypress Wood Tub, which has proven the best wood to use to avoid warping, wear, decay, and bad odors. Motor body is made entirely of brass, and all other iron parts of the machine which come in contact with water are electro-galvanized.

Wringers

The factory that make our Wringers manufacture their own Rolls. Every care is used to make the best to be had. They are properly vulcanized to the shafts; adjustment and clamping devices are perfect.



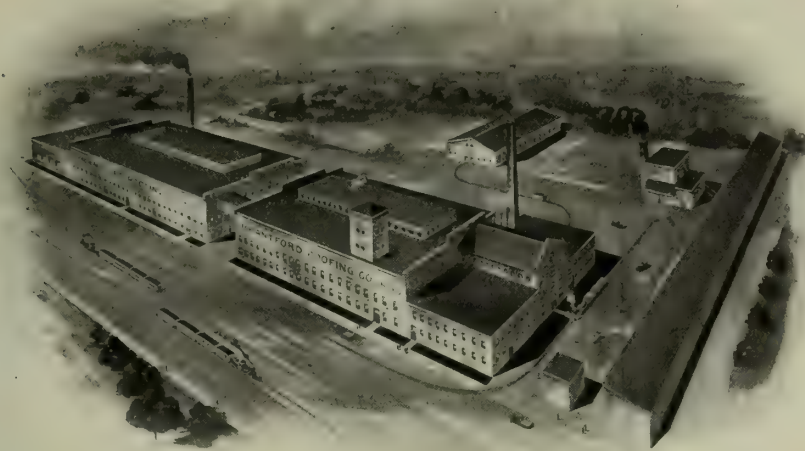
Paragon Ball Bearing two-year rolls.
Royal Canadian standard rolls.
Our Catalogue shows complete line.



Warranty Ball Bearing, covered gears, 5-year rolls.
Bicycle Ball Bearing, covered gears, 3-year rolls.
Safety Ball Bearing, covered gears, 2-year rolls.

Caverhill, Learmont & Co.

MONTREAL



HO! FOR SPRING

AND

BRANTFORD ROOFING

OUR TRAVELLERS ARE NOW ON THE ROAD WITH
SAMPLES AND PRICES OF THE FOLLOWING:—

BRANTFORD ASPHALT

BRANTFORD RUBBER

RED, GREEN AND WHITE CRYSTAL ROOFING

BUILDING AND SHEATHING PAPERS

BEAVER BOARD

ROOF PAINT IN COLORS

ROOF CEMENT

BRANTFORD ROOFING CO., LIMITED

BRANTFORD TORONTO MONTREAL WINNIPEG

For Satisfied Customers

SELL

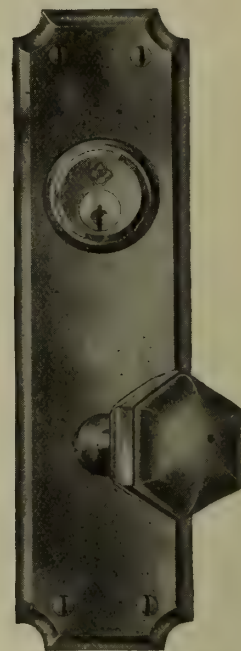
“Peterboro” Hardware

**It's Up-to-date in Design
And the Quality is There**

If you are not familiar with the quality and artistic design of “Peterboro” Hardware you should make it a point to get acquainted at once. It is our aim to manufacture the most extensive and up-to-date line of finishing hardware in Canada.



Handle 19770



No. 18 and 19 Design



No. 21 Design



**TRADE MARK
Registered**

For the protection of the trade we trade-mark all our goods. We are continually adding new lines to suit the requirements of the trade.

Drop us a card to-day for our beautifully illustrated catalog. It will give you a comprehensive idea as to the attractiveness and quality of our lines.

Peterborough Lock Mfg. Co., Limited
Peterborough, Ont.

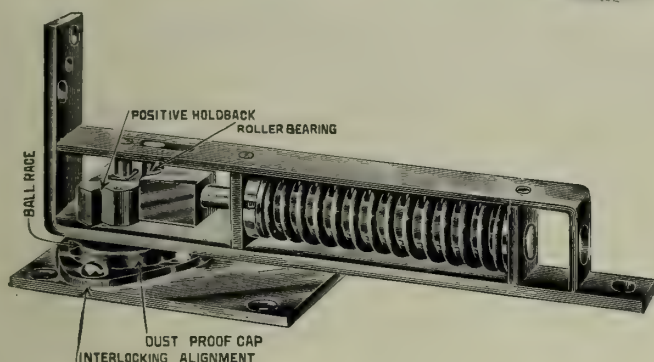


Reg. U. S. Pat. Off.

"KATZ" No. 1

Ball bearing and steel throughout. Grease Chamber enclosing and oiling working parts. Alignments perfect and guaranteed to hold.

For doors $1\frac{1}{8}$ to $1\frac{3}{4}$ inches thick. Made in all regular finishes and solid brass trimmings.

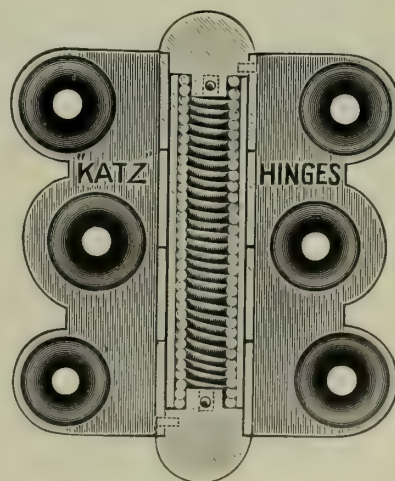
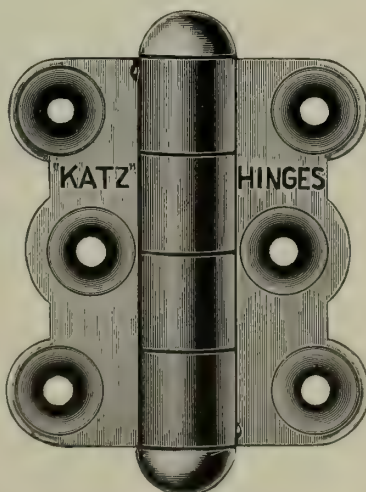
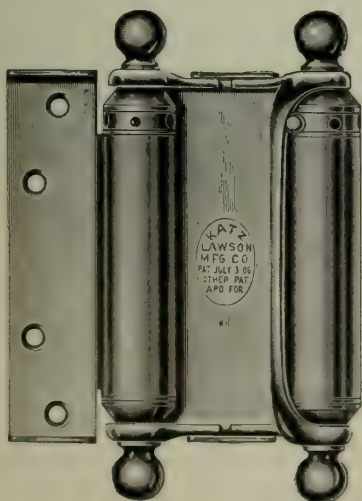


"KATZ" No. 2

Same as above, with exception of Grease Chamber and a lighter frame. Finished on planished steel only. For doors $1\frac{1}{8}$ to $1\frac{3}{4}$ inches thick.

Handle "KATZ" Hinges

They are so well made—so finely constructed—in such demand that you are absolutely taking no chances in handling both No. 1 and No. 2, as well as our "KATZ" Jamb Hinges and "KATZ" Screen Door Hinges. All are made of the finest material, very ornamental, and are swift sellers.



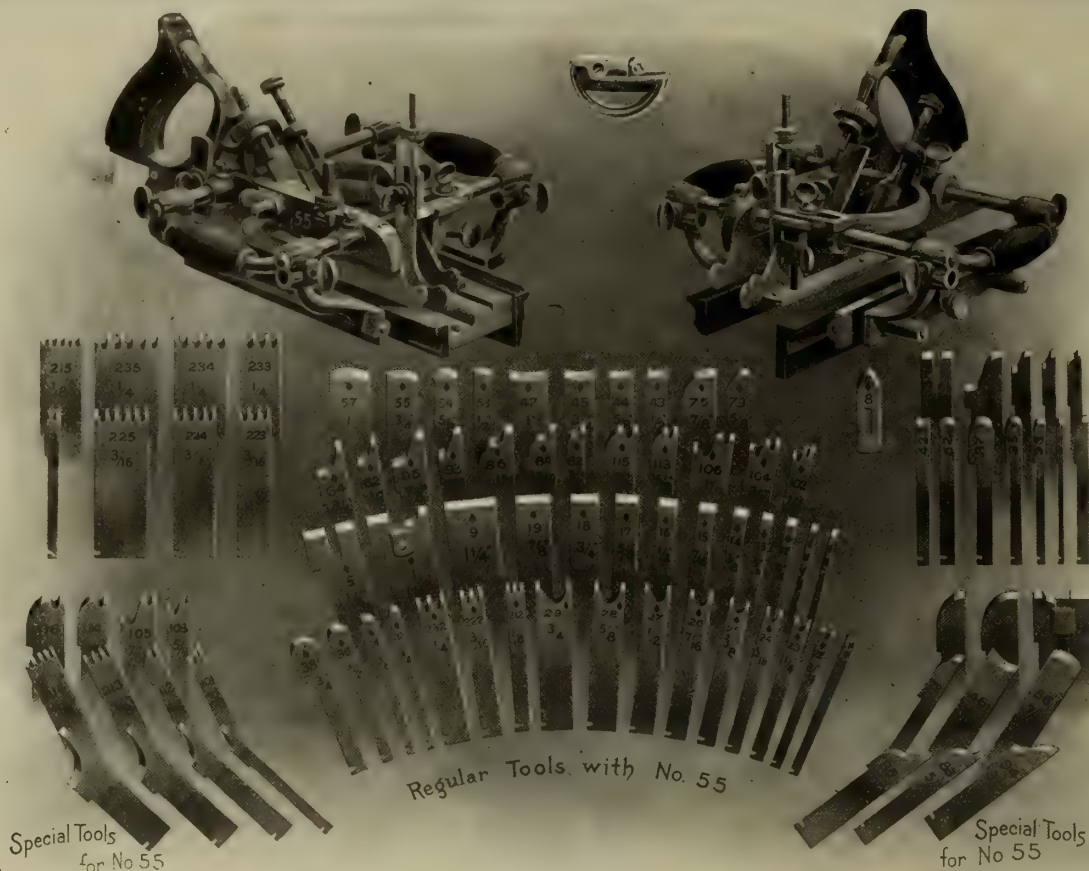
"KATZ" JAMB and "KATZ" SCREEN DOOR HINGES

LAWSON MFG. COMPANY

NEW YORK

215 West Huron Street, CHICAGO

PHILADELPHIA



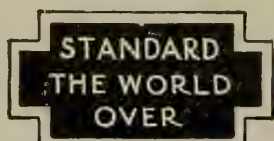
Copyright 1909, Stanley Rule and Level Co.

Stanley Tools "55"

A Planing Mill Within Itself

THE "55" Plane will do a greater variety of work than can be done with a full line of so-called fancy planes. It is 10 inches long, WEIGHS ONLY $7\frac{3}{4}$ LBS. (with 93 cutters 11 LBS.) and REPLACES practically the complete line of fancy planes weighing, probably, 90 LBS.

¶ The regular Equipment sent with this plane comprises the 52 CUTTERS marked ♦. A further line of 41 Special Cutters is regularly made. Send for Catalogue containing complete description.



Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.





EVERY WISS SHEAR BLADE MUST PASS THE "FILE" TEST

Each blade must **prove** itself **harder** than the file. This is the final proof of **perfect temper**—which guarantees you in Wiss Scissors and Shears—blades that really **stay sharp**—and which are absolutely unequalled in **cutting keenness and durability**.

WISS SHEARS ARE PROFIT PRODUCERS

They bring more than ordinary scissors—consequently make more. They satisfy. You will never be called upon to replace faulty pairs—never have to answer complaints.

Send a postal request to our Toronto Office. One of our cutlery experts can very possibly show you how to **double** your cutlery **profit**. There is no obligation on your part to ask him to call.

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High Grade Shears and Scissors, Razors.

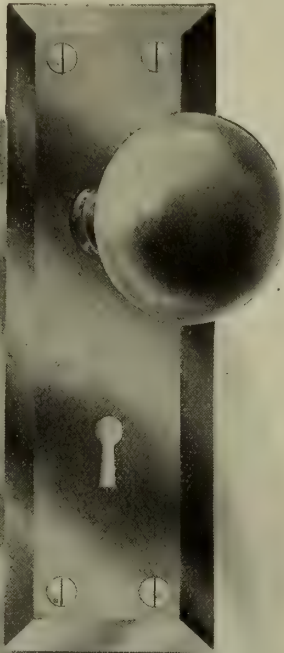
Tinner Snips, Cutlery, since 1848.

TORONTO OFFICE,

193 SPADINA AVE.

Highest Quality Builders' Hardware

Up-To-Date
Designs



Oakland Design

We have many designs from which to select. Each and every one is very attractive, and you are certain to find them rapid sellers. Front Door Sets and Bell Sets, etc., may be had for each.

Ask for our illustrated catalog and price list.

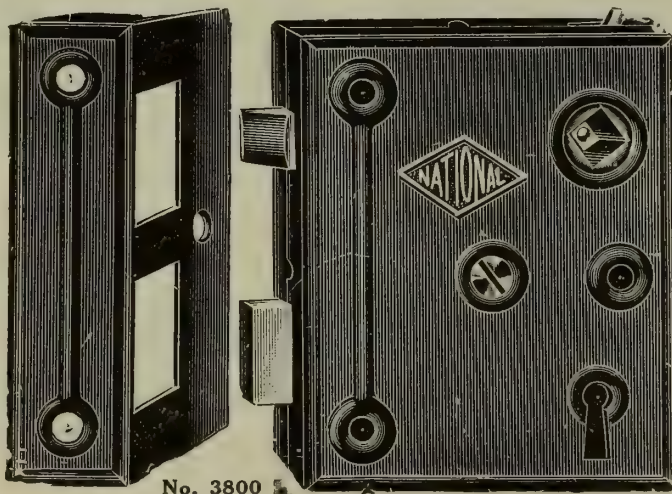


Rideau Design

Good Margin for
Profit



St. Croix Design



No. 3800

Steel Rim Locks

"National" Steel Rim Locks are exceptionally strong and durable, and well finished.

The locking mechanism is pivoted on a central pin, is very simple and cannot get out of order.

We guarantee our goods to meet the requirements of your best class of trade, and to completely satisfy.

National Hardware Company, Limited
ORILLIA ONTARIO

IN
VENICE

IN
NEW YORK



“TRIPLEX” SPRING BUTTS

In the ancient city of Venice, near one of the Campanili, stands the famous Doge Palace. This building is now used for modern purposes and many of the interior doors are hung on Chicago “Triplex” Spring Butts.

In the great city of New York, perhaps its most famous building, the Metropolitan Tower, is equipped exclusively with Chicago “Triplex” Spring Butts.

The watch tower of ancient Venice is the architectural model for the work tower of modern New York. The Old World's modernized palace has its doors hung on the New World's best Spring Hinge production—Chicago “Triplex” Spring Butts.



Chicago Spring Butt Company
CHICAGO NEW YORK

SEND FOR CATALOGUE K29



The name YALE helps make the sale

YALE

*The Home
of YALE Products*

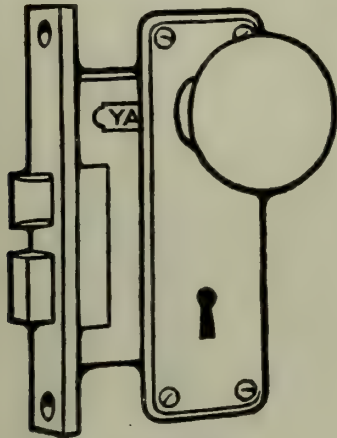


Ben Franklin said:

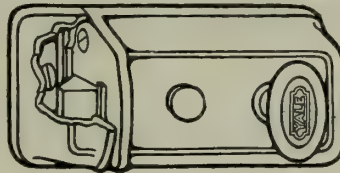
**"The way to be safe
is to never feel secure"**

Franklin spoke before the day of Yale Locks. Now he would say, "The way to be safe is to buy Yale security"

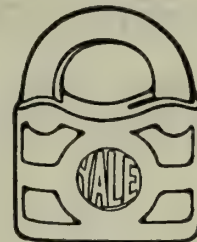
Security is a comparative term. *Yale* security is a superlative term. Your trade is learning this—and more. It is learning that a trustworthy name in locks is a safe name in hardware—that Yale security means safe buying whether it be:



YALE
Locks and Hardware



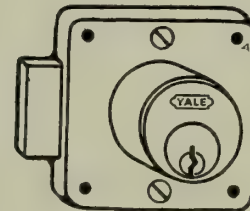
YALE
Night Latches



YALE
Padlocks



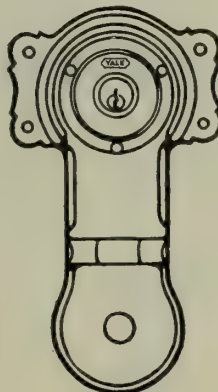
YALE
Bank and Safe Locks



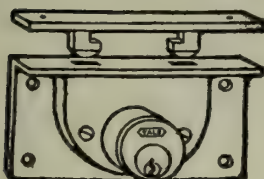
YALE
Cabinet Locks



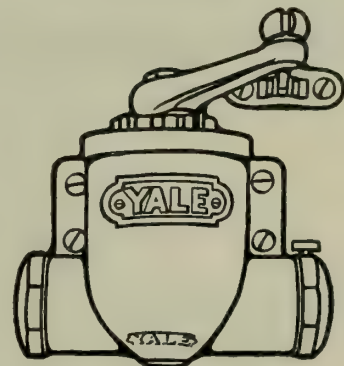
YALE
Cylinder Locks



YALE
Trunk Locks



YALE
Chest Locks



YALE
Door Checks

Is your trade on locks and hardware secure? It isn't unless your stock is such that you can meet all lock and hardware calls with Yale Products. We are just as interested in getting Yale goods off your shelves as in getting them on. Ask us about our Dealers' Advertising Service.

Beginning with March, we will add the two million readers of the Saturday Evening Post to the vast audience now being taught the meaning and value of the name "Yale" in connection with Locks and Hardware.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada; Locks, Padlocks,
Builders' Hardware, Door Checks and Chain Hoists.
General Offices and Works: St. Catharines, Ont.

SOME GOOD RED DEVIL LINES

YOUR JOBBER CAN SUPPLY YOU



"Red Devil"

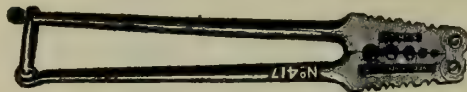
"It's all in Our teeth."



8 inch to 12 inch Nickel Plated Extension Tack Saw Frame.



The Acme—No. 100



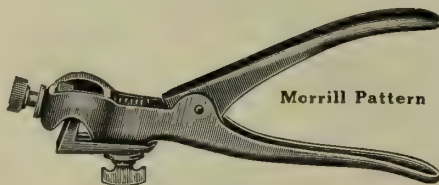
No. 417—Double Head Clamp.



No. 1488—Expansive Bits.



No. 3645—All Sizes.



Morrill Pattern

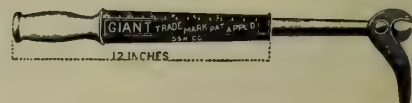
No. 482—Hand Saw Set.



No. 43—Sash Locks.



Steel Door Buttons.



Original Genuine "Giant"



No. 4838R—1 1/4 inch.



No. 796—Electrician's Snips



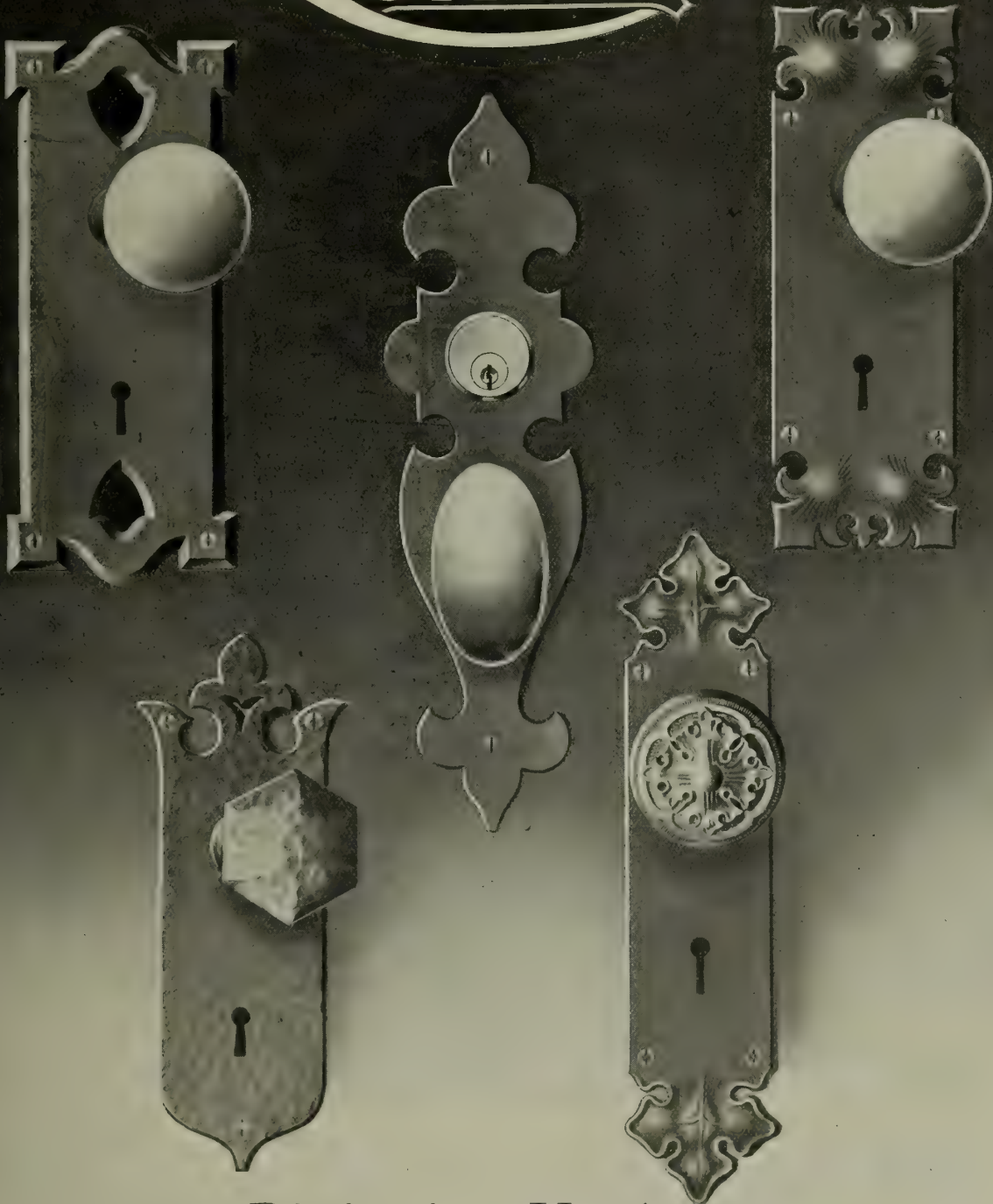
No. 3703—German Insulated Plier

YOU TAKE NO CHANCES WITH RED DEVIL TOOLS

SMITH HARDWARE CO., LIMITED, MONTREAL

HARDWARE AND METAL

CORBIN



Distinctive Hardware

For Homes of Refinement. Special designs in harmony with the architect's motives give an effect of individuality and good taste. The illustrations show a few special Corbin designs appropriate for mission and colonial homes and bungalows. We have every facility for making designs from architect's sketches.

P. & F. CORBIN

Division

The American Hardware Corporation
NEW BRITAIN, CONNECTICUT

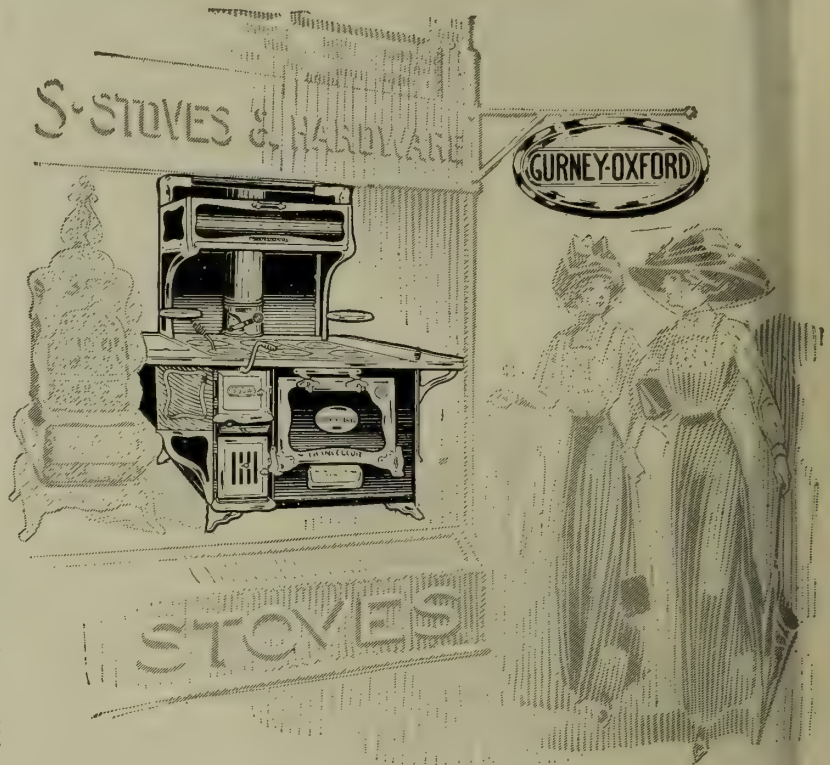
P. & F. CORBIN of Chicago


P. & F. CORBIN of New York

P. & F. CORBIN Division, Philadelphia

THE STOVE BUSINESS
IN YOUR LOCALITY
IS JUST WHAT YOU
LIKE TO MAKE IT.

Yes Sir, the business is there alright, and despite the efforts of the best mail-order house, you can get it, if you have the right Stove Organization, the right co-operation, and most important, the right Stove to back your efforts.



Consider the Gurney-Oxford Proposition in brief—Firstly, what is it that “starts the ball rolling” in the mail-order man’s direction? Advertising. “Gurney-Oxford” advertises, too, and even more extensively than the stove department of mail-order houses. And all Gurney-Oxford advertisements carry that oval —a household word for the best in stoves. These ads. tell our story in convincing language, and they direct those interested to your store. Advertising like this brings rapid results. Any woman would rather go to your store and see the article, than write for a catalog. And that “Gurney-Oxford” goes a long way. It is worth all the “money refunded” or “30 days trial” ever written. We cannot impress too strongly the importance of this advertising campaign—pratically your campaign.

To further attract attention to your store as a Gurney-Oxford Depot, we send you showy, eye-catching window dress, window cards, etc.

Then again, to hold the interest of a possible purchaser, we print for you handsome catalogs describing the Line, and if you desire, we will write letters to those in the market for a stove.

All this, of course, is in brief; just what the real significance is of all these helps can be explained in detail if you are interested. But you can see that just in this outline of our proposition, that as soon as a woman needs a stove she is reminded at once, from one or other methods of our advertising that the “Gurney-Oxford”—the only stove, is on demonstration at your store.

And finally you have the Stove behind it all. No need to detail on that here. Everyone knows the “Gurney-Oxford.” You can talk the wonderful Economizer, the remarkable flue and grate arrangement. Do you know any other stove proposition where stove selling is reduced to a simpler matter? Write us to-night.

The Gurney Foundry Company, Limited, Toronto

Montreal

Hamilton

Winnipeg

Calgary

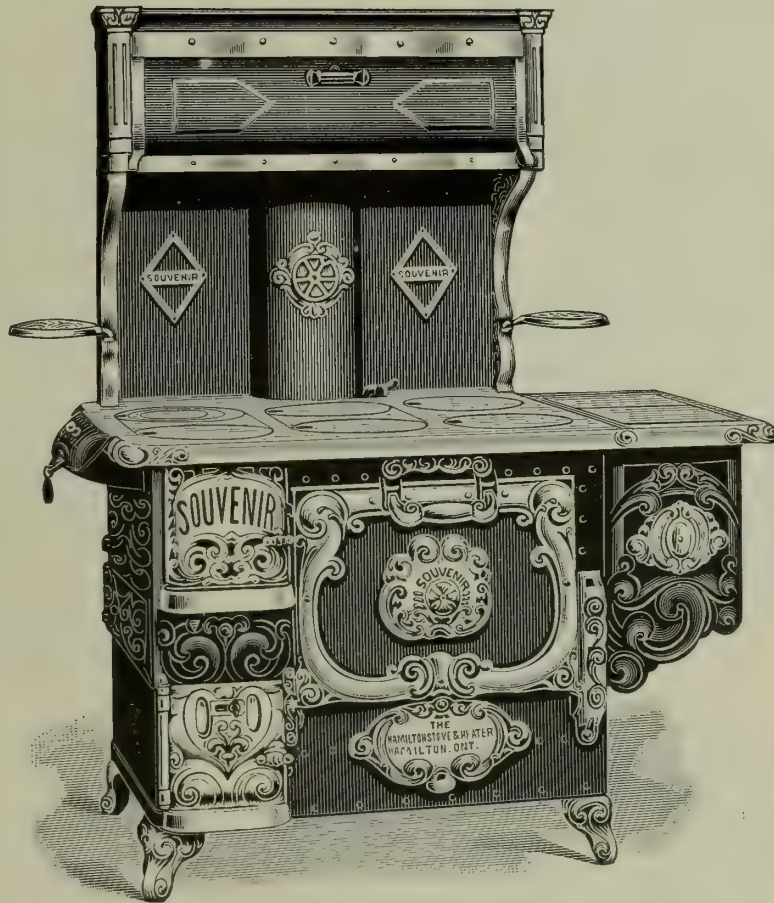
Vancouver

**The Best
Steel
Range**



**Made
In
Canada**

**Perfect
In
Design
Convenience
and
Durability**



**Unequalled
for
Fine
and
Quick
Baking**

The Royal Souvenir Steel Range

The Royal Souvenir Range is the highest grade steel range made in Canada. Each distinctive feature accomplishes something specific—each part is there for a purpose. The body of the range is made of blue planished steel. Requires no blacking, thus saving labor.

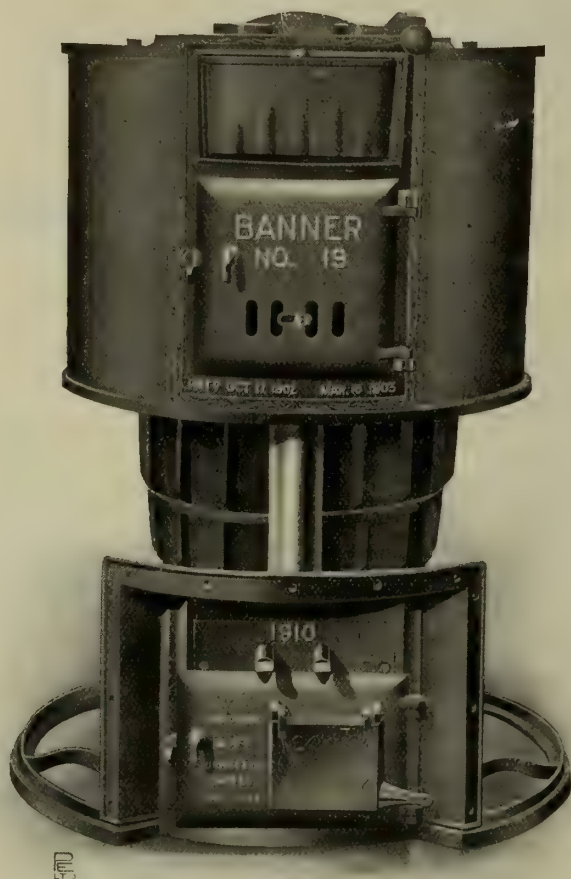
Send for our illustrated booklet and detailed information.

Hamilton Stove & Heater Co., Limited
HAMILTON, (Successors to Gurney, Tilden & Company, Limited) ONTARIO

TILDEN, GURNEY & CO., LTD., Winnipeg, Calgary, Vancouver

Banner Stoves and

Are of a Quality and Effic



The Banner Furnace

All parts of this furnace which are subject to the wear and tear a furnace has to endure, are made of heavy cast iron, viz., the **Grate Bars**, the **Fire Pot** and the **Dome** or Combustion Chamber. These are the three essential parts of a furnace that should be heavy and well built.

The **Grate Bars** are triangular in form, and it is acknowledged that this is the best grate for furnace use. Being triangular in form, it has three sides — which can be exposed to the fire, and this will naturally give much better service than any grate with only one side to the fire. The No. 16 has one shaker bar only,

whereas all the other sizes have two shaker bars.

The **Fire Pot** is made in two sections with a cup joint which minimizes the danger of cracking in the centre. It is flanged or ribbed on the outside to add strength and additional radiating surface.

The **Cast Iron Dome** is made exceptionally heavy, and fits the Fire Pot with a cup joint. It will last longer and will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

All the other parts of this furnace are built and designed with the same object in view, viz., to make the Banner Furnace a high grade heating apparatus in every detail.

This furnace will bring you a large demand and splendid profits.

We guarantee it to give every user perfect satisfaction.

Wait for our travellers. Write for literature.

The Galt Stove & Furnace

GALT

Furnaces

iciency that Assure Pleased Customers



The "Art-Banner" Range

This is an entirely new cast iron range.

The design is the height of stove architecture, and this combined with smooth castings, perfect mountings and finishing makes this a high grade range in every department.

Every detail has been taken into consideration to make this the best.

THE OVEN is large and guaranteed to bake perfectly.

THE FIRE BOX is admirably proportioned to do the work which is required to make it an economical and perfect cooking and baking Range.

THE GRATE is the duplex form which can easily be removed without disturbing any other portion of the fire box. The bars are exceptionally heavy, and are built to last.

THE RESERVOIR is larger than usual in this class of range, and it has our peculiar reservoir damper which is unquestionably the best.

THE LOW CLOSET. This is a new feature which we have added, and it will be found a great convenience, and when the range is supplied in this design no hearth is included.

THE NICKEL WORK. We pride ourselves on having the finest nickel work on the market to-day. Nickel does not make a range cook any better, but the improved appearance of a well-trimmed stove makes it a mighty sight easier to sell than a poorly trimmed one.

Removable nickeled bands, which will not jostle off.

Burns coal or wood. One size. Three Styles.

The Banner Range assures a quick turnover and a good profit.

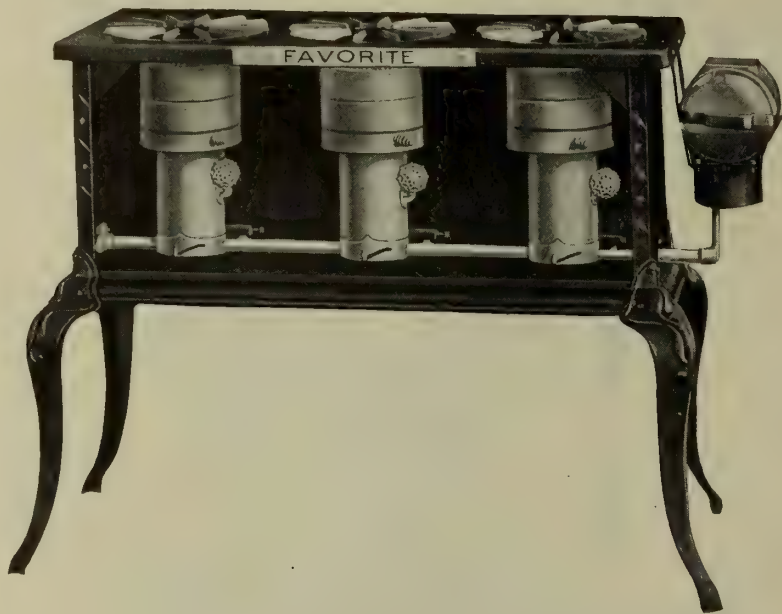
Put the Banner in stock and watch your trade grow.

Write for catalogue.



Co., Limited
ONT.

“FAVORITE” Blue Flame Oil Stoves and Gasoline Ranges.



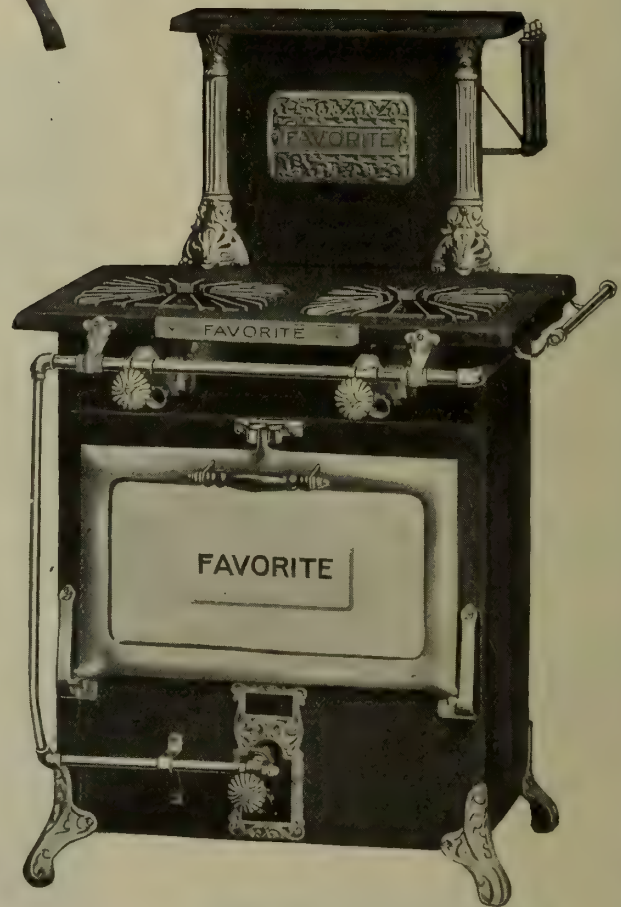
In the “FAVORITE” OIL STOVE a GALLON of Oil lasts TWENTY-FOUR HOURS, burning with a flame of cooking capacity, against TWELVE TO FIFTEEN HOURS on any other stove.

This slow consumption of oil, quick heating and even burning flame, all add to economy.

This Range is equipped with REMOVABLE SAFETY TANK, recognized as the most convenient and absolutely SAFE TANK ever placed on a Gasoline Range.

All our Gasoline Ranges are endorsed by the National Board of Underwriters.

WRITE US FOR ILLUSTRATED CATALOGUE OF ABOVE LINES.



FINDLAY BROS. CO., LIMITED

260 PRINCESS STREET

WINNIPEG

The "KELSEY" WARM AIR GENERATOR

A Large Margin
For
PROFIT



One of the
zig-zag tubes

The Special Feature

Note the zig-zag tubes—most of the air must pass through these sections and cannot get through without being warmed with even a low fire in the generator.

There are from 8 to 16 sections in each generator, according to size and capacity.

The corrugations being on the inside of sections, cause the air to be staggered or deflected from a straight course, bringing all air particles into contact with the heated surfaces and thoroughly mixed.

These tubes form fire pot and combustion chamber.

They are in contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases.

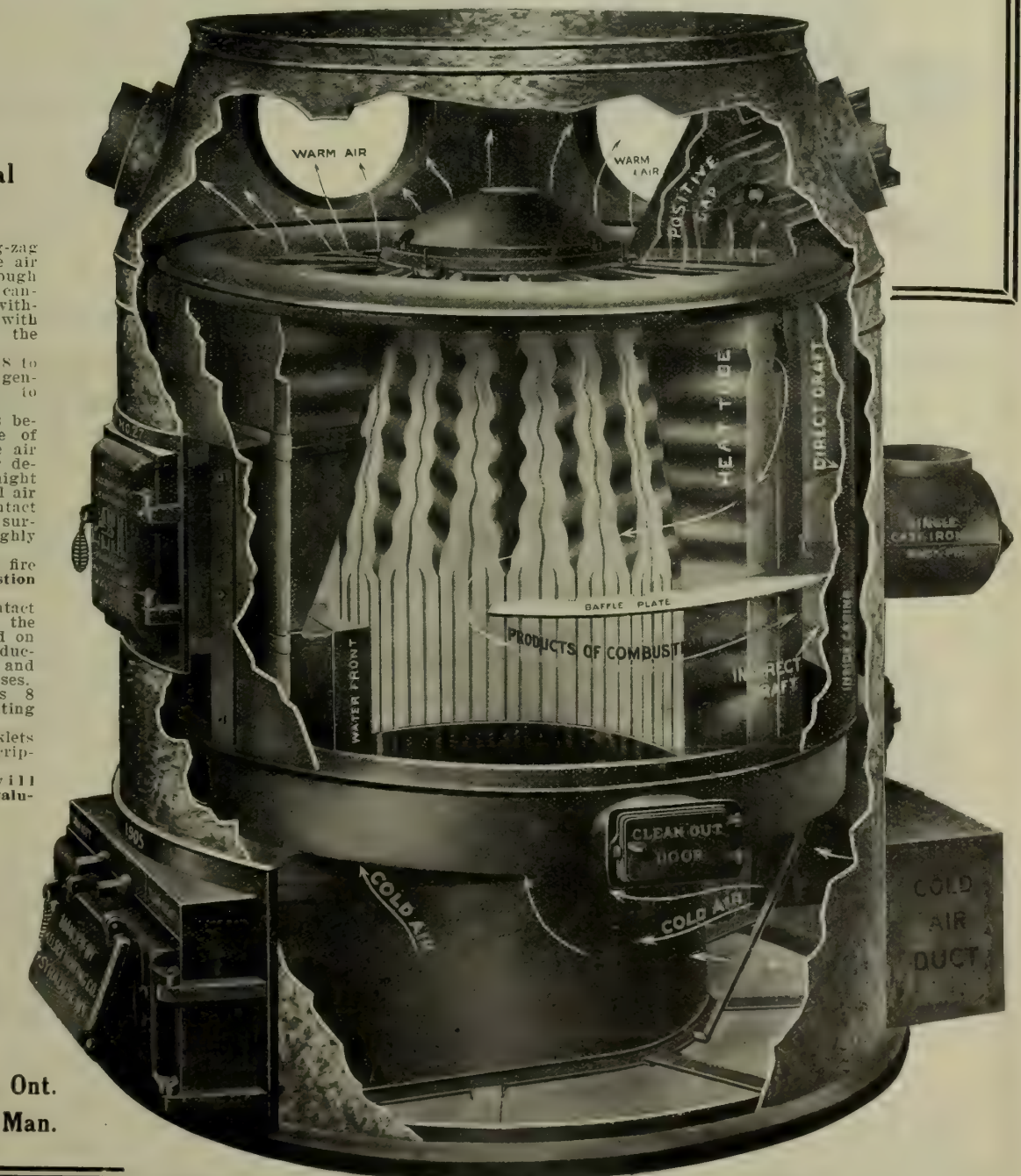
Each tube has 8 square feet of heating surface.

Write us for booklets and get full description.

Investigation will prove exceedingly valuable to you.

**The
JAMES
SMART
MFG. CO.
LIMITED**

**BROCKVILLE, Ont.
WINNIPEG, - Man.**





The Maple Leaf Range

The acme of Steel Range Construction.

Economical, Perfectly Made and an Excellent Baker.

"Every Purchaser a Booster for the Dealer" is the record of this range.

You will be in the stove business right if you handle the Maple Leaf Line.

It will be a business builder for you.

Forty sizes and styles, including several light and inexpensive ones.

Ask for our catalog and wholesale prices—they will interest you.

IF YOU ARE OPEN FOR A MIGHTY GOOD PROPOSITION

WRITE NOW

The Beach Foundry Co.

Limited

Winchester

:-:

Ontario

6 nine-inch holes, 22-inch oven, flat or duplex grates which draw out without disturbing fire linings.

THE ACME BOX STRAP

INDISPENSABLE TO ALL
HARDWARE MANUFACTURERS

People are getting to appreciate the fact that the goods with the "NAME" are warranted, and that the so-called "just as good" goods do not give satisfaction.

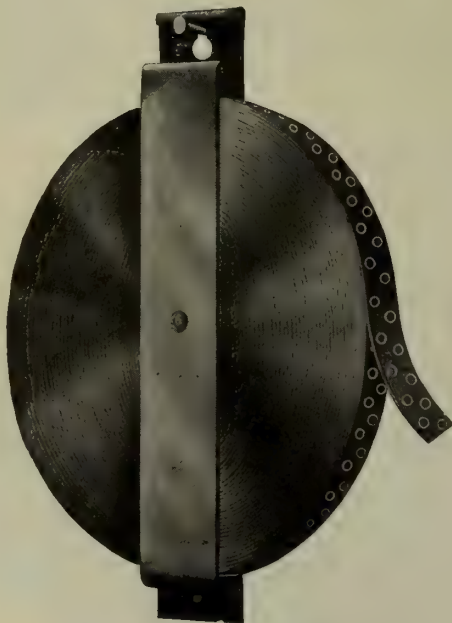
**Our Strapping has acquired an enviable fame,
and we are prepared to uphold its name.**

A continuous Metal Strap with a series of Raised Bosses along the edges to strengthen it and to protect nail heads.

On every reel we put our Patent Metal Reel Frame as illustrated.

Put up in Coils 300 feet in length and packed in cases containing 20 reels each.

Made in four widths: $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ and 1 inch. Patented in all countries.



Saves Time, Temper and Freight Handling

For prices, illustrated catalogue and other information, address P.O. Box 242.

J. E. BEAUCHAMP & CO., ^{OR} 61 St. Surpice St., MONTREAL
TELEPHONE MAIN 3961

To the Heating Trade

Every year in the past, we have had to turn down orders in the Fall because of the tremendous rush of business.

The main reason for this congestion is that many dealers leave their ordering to the last moment, making prompt delivery impossible.

ORDER NOW

Now is the time to place your orders

Your customers have their winter furnace troubles fresh in their minds

Get their orders now and let us know what stock you will need, and when

AND

YOU

WILL

GET

To help give you a quicker and better service, we have built a large foundry in Brampton, the best of its kind in Canada. This will help the situation, but we need your co-operation—and all we ask you to do is to place your order early—That means NOW.

PROMPT DELIVERY OF “PEASE” FURNACES

Manufactured by

Pease Foundry Co., Limited
Toronto

Branches: **Winnipeg**

Vancouver

Montreal

Hamilton

Works: **Brampton, Ont.**

Mr. Furnace Dealer :

Don't decide upon the furnace you are going to handle this year until you have fully looked into the merits of the "Pilot Success" Furnace. This means Dollars to you. Read the following Testimonial:

Dear Sirs:

The Pilot Success Furnace installed by A. W. Gilmour in my house last year has given eminent satisfaction, this notwithstanding that the house is an old one and was not arranged for heating by furnace, besides, by reason of its shape and size it has been considered particularly difficult to heat. More than one Furnace Company have pointed out that it would be almost impossible to heat all the rooms from a furnace. Indeed one large firm gave me an estimate for installing a furnace, but would not undertake to heat all the house; three of the rooms they said could not be heated. I must say that we have had no difficulty with the "Pilot Success" in heating equally and comfortably all of the rooms, even the most distant from the furnace. In consumption of coal it has been most economical, as I am sure it has not used more than 60 per cent. as much coal as we burned other years for the same length of time in stoves.

The work of installation was so well done that we have been troubled with no dust or gas, and as I have said, the distribution is excellent. I find your furnace easy to manage, and it requires little attention.

Yours very truly,

Dr. W. G. JESSOP,

50 Afton Ave., Toronto, Ont.

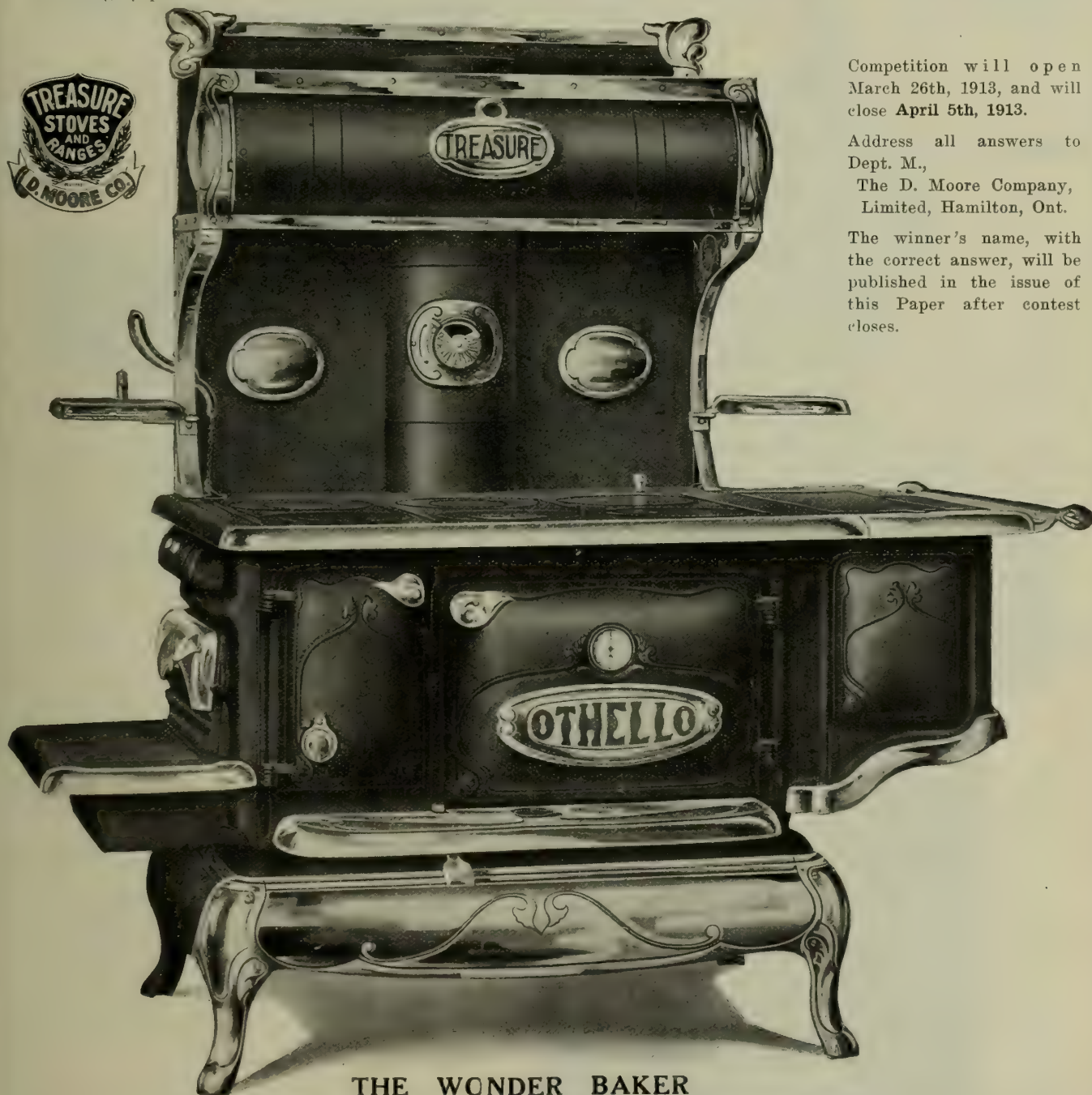
Drop us a line to-day for full particulars. Don't delay.

The HALL, ZRYD FOUNDRY CO., Ltd.
HESPELER, ONT.

"OTHELLO" TREASURE THE WONDER WORKER

The Latest Production of Cast Iron Ranges on the Canadian Market. It is a **Wonder Worker**; will keep fire for days without replenishing the fire.

GIVEN AWAY FREE.—This beautiful Range given away absolutely **Free** to Dealer who handles Stoves or their Stove Salesman (in Canada) who will first guess the exact number of Biscuits (or nearest to it) this Range will bake with one Firepot of Chestnut Coal (weight of coal 30 lbs.). Biscuits weigh one pound to the dozen. Each guess to count from date of mailing by postmark.



Competition will open March 26th, 1913, and will close April 5th, 1913.

Address all answers to Dept. M.,
The D. Moore Company,
Limited, Hamilton, Ont.

The winner's name, with the correct answer, will be published in the issue of this Paper after contest closes.

THE WONDER BAKER

Size No. 9-21, 6-9 in. Holes, Oven 21 x 20 x 13, also takes 28 in. Wood.
This Range will be a Trade Winner, and Every Dealer should have Sample on his floor. It is all we claim to be, A **Wonder Worker and Baker**.

Manufactured by

THE D. MOORE COMPANY, LIMITED
HAMILTON, CANADA

Agencies: Winnipeg—MERRICK-ANDERSON CO. Vancouver—JOHN BURNS.

Mention This Paper in your answer.

S U P R E M E



Steel Ranges Cast Iron Ranges
Gas Ranges Oak Heaters

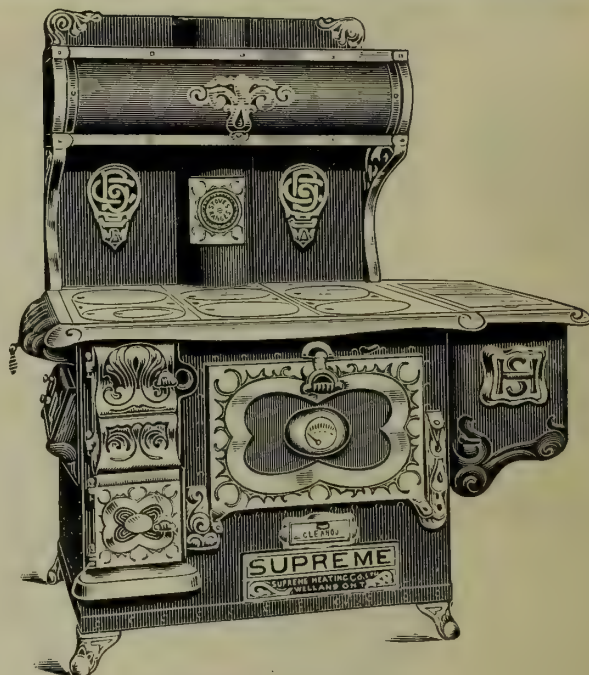
are money-making lines for the UP-TO-DATE Dealer to handle.

Every line is HIGH-GRADE and nets you the maximum profit on your investment.

Remember, we GUARANTEE every SUPREME range to save 50% of the fuel and give absolute satisfaction if installed properly under normal conditions, and operated according to the direction card supplied with each range.

CAN YOU GET A GUARANTEE LIKE THIS WITH ANY OTHER MAKE OF RANGE?

MR. DEALER: IT WILL PAY YOU TO HANDLE THE RANGE THAT THE PEOPLE ARE ASKING FOR. "EVERY SUPREME USER IS A SUPREME BOOSTER."



You have no apologies to make if you sell SUPREME Gas Ranges, because they give satisfaction.

The SUPREME embodies everything that could be wished for in order to make it an ideal gas-cooking apparatus. It has the appearance, the durability, and is equipped in every way to give the maximum amount of service for the least possible cost.

This also applies to our "Quality" Elevated Oven Gas Range.

Let us send you illustrated literature with full particulars about these lines.

Have you seen our SUPREME Oak Heaters equipped with the PATENT TRIANGULAR SHELL BAR GRATE? This is the best grate made for burning coal.

Gives more heat. Burns less coal. No coal wasted.

Address all enquiries to

The Supreme Heating Co.,
Limited

WELLAND,

ONTARIO.

YOU WILL ENJOY FISHING THIS YEAR, IF YOU LET US FURNISH THE BAIT

The ROYAL Line
is baited with

**Sparkling Finish
Attractive Designs
Very Latest Ideas
and Many
Exclusive Features**

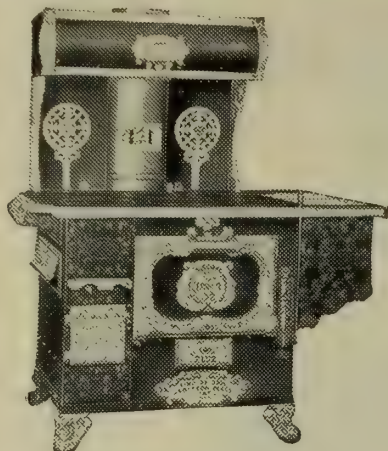
There is more than
pleasure in using
this line as it lands
the small and large
sales, gives satis-
faction and exceed-
ingly large profits.



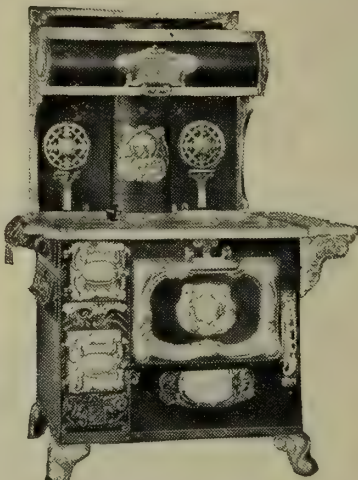
THE ROYAL MATRON
is made in three sizes—8-18, 9-18 and 9-20.

A CATALOGUE FOR THE ASKING.

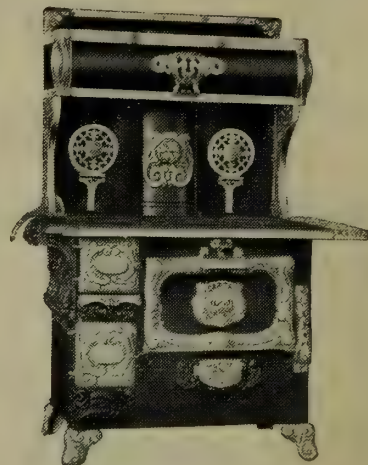
The Harriston Stove Company, Limited
Harriston, Ontario



CROWN FAVORITE
16 and 18-Inch Ovens



CROWN FAVORITE
16 and 18-Inch Ovens.



CAPITAL FAVORITE
16, 18 and 20-Inch Ovens

This Line of Ranges Will Meet The Demands of Every Class of Trade

The Values are Unequalled

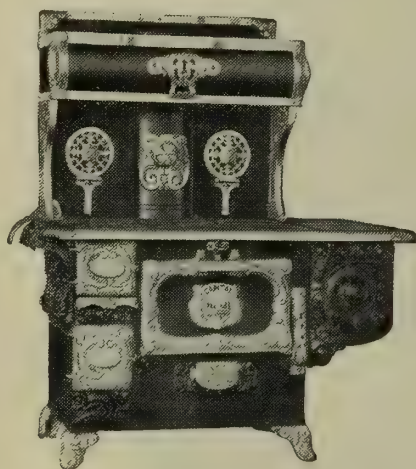
THE CAPITAL FAVORITE is a medium priced Range, substantially built, a great business getter, and very popular with the trade.

THE CROWN FAVORITE is a Six-Hole Range. It looks well, it works well and is the kind to have on your floor to meet competition.

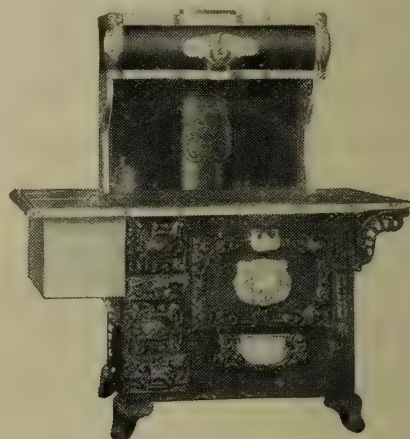
THE COLONIST is a Six-Hole Range and shows up big for the money. This Range will enable you to meet the competition of Catalogue Houses and at the same time net you a fair profit.

THE GLEANER is a Four-Hole Steel Cook fitted with a Flat or Duplex Grates, and the price for which it is sold is practically giving it away.

Start a more successful stove and range business NOW. You cannot afford not to handle our lines when there is so much profit and satisfaction awaiting you.



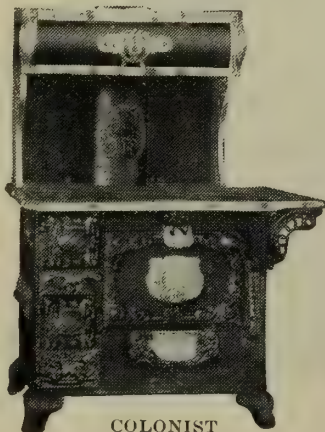
CAPITAL FAVORITE
16, 18 and 20-inch Ovens.



COLONIST—16 and 18-Inch Ovens



GLEANER—14 and 16-Inch Ovens.



COLONIST
16 and 18-Inch Ovens

Findlay Bros. Co., Limited

Head Office and Works: - CARLETON PLACE, ONT.

Branch House: - 260 PRINCESS STREET, WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton.

(So. Alberta, D. V. Cope & Co., Calgary.

Distributing Agents for (British Columbia, Geo. D. Horsman, Vancouver.



When Customers Ask For A
GOOD RANGE
sell them the

UNIVERSAL FAVORITE

Pleased Customers Will Be An Advertisement
For Your Store

**Best Materials,
Best Methods,
Long Experience,
Hard Study and
Expert Workmanship
are embodied in its
manufacture.**

The Universal Favorite is Canada's Greatest steel range.

Your most exacting customers will be highly pleased with its service.

It is a range that looks good from the outside and is good throughout. Many manufacturers depend upon the outward appearance to sell their ranges, but we make a product that speaks for itself.

The outward appearance will attract prospective buyers, but when you show them how well the whole range is constructed, they become ready buyers.

When we offer this range to the trade we do it with an aim to increase your trade, as well as our own.

We know the Universal Favorite cannot be excelled in quality, and is absolutely efficient—we want you to profit by our experience and recommend this range to your trade as the best on the market. Big business will result.

Write us for our illustrated catalog. It will give you a comprehensive idea of the quality of our products.

FINDLAY BROS. CO., LIMITED

Head Office and Works:

CARLETON PLACE, ONT.

Branch House:

260 PRINCESS STREET, WINNIPEG

Wholesale Jobbers for North Alberta: REVILLON WHOLESALE LTD., EDMONTON.

Distributing Agents: { for South Alberta: D. V. COPE & CO., CALGARY.
for British Columbia: GEO. D. HORSMAN, VANCOUVER.

"The Empire Line"

MR. DEALER,—It will pay you to write for prices of the

EMPIRE STATE



ATTRACTIVE NICKEL FINISH

The New High Class,
Moderate Priced, Steel
Range, adapted for
Western Trade.

Made in sizes 9-16 and
9-18, 4 hole top.

High Grade, Polished
Steel Body, Large Fire
Box, Duplex Grates.

Made Square and Extended

The Canadian Heating & Ventilating Co., Limited

OWEN SOUND - CANADA

WINNIPEG
521 Henry Ave.

VANCOUVER
Munro and Arnott

QUICK MEAL

Blue Flame Oil Stoves and Gasoline Evaporating Stoves

Are made in the most complete factory of its kind in the world (capacity 1500 Stoves a day.)

QUICK MEAL BLUE FLAME OIL STOVES are larger in build than others, and, with substantial cast iron legs, have the appearance, finish and convincing qualities of simplicity of operation, safety and economy which makes them the sellers as against any competition.



QUICK MEAL EVAPORATING GASOLINE STOVES are constructed according to safety requirements of the National Board of Fire Underwriters, which fact will appeal to dealer and user alike.

Evaporating principle and burners are most simple, requiring less attention than other makes, while the cost of operating is lower than that of any other.

They are strongly built Stoves, mounted on casters, and Ovens are of heavy aluminumized steel.



An exclusive town agency means a sure and profitable trade to you. Write us for catalogue without delay.

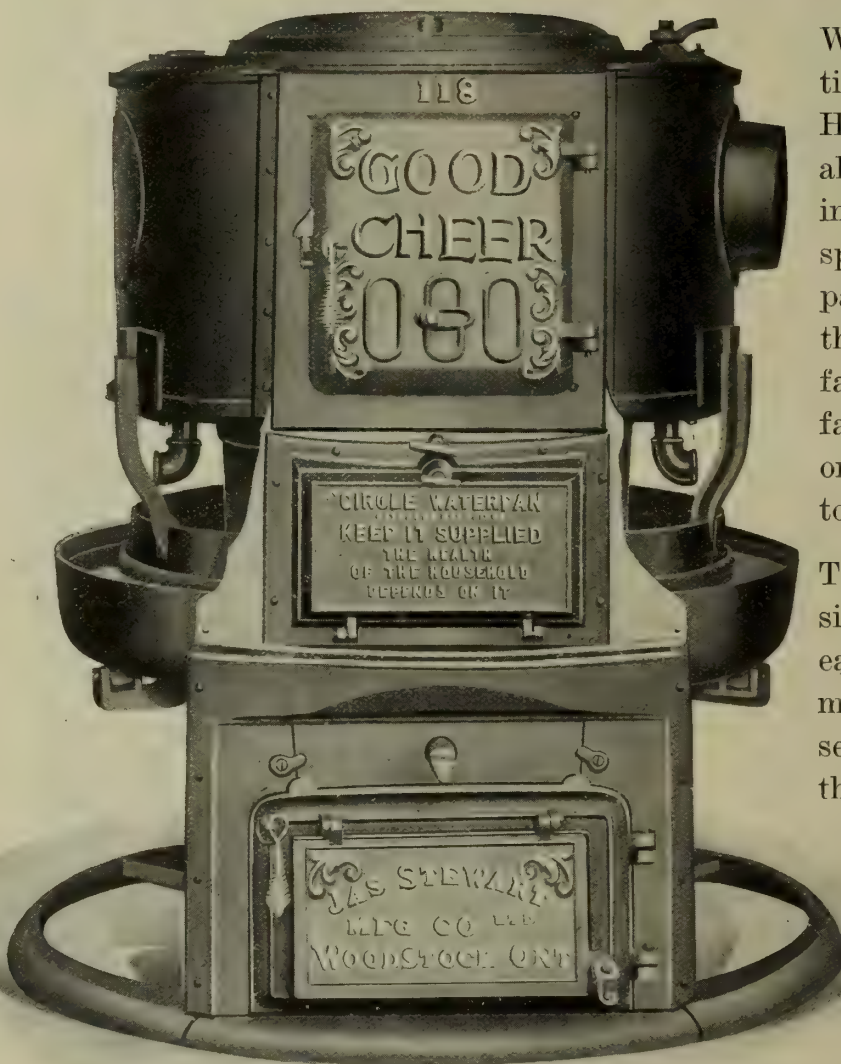
The JAMES STEWART MFG. CO. LIMITED
WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada.

“GOOD CHEER”

CIRCLE WATERPAN

FURNACES



With such prominent institutions as the Oliver Wendell Holmes School in Boston, and also several new High Schools in Massachusetts requesting or specifying air moistening apparatus in connection with their heating systems, can you fail to realize that humidity is fast becoming recognized as one of the most important factors in heating?

The Circle Waterpan is so simple, and its benefits so easily and convincingly demonstrated as to make price a secondary consideration with the prospective furnace buyer.

“Good Cheer” dealers are making money on their installations. Are you content with your furnace profits?

The JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

Western Branch : - - - - - 156 Lombard St., WINNIPEG

“GOOD CHEER” STEEL RANGES

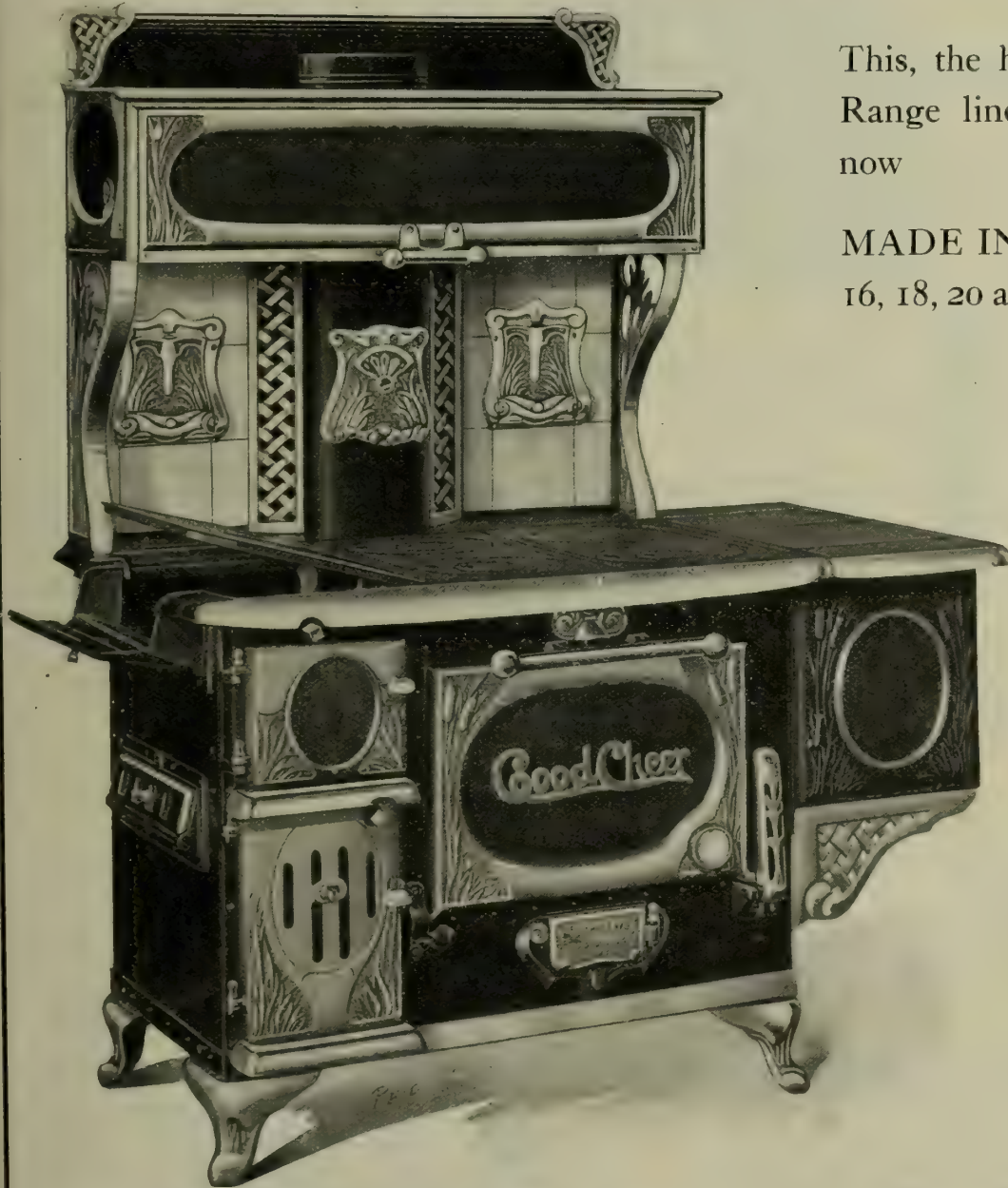
This, the handsomest Steel Range line in Canada, is now

MADE IN FOUR SIZES
16, 18, 20 and 21 in. Ovens

THINK OF IT —
THE SELLING
FORCE OF A LINE
OF THEM ON
YOUR FLOOR.

THE ARTISTIC
AND MECHANICAL
QUALITIES
ARE SO SELF EVIDENT
AND CONVINCING,
THAT IT IS ONLY A
QUESTION AS TO
WHAT SIZE
YOUR CUSTOMER
REQUIRES, AND,
WITH THE
ABOVE ASSORTMENT,
HE'S
BOUND TO BUY.

IT'S A CINCH



JUST ONE RANGE TO TALK—ISN'T THAT ALONE WORTH WHILE ?

The JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

Western Branch ;

156 Lombard St., WINNIPEG



Quick and Profitable Sales

are the only kind worth much nowadays. And what makes a piece of goods sell quickly? You'll agree there are three important items.

1st. Splendid Appearance. 2nd. Special Features. 3rd. Reasonable Price.

BAXTER BANNER GAS RANGES

"Fill the bill" on every one of these points.

Splendid Appearance

The entire body and every casting not nicked or aluminized, has a fine, rust-resisting, sanitary baked enamel black finish.

Aluminized Parts. The top burners and tubes, the top gratings and all oven and broiler liners are coated with handsome, silvery aluminum bronze—making them bright, durable and easy to clean. You can handle any part of these ranges without soiling your fingers.

Special Features

Different and better than anything your competitors can offer.

Patent Divided Glass Oven Door—all the baking in sight—glass guaranteed against breakage. This feature, itself, will sell the range in the face of sharp competition. Smooth, washable end shelves, concealed front manifold, *one* oven burner for *both* oven and broiler. No pilot lights, oven guaranteed explosion proof. Fine baking qualities due to patented heat circulation.

Many Other Talking Points in New Catalog No. 41.

Reasonable Price.

Baxter Banner Gas Ranges are sold to you at a reasonable price—so you, in turn, can make the retail price "reasonable" to your customers—and at the same time clear a handsome profit on every sale.

Just Place A Few Banner Ranges On Your Floor And See How Quickly They'll Sell.

Write for a Copy of the New Catalog
"BAXTER BANNER BOOK" NO. 41

The Copp Stove Co., Ltd., Fort William, Ont.
Winnipeg, Edmonton, Calgary, Vancouver.
J. H. Hanson-Tilley Co., Ltd., Montreal
N. L. Stewart, Wellington St., Toronto,
Agent for Central and South-Western Ontario.

Factory: **The Baxter Stove Co.**

MANSFIELD,

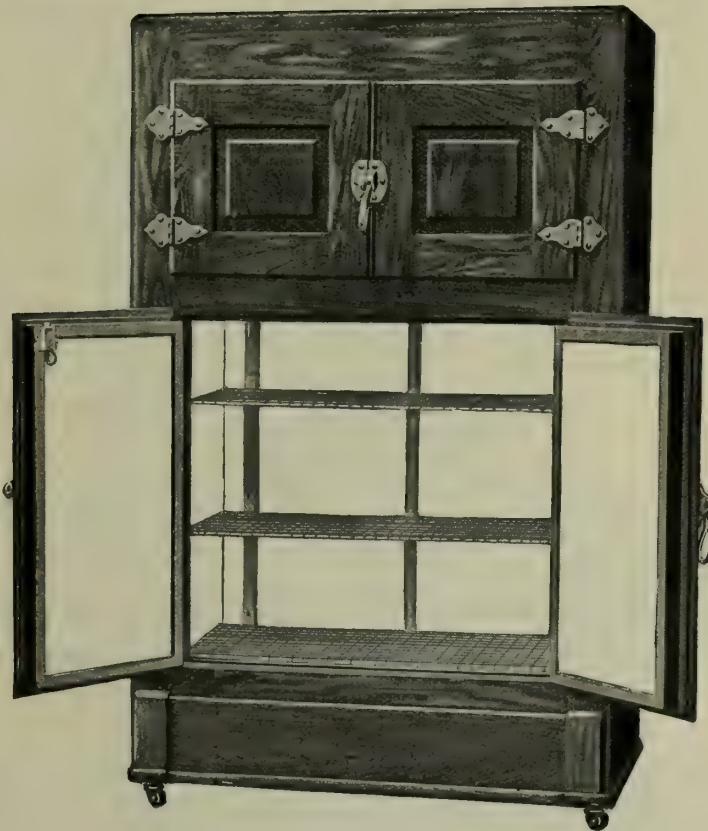
OHIO, U.S.A.



Baxter Banner Ranges Bake
"Cake Like Mother Used To Make."

McClary's

Porcelain-Lined Refrigerators



C. No 25

THE McClary ventilating system constantly floods the food-chamber with a current of cold dry air which keeps food perfectly fresh.

Ideal refrigeration is obtained by generous use of mineral wool, thus ensuring pure, wholesome food and low ice bills.

Ice rack is constructed *entirely* of heavy rust-proof galvanized iron, which cannot mould or decay like wood.

The brightly retinned wire food shelves are adjustable and allow free circulation of air. White enamelled sanitary linings in food chamber are easily cleaned and are absolutely germ proof and rust proof.

No. 20—Genuine porcelain lined. Ice put in from top, two doors in provision chamber.

No. 25—Genuine porcelain lined—same as cut.

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

McClary's

VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name

McClary's

"SAMSON" DELIVERY MILK CANS



"SAMSON" BOTTOMS

Pressed from one piece of steel, it is the strongest, most sanitary, and easiest working bottom made—it is the **only** seamless bottom in the Dominion.

"SAMSON" COVERS

Drawn in one piece—seamless, sanitary, air-tight, and absolutely uniform in size.

"SAMSON" BREAST AND NECK

Spun from one piece of specially annealed steel—exceptionally durable.

Order "Samson" milk can trimmings from our nearest branch.



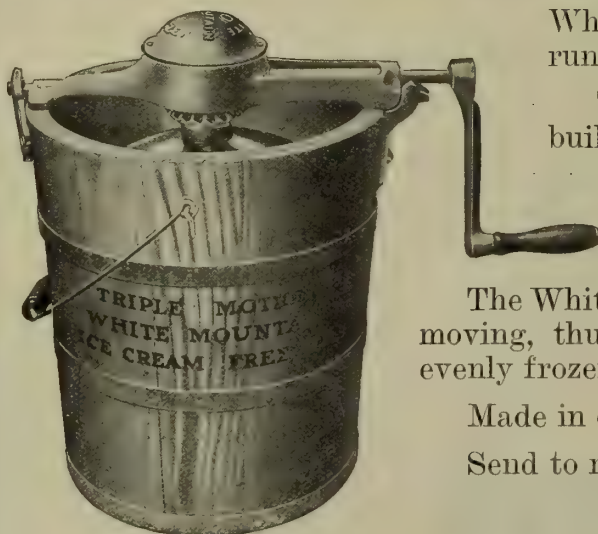
McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

"McClary" on Goods is a Quality Name.

IT'S TIME TO BUY

White Mountain Freezers



White Mountain Freezers are easily operated and run smoothly because all parts fit perfectly.

They are exceptionally durable; tubs strongly built and reinforced with heavy hoops; tubs cannot warp, crack, nor leak.

Cans and all parts coming in contact with cream are brightly retinned to prevent rusting.

The White Mountain triple-motion keeps cream constantly moving, thus ensuring every particle being smoothly and evenly frozen.

Made in eleven sizes, capacity 1 Qt. to 25 Qts.

Send to nearest branch for catalogue and price lists.

SOLD BY

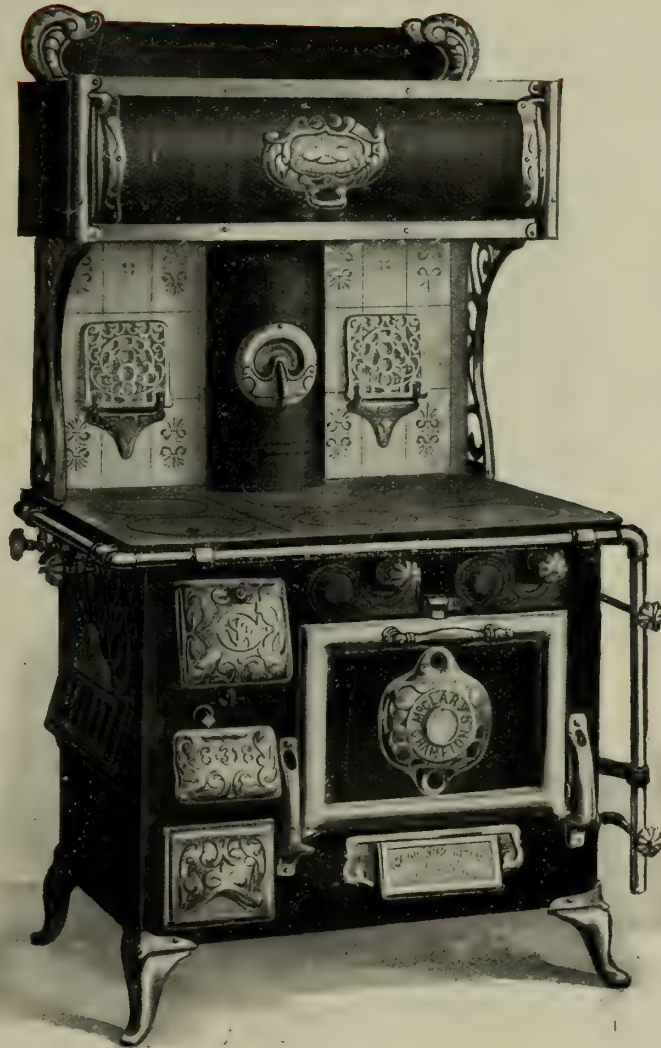
Manufactured by
**THE WHITE MOUNTAIN
FREEZER CO.**
Nashua, New Hampshire, U.S.A.

LONDON
ST. JOHN
TORONTO
CALGARY

McClary's
VANCOUVER SASKATOON

HAMILTON
WINNIPEG
MONTREAL
EDMONTON

McClary's Champion Interchangeable



BURNS GAS, COAL OR WOOD

A HIGH-GRADE steel gas range which can be changed to coal or wood or vice-versa, in one minute. Economical on fuel, labor and space. Semi-steel indestructible fire box linings. Two ranges at the price of one.

Enables housewife to use fuel most suitable for season—gas for summer—coal for winter. 1913 Designs are fitted with new "Universal" high closet with lift door. High Closet can be had with blued steel or enamelled back.

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

McClary's

VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name

McClary's 1913 Gas Ranges



E. S. 256
With
High Warming Closet

FOR NATURAL OR MANUFACTURED GAS

A NEAT convenient, compact gas range combining a large cooking top, broiler oven, baking oven, under-shelf and warming closet in smallest possible space.

Oven and cooking-top at a convenient height—no stooping.

Extra large broiler-oven fitted with sanitary white enamel broiler pan and retinned broiler rack resting on cast iron non-sagable supports.

Canopy top, warming shelf and ovens ventilated by special device, which draws all fumes and odors of cooking into the flue system.

The superiority of McClary Gas Ranges is not due to the unusual excellency of one or two features, but is the result of the uniform high quality of all parts.

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary's

McClary on Goods is a Quality Name

B. & S. H. THOMPSON & CO., LIMITED**Toronto****Montreal****Winnipeg****SOLE AGENTS IN CANADA FOR**

United States Steel Products Co., Sheet Steel & Tin Plate Dept.	- - - New York	Sheet Steel and Tinplate for all purposes.
Verband Deutscher Zinkwalzwerke	- - - Berlin	Sheet Zinc.
Stora Kopparbergs Bergslags Aktiebolag	- - - Falun	Swedish Tool Steel & Anvils.
Guest, Keen & Nettlefolds, Ltd.	- - - Birmingham	Cotter Pins, Screw Hooks, Bright Wire Goods.
Beer Sondheimer & Co.	- - - New York	Spelter and other ingot metals.
Doulton & Co., Limited	- - - London	Architectural Terra Cotta and Sanitary Ware.
Bath & Portland Stone Firms, Ltd.	- - - Bath	Bath and Portland Stone.
Walton Gooddy & Cripps, Ltd.	- - - London	Marble.
Associated Portland Cement Mfrs. (1900) Ltd.	- - - London	Portland Cement, Keene's Cement, Whiting.
Emile Regniers & Co.	- - - Charleroi	Belgian Window Glass.
Chance Bros. & Co., Ltd.	- - - Birmingham	Muffled, Figured, Rolled, Ca- thedral and Rolled Plate.
Pennsylvania Wire Glass Co.	- - - Philadelphia	Wired Glass.
Foster, Blackett & Wilson, Ltd.	- - - Newcastle	Lead Products.
Lindgens & Sohne	- - - Mulheim	Zinc and Lead Products.
Hull Oil Mfg. Co., Ltd.	- - - Hull	Seed Oils.
Chance & Hunt, Limited	- - - Birmingham	Heavy Chemicals.
Estrine & Co.	- - - Marseilles	Heavy Chemicals.

In addition to the above lines we handle Brass & Copper Sheets and Tubing, Pig Tin, Pig Lead, Cast Iron Soil Pipe, Water Pipe, Soft Swedish Iron, Chain, Nitrate of Lead, Salammuniac, Gold Leaf, Metal Leaf, Heavy Chemicals.

We Solicit Your Enquiries

**ARE YOU INTERESTED IN A WALL
COVERING THAT IS**

**ECONOMICAL
DURABLE
CLEANLY**

**PREPARED DECORATIVE
BURLAPS**

possess these good qualities in addition to many other excellent features.

There is nothing experimental about our Burlaps, as they have now been on the market for a good many years, during which time the demand has grown by leaps and bounds, proving the exceptional merit of our product.

See opposite page for particulars of widths, lengths, etc.

**HANDLED BY LEADING WHOLESALE JOB-
BERS OF WALL PAPER, PAINTS, ETC.**

Write for Sample Book and Pamphlet giving prices and useful information concerning them.

Manufactured by

The Dominion Oil Cloth Co., Limited
MONTREAL

BURLAPS

FOR WALLS

DOUBLE SIZED

and

OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.

ALL STANDARD SHADES.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.

A GOOD VARIETY OF SHADES

Length of Rolls, all lines, 30 and 60 yards.

HARDWARE DEALERS who have handled
our Burlaps have found them profitable and in good demand wherever building
is being done.

To those dealers who have **not** investigated the merits of our Burlaps we
especially address the remarks on opposite page.

HANDLED BY LEADING JOBBERS
OF WALL PAPER, PAINTS, ETC.

Write for samples and prices.

Manufactured by

The Dominion Oil Cloth Co., Limited
MONTREAL

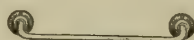


"WILWEAR"



K 2

Brass Towel Bar



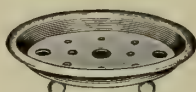
K 3515

Glass Towel Bar



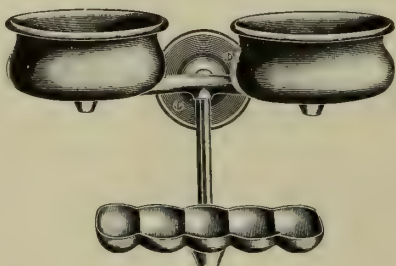
K 86

GLASS SHELF



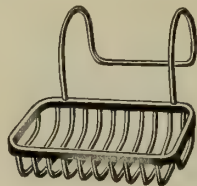
K 3696

SLAB SOAP



K 150

COMBINATION TUMBLER
AND SOAP HOLDER



K 106

TUB SOAP

WRITE US FOR CATALOGUES
AND PRICES



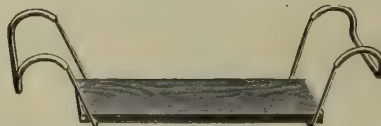
"NIAGARA" LAWN SPRAY.

THE
"WILWEAR" LINE OF
BATHROOM FITTINGS
ARE MADE OF HEAVY
BRASS, NICKEL PLATED
and HIGHLY POLISHED.



K 67

ROBE HOOK



K 84

ADJUSTABLE BATH TUB SEAT



K 3

3 Arm Swinging
Towel Rack



K 5

2 Arm Swinging
Towel Rack



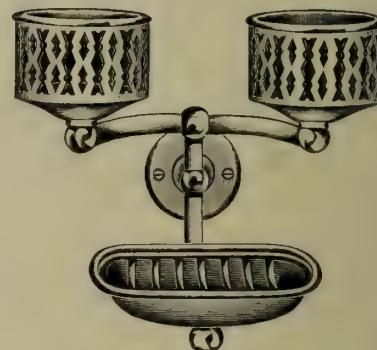
K 101

GLASS SHELF with EXTEN-
SION TOWEL BAR



K 64

WALL SOAP



K 70

COMBINATION TUMBLER
AND SOAP HOLDER



K 40

Toilet Paper Holder.

ESTIMATES ON SPECIAL
GOODS FURNISHED ON
REQUEST.



THE NOVELTY MFG. CO.

WATERBURY, CONN., U. S. A.



Still Unequalled in Quality

“QUEEN’S



”HEAD”

Galvanized Iron

There is a steadily increasing demand for “QUEEN’S HEAD.” Are you getting your share of the trade?

— Makers —

John Lysaght, Limited

Bristol



Canada Plates



Tinplates



“DOMINION”

High Grade **Black Polished** Canada Plates.

Best Charcoal Tinplates, heavily tinned; each sheet packed with tissue.

INGOT METALS

Headquarters for all Metals.

A. C. LESLIE & CO., Limited

MONTREAL



There is Only One Place for Paint Oils

Paint oils should be either in your customer's can or in your storage container. Where are yours?

If you are using the original barrels for storage purposes, faucet tin containers or molasses gate equipped tanks, the greater share of your profits is on the floor or in gummed-up funnels, containers, etc. At any rate, this lost profit is not in your cash drawer where it belongs.

Do away with these real money losses by installing a

A Bowser Standard Safe Oil Storage System

Here your paint oils are as safe as your cash in bank. Every drop you buy is recorded as it is sold—No guesswork about this.

As Good as an Insurance Policy

A Bowser System cannot explode—Over a million satisfied users and not a fire or explosion traceable, directly or indirectly, to their use? Why? Because they are built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on safety.

Packed and Crated Ready for Your Immediate Use

All styles and sizes, single units to the largest battery formations made in standard equipment to meet your actual needs and to fit your purse. Installation is an easy matter—Any workman can put them in by following our clear, simple directions.

A Bank for Your Liquid Money

Isn't this a solution of this perplexing paint oil storage problem? A Bowser equipment is a tireless iron clerk, whose wages are paid only once in a lifetime. He works twenty-four hours out of the twenty-four for a generation or more.

Its work of recording all the oil you sell with what you buy determines your profit to the penny. It is as accurate as your bank statement and is obtainable at any moment in the day.

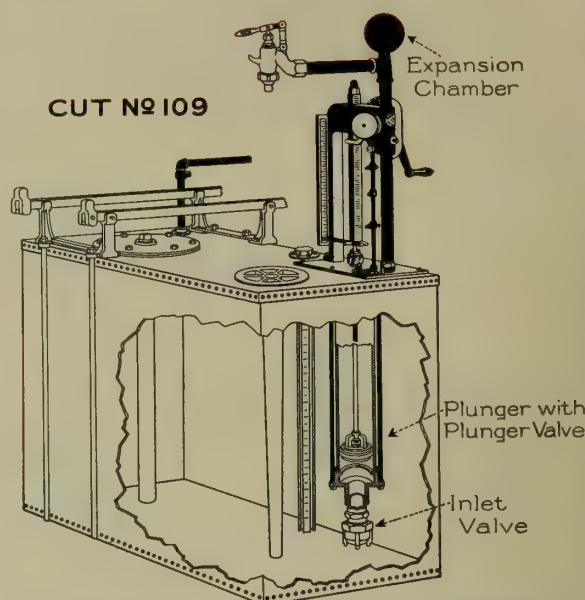
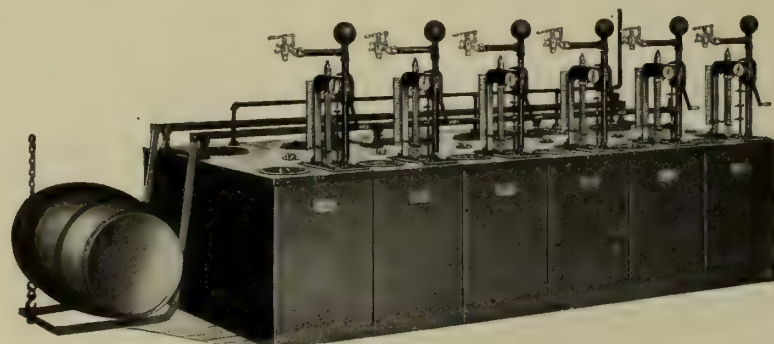


Illustration shows interior view of a Bowser paint oil unit. Note fill, return and gauge stick tubes are $1\frac{1}{2}$ in. below suction. This hermetically seals these tubes in oil.



An installation of Bowser paint oil units, Cut 109 in battery formation. This permits the storing and distributing of a variety of oils, saving much handling and a large percentage of floor space.

Write for illustrated booklet, telling more about this interesting subject. It is mailed free upon request.

S. F. Bowser & Co.

INCORPORATED

66-68 Frazer Avenue

Toronto, Ontario, Canada

32 Victoria St., S.W.
LONDON

5 Rue Denis Poisson
PARIS

Johannesburg Mexico City Buenos Ayres
Porto Rico Havana

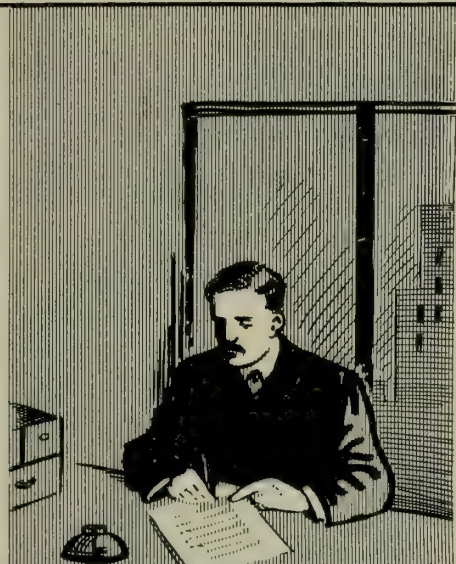
Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885.

HARDWARE & METAL

ANNUAL • SPRING • SPECIAL • NUMBER

A single brilliant intellect may create temporary success, but it requires an efficient system to make the success permanent.



System is the real secret of success in business. Conditions call for the regulation of every phase of the management of the store.

SYSTEM

SYSTEM is the real secret of success in business. The hand that controls the system rules the world—as a political paragrapher has phrased it. Turning back the pages of history, it is found that system has played a big part in the upbuilding of nations. The well organized cohorts of Rome had no difficulty in triumphing over the barbarian hordes. Rome conquered the world by the perfection of a military system. The great generals of history have been master minds of organization, providing for every emergency and having capable men to handle the execution of detail—playing perfect system against utter lack of organization.

Bringing the argument down to modern conditions, it is hardly necessary to enter into any elaborate proof of the claim that it is system which has built up every business organization of any importance; and lack of system which has resulted in the downfall of the countless enterprises which have failed. The history of many of the largest business concerns has established this fact beyond all cavil. While great success can often be achieved through the efforts of a single brilliant intellect, the success is never permanent. It requires a system so complete, that the removal of any one unit of the organization can create at the most only a temporary check—this is required to put permanence on success.

It is probably true that the great majority of commercial failures are due to lack of proper system. A large percentage are charged to “incompetence” in the records, but, if the evidence in such cases, were sifted out, it would be found that the bankrupt merchant had been running his business on a slipshod basis, having but a vague idea of his real financial standing and no system to enable him to stop leaks in the store. Some of the seemingly ablest and most energetic of men make a dismal failure of conducting a retail store for the simple reason that they discount the value of a system which would enable them to keep close tab on every phase of the business. We see men of this stamp laboring arduously and sometimes brilliantly to retrieve their lack of success, working day and night and personally superintending everything—pitting one-man power against conditions which demand complete staff efficiency; and losing out inevitably. On the other hand, men of comparative mediocrity will make a great success of business. They succeed because they are fitted for the work through an aptitude for regulation of detail. They create a system which ensures the smooth running of the business.

There are comparatively few hardware stores in the country which can lay claim to a system which works out satisfactorily in all details. In fact, most hardwaremen will acknowledge quite frankly that they are far from satisfied with the methods they have adopted. While the system they have may be all right as far as it goes, they feel that it does not go far enough.

Recognizing this, Hardware and Metal decided to devote a large portion of the editorial contents of this number to systems in hardware stores. We have been fortunate in securing descriptions of several systems which are models in many respects. We take unusual pleasure in presenting these articles as we feel that they will have a most practical interest for every reader. The attention of readers to these system articles is earnestly recommended.

Complete System of Well Regulated Store

How Transactions Are Handled in the Stores of the Mills Hardware Co., Hamilton—A System Which Covers Every Phase of Handling a Cash Hardware — Careful Records Kept of all Sales and Deliveries—Inventory Taken on Selling as Well as Cost Price—Other Forms Used.

In Feb. 8 issue of Hardware and Metal we described and illustrated the new and up-to-date King Street store of the Mills Hardware Co., Hamilton, Ont. The accompanying illustration shows an interior view of the same store. The Mills Co. conduct two large hardware stores in the city of Hamilton. Nelson E. Mills, Vice-President and General Manager of the Mills Hardware Co., has had experience in the hardware business, in which line he has been engaged for the past fourteen years. He is a firm believer in local newspaper advertising with the use of electrotypes and also in good window displays. He has always taken a keen interest in systems that may be applied to the retail hardware business and has thoroughly systematized both branches of their hardware business. In this article the system is illustrated and described. Many of the forms that are used in the Mills system are shown, and the course of the merchandise as it passes through the various departments is described.—Editor.

Written for Hardware and Metal by Nelson E. Mills.

ACCORDING to request of Hardware & Metal to write an article on the system used by our company, we have prepared the following: All readers will note that the subjects of advertising, show windows, interior arrangements, and displays, etc., have not been touched upon, but simply the convenient methods used by our firm to carry out the buying and selling of our merchandise. We are pleased indeed to allow these forms to go into print for the benefit of some other hardware merchant.

The Mills Hardware Co. operate two stores, one in the heart of our city and a branch, one mile distant in the manufacturing centre. The company was organized in 1906, and incorporated in 1911 and during these seven years have increased our staff from three men to seventeen men. Each store is run on a strictly cash basis, and in charge of a manager and assistant manager who make all returns to the general manager. We specialize on tools, cutlery and paint, giving all our attention to these lines.

Purchasing Form.

Figure No. 1 shows the purchasing form used by the Mills Hardware Co. When making out an order, the buyer takes special care in giving all details such as shipping instructions, terms, date of shipment, lists, discounts, etc. The goods entered on the receiving slip are checked from this form. Immediately on the arrival of a shipment, the goods are recorded on the receiving slip and it is compared with the original purchasing form. If found correct, the prices of the goods are entered in the cost book from which book the goods are marked. This obviates the necessity of waiting for invoices. These forms measure 8x9½ in.

Receiving Slip.

Figure No. 2 shows the receiving slip used by the Mills Hardware Co.



Nelson E. Mills.

Immediately upon the arrival of a shipment, the goods are unpacked in the receiving room and entered on these forms by the receiver. This form when filled in contains all information regarding the shipment such as number of boxes, barrels, etc., freight, express and cartage charges, date, name of transportation company, description of goods, quantities, number and size, and receives signature. As soon as the goods are entered on the sheet it is sent immediately to the office where it is compared with the original purchasing form, and the quantity is checked up. If shortages are found, they are noted on the receiving slip. The goods are then priced from the cost book and put into stock. The selling price only is marked on the goods. This system does away with the necessity of waiting for the invoice which, in many cases, does not arrive for several days after the receipt of the goods. When the invoice arrives, the quantities are checked from the receiving slip which shows up any shortages or errors which may have occurred. The receiving slips are pink in color and measure 7x8½ inches.

Cost or Price Book.

Figure No. 3 shows an illustration of

the face of a page taken from Mills Hardware Co. cost or price book. Because Mills Hardware Co. do not mark the cost price on the goods, it is therefore necessary that a very complete cost book be kept. The first column on the page is used for the names of the articles, the second column shows from whom the goods were purchased, the remainder of the columns show:—Description of goods, No. or size, list price, discount, cost at factory, cost laid down, selling price. The column at the extreme right of the page shows the reference numbers. You will note that there is a reference number for every line on the page. On the reverse side of the page are duplicate numbers. This side of the page is used for buyers information regarding goods that are entered in the cost book. In looking up any line of goods in the cost book on which he desires information, the buyer refers to the reference number. He then turns the page and on the reverse side he finds a duplicate reference number, opposite which is recorded information, such as, various firms from whom that particular line may be purchased, which make has the best finish, difference in price, and any other remarks that may be of interest to the firm's buyer. Every line of goods entering the store is recorded in the cost book. This is the only record of cost that is kept. All the lines of goods have stock numbers. Cost prices are not marked on the goods. Salesmen are acquainted with selling prices only.

The cost book is in the form of a loose leaf binder and new sheets may be inserted at any time. The size of the original sheet from which figure 3 was reproduced measures 9¼ x 12 inches and is ruled for 35 lines.

Store Stock Book.

When the Mills Hardware Co. stores were started, the idea was

conceived, that, in order to keep stock properly, it was necessary to have a regular stock book whereby it could be found out at any time, the quantity of goods in any line that had been disposed of in a given time, also the amount of stock in any line that was left on hand. With this idea in view, a special loose-leaf stock book was made up. Double pages are used as illustrated in figures 4 and 5. The large or under page as shown in figure 4 measures 12 x 13½. The small page as shown in figure 5 measures 4¾ x 13½. The top sheets contain lists of all the goods carried in stock. Also the name of the firm from whom the goods were purchased, and the names of the articles with numbers and sizes. The bottom sheet as shown in figure No. 4 also contains list of articles, name, etc., and is used for recording the amount of goods on hand. For instance on Jan. 1 there were in stock 12 calipers No. 1 x 3in. The stock was taken on Feb. 3, and there were six in stock which goes to show that six of the articles were sold during that time and six remained on hand. This sheet may be used for taking stock every week, month or as often as desired. When all the lines are filled in, the sheet may be destroyed and a new one inserted. In destroying the bottom sheet, the lists of articles are not

destroyed, as they have been preserved on the top sheet. A blank bottom sheet may be inserted and the quantities continued from the lists appearing on the top sheet.

WHO Blank & Co. PAGE 30

R 34 C2 1914

DESCRIPTION	QTY	DOZEN OR LTR
Calipers Inside No. 1	3"	ea
	4"	"
	5"	"
	6"	"

Top Sheet. **5**

Fig. 5. Showing top sheet of form used in monthly stock book.

Small want books are supplied to each department in the store, and in these books the salesmen make a note of any lines in which the stock is getting low. These books are gone through at regular intervals and a list is taken of

the lines noted. The store stock book is then brought into action and a complete list of the stock of these lines is taken.

This book aids greatly in the prevention of overbuying or overstocking. It also shows up any slow selling lines that have been in stock for too lengthy a period. As all goods in stock are listed in this book, and there is a quantity space for each line, it prevents the salesman from overlooking any goods in stock, which might occur providing no regular system was followed. It also assists the buyer to a great extent in figuring the probable number that will be sold in a certain period of time.

Inventory Sheet.

Fig. 6 shows the inventory sheet. The original measures 12 in. x 16 in. When the sheet is filled in, it shows the name of branch store, calling-off clerk, entry clerk, by whom extended, stock articles, number and size, selling price, cost, extension and double check. The cost price is not marked on the goods. When the calling-off clerk is calling off the stock, he must give the name and number of each line of goods in addition to the quantity. The selling price is also given and entered on the inventory sheet. When the entry clerk has filled the sheet it is passed to the office where the cost prices are obtained from the cost book



An interior view of the new James Street store of the Mills Hardware Co., Hamilton.

<p>CHARLES MILLS, PRESIDENT</p>	<p>INCORPORATED 1911 PURCHASING FORM</p>	<p>NELSON MILLS, VICE-PRES & MGR</p>
--	---	---

HEAD OFFICE
95 KING STREET E.
 8 HAMILTON BRANCH
426 BARTON ST. E.

MILLS HARDWARE CO LIMITED

HARDWARE MERCHANTS

HAMILTON, CANADA

Order to _____

Address _____

When to Ship _____ *How to Ship* _____

Terms *Per Cent.* *Days, Dated* *F. O. B.* _____

CONDITIONS OF ORDER

1. All British, U.S.A. and other foreign firms must forward **THREE** invoices showing Customs Certificate of Declaration, and all **THREE** must be signed by firm's export clerk.
2. State contents of each box on invoice, and number all cases and packages.
3. Representatives must forward **THIS COPY** direct to their firm's office, as payments will be made only on the basis of this order.

Confirmed by **MILLS HARDWARE CO., LIMITED** per _____
PURCHASING DEPT.

Fig. 1. Purchasing Form.

Fig. 1. Purchasing Form.

and entered on the sheet. When the inventory is completed, the sheets are placed in a binder and kept for future reference.

Store Invoices.

Where a firm is running two large stores, it is often found necessary for one store to purchase goods from the other. Fig. 7 shows the store invoice used. Each store is run entirely independent of the other and this form of invoice is very useful for invoicing goods that have been purchased or transferred from one branch to the other. On this form as on all others full informa-

tion is given regarding the goods such as quantity, description, numbers, costs, selling price, etc. The form measures 7 x 9 inches and is blue in color for one store and white in color for the head office store.

Counter Check Books.

Figure 8 shows a duplicate leaf taken from one of the counter check books. Carbon paper is used between the two leaves. Each check is numbered as may be seen in the illustration. This gives a reference number for every sale that is made. A check is made out for

every sale giving the name or number of the article that is sold. If the customer wishes the goods delivered, the clerk takes the customers name and address and gives the customer the receipt shown on the bottom of the check. This receipt shows the number of the sale, number of the salesman, date of sale, and amount of sale. On the back of the receipt the request is made that the customer keep the receipt and in case of non-delivery of goods return it to the store for adjustment. The address of the branch store at which the purchase has been made is also given. In the event of a customer returning the receipt with a complaint regarding the de-

[illegible]

Fig. 8. Showing top sheet of counter check book.

[illegible]

Figure 3. Section of page taken from Mills Co. cost book or price book.

CASH PAID OUT

STORE _____ DATE _____

CLERK _____ AMOUNT _____

PAID OUT TO _____

PAID OUT FOR _____

WHO FROM _____

MILLS HARDWARE CO.

LIMITED

SIGNED _____

10

Fig. 10. Cash Paid Out slip.

REFUND PAID OUT

Store Date

Customer's Name

Exchanged by No.....Sold by No

Goods Ret'd Am't

Amount to allow in Goods Cash

MILLS HARDWARE CO., LIMITED

Installed by

NOTE -This slip must be initialed only by PARTIES AUTHORIZED

11

Fig. 11. Refund Paid Out slip.

[illegible]

It is interesting to note that the cash registers in use in the King Street store are the first two of their kind that were ever built, where the clerk itemizes.

WHO *Blank & Co.* YEAR 1913 PAGE 30.

	Plan 1	Plan 2
<i>Carpers Inside 181 x 3"</i>	12	6
<i>4"</i>	12	6
<i>5"</i>	12	6
<i>6"</i>	12	6

Bottom Sheet.

MILLS HARDWARE CO., LIMITED **HAMILTON, CANADA**

CLERKS' DAILY STATEMENT

STORE _____ DAY OF WEEK _____ DATE _____

No.	CLERK	REGISTER CASH	M. LATE	Customer	CASH OVER	CASH SHORT	CLERK'S CASH	PAID OUT	TOTAL CLERK'S CASH
A 1									
B 2									
C 3									
D 4									
E 5									
F 6									
G 7									
H 8									
GRAND TOTALS									

COUNTERS	CUSTOMERS	ABSENT CLERK RECORD		CASH BALANCE	
C.O.D. Out		REMARKS		CASH TO	
C.O.D. in				CASH TO	
PAID OUT				CASH TO	
TIME				CASH IN REGISTER	
CHANGE				CASH ON HAND	
ADDER				CASH BANKED	
TOTAL				TOTAL	

NOTE: This Statement, all Register and Check Book Slips, must be handed to Head Office every day.

Fig. 9. Form used for clerk's daily statement.

These forms are filled in daily by the assistant manager and are sent in to the head office every day. Register and check book slips are also handed in at the same time. In addition to the name of branch store, dates, etc., the statement totals the customers bill, and the machine completes the transaction as described above.

Clerks Daily Statement.

Figure 9 shows the form used in making up the clerks daily statement, which shows the salesman's total sales, number of customers waited on, minutes late, cash over, cash short, and grand totals.

The stores are run on a strictly cash basis and a full record is kept of all cash transactions that have occurred during the day. This record is obtained from the detail strip of the electric cash register, which gives in detail every sale and also the grand totals. All cash transactions that have transferred during the day are recorded on the cash register detail strip and must correspond with the forms that are used in connection with their business system. Each cash register contains four drawers, which enables the firm to keep the cash and records of each salesman separately, thus avoiding confusion. The clerks statement shows if a clerk is absent and also remarks regarding his absence. If a salesman is ill, the head office is informed of the fact by the use of this statement. The original form used measures $6\frac{1}{2} \times 8\frac{1}{2}$ in.

Fig. 10 shows the cash paid out slips. The original of this slip measures 3 x

shipment was from. The party receiving the cash signs the slip. This gives a receipt for the cash paid out and the slip also contains other details regarding the transaction.

Fig. 11 shows the Refund Paid Out slip. This form is used when goods are returned or exchanged. It is similar in size to the cash paid out slip. The

DELIVERY SYSTEM

MILLS HARDWARE CO

HAMILTON CANADA LIMITED

Name _____

Address _____

Remarks _____ 12-

STORE _____ CLERK _____ PARCELS _____ C. O. D. _____

Fig. 12. Gummed address label used for C.O.D. parcels.

refund slip shows the name of branch store, date, customer's name, number of clerk exchanging the goods, number of clerk who made the sale, name of goods returned, value of goods, amount to allow in other goods, and also the amount of cash to be refunded. This slip must be initialed by some one in authority and a space is reserved for the initials

4 inches. The slip shows name of branch store, date, number of clerk, and, in the event of the payment being for freight, etc., the slip shows who the

DELIVERY SYSTEM **MILLS HARDWARE CO LIMITED** **DELIVERY SYSTEM**

DRIVER _____ DAY OF WEEK _____ DATE _____

CHECK	NAME	Street No	STREET	No. Parcels	Sold by	Store	C.O.D. out	C.O.D. in	REMARKS
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									
22									
23									
24									
25									

Sheet No. _____ SPECIAL CALLS Return Sheet to office every day

Fig. 13. Form used by driver in delivery system.



Exterior view of the Store of the Mills Hardware Co.

at the bottom of the slip. These transactions are also recorded on the detail strip of the cash registers. Cash paid out slips are printed in red and refund paid out slips are printed in black.

Special Delivery System.

In order to give prompt service and prevent errors, special delivery system has been organized. In order to keep a complete record of all deliveries, the following forms are used.

Fig. 12 illustrates the gummed address label that is used on C.O.D. parcels. This address label is printed in green and white. It gives the name of branch store, number of clerk, number of parcels, and is also marked C.O.D. in the lower right hand corner. There is also room in the C.O.D. space to mark the amount that is to be collected. If the parcel has been paid for, an address label of the same size but differing in color is used. Paid parcel labels are

printed in red and white, and are marked "paid" in the lower right hand corner.

Drivers Sheet.

Fig. 13 shows the form that is used by the driver, on which a record of all deliveries is kept. This form measures 10 x 12 inches and, in addition to the firm name, it gives the name of driver, day of week, date, name of customer, street and number, number of parcels,

MILLS HARDWARE CO. Limited

February 1st, 191

INVENTORY SHEET

Store..... Called by.....

Entered by.....

Extended by.....

Stock Location.....

Sheet No.

Check	Quantity	ARTICLES	Number and Size	Selling Price	COST	EXTENSION	Check

Figure 6. Showing form used for taking annual inventory.

number of salesman, name of branch store, C.O.D. out, C.O.D. in, remarks, on the left hand side of the form a check column is also shown. A space is reserved at the bottom for keeping a record of special calls. Each delivery sheet is numbered and contains spaces for twenty-five orders. These sheets are returned to the office every day.

From this record the firm compiles their city mailing list. Last year this list added 3,000 new names to our mailing list.

Each store has its own complete delivery system.

[illegible]

Manual Training And The Sale Of Tools

THE introduction of Manual Training departments in many of the schools in Canada is opening up a new field in which the hardware dealer has an excellent opportunity to develop a large and profitable business in the tool department. A few years ago the general impression was that the only buyers of tools were mechanics. This was true to a great extent, but many changes have taken place during the past few years. The great interest that is being taken by old and young alike is ample evidence that the majority of men and boys are greatly interested in mechanic's tools and in the work they are able to do themselves with the aid of the many useful tools that may be purchased from the up-to-date hardware store. Manual training departments have been in existence in several places for some years, but great strides have been taken during the past two or three years. Almost every school in course of erection is being equipped with a manual training department.

The tools that are necessary to equip the schools are usually purchased from local dealers. Tenders are called for and the dealer whose tender meets with approval generally gets the order. Although many of the lines usually asked for are made in Canada, there are a great many items that must be imported. When a merchant is figuring on a manual training school equipment contract he should bear in mind the fact that if he finds it necessary to import some of the tools from a foreign country he can bring them into the country duty free. Tools for manual training schools have been ruled as coming within the provisions of free tariff item 696, when specially imported in good faith for use in educational institutions.

Instructors in manual training schools

realize the necessity of purchasing high grade tools. It is never an economy for a school to purchase tools of an inferior quality to put into the hands of young students. In order to do good work good tools must be supplied. High grade tools are higher in price than inferior brands, but instructors in the schools realize that they are necessary on account of inexperienced students putting them to severe tests.

It is the desire of almost every student in this line to acquire a complete kit of tools for his own use. This fact is one that should be taken advantage of by the hardware dealer. Thousands of students are entering this course of study every year and thousands of students have a desire to buy tools.

An instance may be cited to show how a certain dealer in an Ontario city received direct returns from manual training departments. He secured the contract for equipping two manual training departments. When the tools were ready for delivery, the dealer thought it would be a good idea to have his stamped name on the tools. He instructed one of his clerks to stamp the firm name on all tools if possible. This was done on drawing boards, rulers, marking guages, mallets, hammers, saws and many other tools. Within one week, he had inquiries from students for many of the lines and made many sales as a result of this simple method. The dealer realized the large amount of business that could be obtained by catering to this class of trade and at regular intervals since, one of his store windows has been dressed with tools, drawing boards, and instruments, etc., that are used in manual training schools. Price tickets are placed on the goods in the window and the results obtained are very gratifying. This dealer is doing

more than double the tool trade that he did four years ago. He also secures a list of names of the students in each class at the beginning of each term. This list is used for mailing purposes and students receive circulars, etc., regarding any new lines that he is introducing. There is a growing tendency on the part of parents to purchase tool kits for the boys for Xmas and birthday gifts. This trade should be well looked after by the dealer, if a customer does not care to purchase a large assortment, the salesman should endeavor to sell one or two tools. This will get the customer started and in the majority of cases they will not be satisfied until they have acquired a complete kit.

The increased interest in tools has not been confined to students alone, we find that large numbers of business and professional men are also taking a deep interest in mechanics tools and many of them have workrooms fitted up in their homes. A well-known doctor stated to the writer a short time ago that the greatest recreation he had was an hour or two spent occasionally in his workshop. Another doctor in the same city started to purchase tools from a local dealer about four years ago and has been adding to his kit until he has now over two hundred dollars worth of mechanics tools in the workroom of his home. The idea that tools are only sold to mechanics is very much out-of-date.

The students in the manual training schools are going to become professional men, business men, and tradesmen, but it matters not what profession they follow, they will always take a deep interest in mechanics tools and the wide-awake dealer will not have much difficulty in attracting them to the tool department of his store.

Taking Stock on the Selling Price

Progressive Retailers Agree That the Inventory Should be Taken on the Selling as Well as the Cost Price—By Following This System, the Dealer Can Keep Closely in Touch With Profits—Leaks Can be Closely Detected—Strong Arguments in Favor of Taking Stock on Both Prices.

A QUESTION of considerable importance is involved in the matter of stocktaking: "Would it be advantageous for a merchant in taking an inventory to have a knowledge of the total selling price of the merchandise which is on hand, as well as the cost?"

A number of aggressive hardwaremen have adopted the plan of taking the yearly inventory on the selling as well as the cost price of the stock. Reference to one firm who have done this—the Mills Hardware Co., Hamilton—will be found in this issue. The number who have adopted this plan is comparatively small still, however.

The old method of taking an inventory is to take the goods at actual invoice price. This is sometimes varied by taking all new and saleable lines at actual cost, and lines that have deteriorated in value at a valuation. This latter method seems to have found favor with the smaller stores throughout the country.

The system of taking inventory at the selling price was introduced by the large department stores, and in some respects serves their purposes well enough. But the merchant of the hour is not satisfied any more with guess work—he wants facts.

The exponents of taking stock at selling price claim that the selling value of an article is its real value, and that stock records should be kept on a selling price basis. They figure the cost of doing business on the selling price, add a small percentage for profit, deduct this from the selling price and claim they have the real value of the goods on hand.

By this method the cost of the goods sold is not known, as that figure must be estimated. It is obvious that under certain conditions this would be inadvisable. For instance, if the buyer, or some other, has an interest in the business, and the profits are distributed annually, the profits would be divided according to estimated cost, which might or might not be accurate.

The only way of taking stock at cost price is necessary to any firm that desires accurate records. But by taking at both cost and selling price, we have a record that can be analyzed to show a great deal more information. It can be taken with but little more effort and does not require very much more time in entering.

Some of the Advantages.

Some of the advantages of taking at both prices might be stated:

First, the actual cost and selling price of the goods on hand is shown.

Second, the difference between the above shows the average profit marked over cost, in figures, or in percentages.

Third, the profits or percentages on any line can be found.

Fourth, the profits marked on the stock on hand can be compared with those that were marked on the goods sold.

Lastly, this method combines all the good features of the other two.

The value of an inventory may be doubled by having a system of stock numbering that will show the season in which they were purchased. This is a simple thing in itself, but it is a wonderful benefit to the retailer.

How to Indicate Seasons.

There are any number of methods that could be used to indicate the season in which an article is bought, the simplest of which is the use of a season letter. This is merely a letter affixed to the original, or the store's own sample number, and indicates the half year in which the article arrived in the store.

When inventory is taken the goods of each season are taken separately as follows: The present season; the season immediately preceding; the season preceding that, and all goods of seasons more than a year and a half old. Such a record is at once a record of the standing of the goods on the shelves and a guide to future buying. No merchant would buy over and over again the goods that are sticking on his shelves. He would cut down certain pet departments that are showing up badly, and otherwise improve his store service.

One Merchant's View.

This question was propounded recently to one of the most prominent men in the trade. His answer is appended:

"But in this age of departmental selling, when each department is a 'store unto itself,' when the expenses—salaries, light and heat, rent, etc.—are proportionately charged to each separate line of goods, an actual knowledge of this is obtained only by exact bookkeeping methods, resultant upon the earning powers of each separate department.

The majority of concerns take stock on the cost; some few take it on the selling, and only a guess is ever arrived at as to the year's returns being satisfactory. The bookkeeper has in his entry goods as per invoice, \$15,000 bought during the year; rent, \$800; freight and express, \$300; insurance, \$150; salaries, \$2,500 (with no account taken of the merchant's own time); extras, \$200. The year's sales, \$22,000. Mr. Merchant indifferently satisfied that there should be something over \$3,000 for the year's profit.

"The bigger concerns took up the idea of separating the different lines, and gradually evolved a system of bookkeeping that told what lines were profitable and what not, and now no real merchant is satisfied unless every department is on a paying basis.

"But to get back to the question, should the cost and selling be taken at inventory?

"I should say yes—for this is the only definite way of knowing your exact rates of profits. After once determining this on the individual department plan, it's an easy matter to keep this as a guide for subsequent years, after once taking the cost and selling a repetition would not be necessary.

"A correct system of department bookkeeping will reveal the percentage of expenses to charge to each individual department, taking into account the salaries, freight and express, rent or taxes, insurance, proportion of window expense, delivery, general manager's salary, etc.

"So nearly perfect has this system become that it's a common thing for a going concern to change hands in a night, so exact are the department books kept at a glance the amount of stock on hand can be determined and what the business has been paying.

"Under this plan, by taking the cost and selling and finding what percentage of profit each department is paying, it will be an easy matter to apply the remedy."

Cost Price Necessary.

There are two sides to every argument. The opinion of still another, who was approached on the point in question, favored the idea of taking the invoice on the cost price. He stated his view of the case as follows:

(Continued on page 85.)

Systematic Management of Workshops

Jas. McGregor, of Oakville, has Splendid System for the Tinsmith and Plumbing Departments—Each Department is Handled on a Separate Basis and Profits Are Figured Separately—The Bonus System Used With Good Results.

Hardware dealers are in many cases introducing systems which simplify and improve merchandising methods. They are beginning to realize that in these days of strenuous competition, system is an absolute necessity in conducting a successful business. Jas. N. McGregor, of Oakville, Ont., is a firm believer in system. This may be accounted for to a certain degree by the fact that before entering the hardware business Mr. McGregor spent seventeen years with a large publishing company. Five years ago he purchased a hardware business in Oakville, which place was the scene of his boyhood days. Mr. McGregor believed that system could be introduced into the business he had purchased and, although it has not yet reached the point of efficiency that he desires, he has made a wonderful change in the appearance of the store and in the methods of doing business that were formerly employed. Associated with Mr. McGregor is his son, Roy McGregor, who pays special attention to the stove, plumbing and tinsmithing departments.—Editor.

Written for Hardware and Metal by
Roy McGregor.

THE hardware, plumbing department and tinsmithing department have been put on an entirely separate basis and profits in each department are figured separately. In the plumbing department, the men are in charge of a foreman who looks after that department, a profit-sharing arrangement has been made with the head plumber whereby he is paid a stated salary per week, and at the end of the year the profits in that department are figured out. When the total has been determined, a certain percentage is taken by the proprietor for financing the business, the balance is then equally divided between the proprietor and the head plumber. To make his department a paying proposition is the head plumber's chief aim, as his bonus is derived from the results in this department. This bonus is allowed at the end of each year and is not given to the head plumber unless he stays that length of time. We have found this plan very satisfactory.

The tinsmithing department is also run on a separate basis and profits are figured separately in this department. We make all our own eave trough and have a special pattern with a flat bottom which we have found very popular. Quality goods and satisfactory service is a rule that is followed in a very strict manner.

Our tinshop is large and airy and is well lighted. The stock is always bought early so that the men can work on furnace material, etc., during slack times. The past season has been very busy and only a limited amount of work has been done in this way.

Use Motor Car.

An auto is used to take plumbers and tinsmiths to and from their work. If a job is taken in the country, the men are taken out in the morning and brought back in the evening. The car holds five passengers and can go out ten miles in



Jas. McGregor, executive member of the Ontario Retail Hardware and Stove Dealers' Association.

the country and back in a very short time. This saves time and is more pleasant for the men who are enabled to be home every evening.

During the first two months that the auto was used for this purpose, it traveled over 3,000 miles. The expense of the auto is charged up to each department according to the number of trips, etc., that are undertaken for the various departments.

Forms for Contracts.

Fig. 1 shows the job sheet that is used in figuring contracts. The form shows name of job, material taken out, material used, price, etc. When a contract is taken, a record is kept on this form of the time, material, etc., that is expended on the job. When the job is completed, it is figured up and the exact profit that has been obtained on the job is found. It may be seen on the form shown in figure one, that there is a time card, and



An interior view of the store of James McGregor, Oakville.

Figure 2 shows the form that is used for keeping a record of material, time, etc., expended in making up special articles in the tinshop. This form shows

[illegible]

the name of the article or job and the name of the mechanic doing the work. The exact cost of making special goods is obtained by using this form. The profit on special goods may thus be figured.

Stock and Job Sheet

Article or Job		Date		
Machanic				
Material	PRICE Cost	sell	TIME	
			Day	
			Mon	
			Tues	
			Wed	
			Thurs	
			Fri	
			Satur	
			Total hrs	
			Cost of	
			Time	
			Total Cost	
			Material _____	
			Time _____	
			Complete _____	
Total Price of Materials				

6 p.m., and is divided in 15 minute periods. These forms are turned into the main office by the foremen at the end of each day.

The Stove Department.

Special attention is also paid to the stove department which is in charge of the writer, who, in order to render himself thoroughly versed, spent considerable time in a large stove foundry where he took a course in the science of stove-making and learned the many features connected with the line of stoves he sells.

In addition to the regular line of stoves and furnaces, a large business is done during the summer in coal oil cooking stoves. Last season over 100 of this line were sold, the principal sellers being 3 burner stoves.

[illegible]

*Form of job sheet used by Jas. N.
McGregor.*

TAKING STOCK ON THE SELLING PRICE.

(Continued from page 83.)

“The taking of an inventory is undoubtedly one of the most important factors the merchant has to consider in the working of a business, for it tells the results of the efforts put forth in the merchandising of a business, from the buying and selling point of view over a given period.

"It is absolutely essential to take a stock at cost price, as this is the only means the merchant has of arriving at the exact amount of profit made during a certain season, also the only means of

knowing the correct value from a buyer's point of view of the goods on hand.

"In taking an inventory at selling price, it is necessary to deduct a percentage in order to obtain the actual purchase value of stock on hand, and as goods in some cases are bought to better advantage it is impossible to arrive at the actual cost of stock."

Helps Find the Leaks.

A practical opinion was given by another hardware dealer, who has adopted the method of taking stock on both cost and selling price. He argued the matter thus:

"I certainly consider it a great advantage to know both the cost and retail price in taking stock and have them recorded in stock book.

“1st—Less errors will happen in stocktaking, for in almost every store there are one or more clerks to whom the cost price means nothing but letters or figures, so if each slip had both cost and retail the merchant when copying into the stock book would note at once if the cost was wrong by the great difference or lack of difference between the two prices, for it is almost impossible to get a cost mark which has every letter or figure so different that an error is not easily made.

"2nd—It gives a merchant better knowledge of his real average profit. It is not unusual for a man to wonder where the profit he thought he was making has gone. I submit that if a merchant takes both cost and retail of every article, and whether his store is in department or not, if he takes his stock down in sections, and figures out the average profit he has marked on each of these sections, then divides his sales as nearly as possible in the proportion of business done in each section, he may find some of the leaks his profits have been getting through, for while his average marked profit may be, say, 45 per cent. cost, still the average profit on his staples may prove to be only, say, 25 per cent., and may show an actual net loss; and, although he may have an average of 75 per cent. on certain specialties, if the turnover in staples is much greater, it may run away with a lot of good margins. So the real profit on turnover is nothing like 45 per cent. on cost, or 31 per cent. on turnover, as he might think, if he does not take the stock in sections.

“3rd—If a man carries a stock of \$20,000 and his turnover is \$40,000, he is fairly well satisfied, as he turns his stock twice, but let him take both cost and retail and find out that the marked price of his stock is, say, \$29,000, I submit he will feel very much like trying to increase his sales or see where he

Continued on page 89.

Handy Systems Used in Hardware Stores

Ideas Adopted With Success by Canadian Hardware Dealers—Note Book Kept by A. H. Gingerich, of Woodstock—Methods of Keeping Trace of Invoices, Cost and Selling Prices—Sending Out Accounts.

THE accompanying illustration shows the form of "Note Book" employed by A. H. Gingerich, Woodstock, Ont., in connection with his hardware business. A separate page, or number of pages, is kept for notes falling due during each month so that no matter what the date of the note may be, it is entered with the others that fall due during the same month. All necessary information is here entered; the date on which the note was made; in whose favor; on what bank; date on which it falls due, and date paid. In the paid column which is of considerable width, Mr. Gingerich not only keeps the date of payment, but also any special information in connection with deferred payments, partial payments or renewals. This book he considers of great value to him in running his business, as it shows exactly what obligations have to be met by him and upon what dates.

In the same store an invoice book, such as is illustrated herewith is used. This is employed simply for keeping track of the various invoices, the amount and terms of each and the name and address of the firm from which each was received. The ledger folio accompanying each invoice gives ready reference to information as to how settlement was made.

INVOICE BOOK

In discussing the various business systems employed in a hardware store, Fred W. Karn, of Woodstock, Ont., recommended the adoption of an invoice book such as is shown in the accompanying illustration. Here he keeps track of all his invoices, having only one month's invoices on one page, and can tell at a glance what ones are paid and what still outstanding. For date of payment re-

INVOICE BOOK.

Date	Amount of invoice.		Terms.	Name of firm.	City.	Ledger folio	Amount of credit.	
1913								
March 1	147	20	2 p.c. 30 dys.	Blank & Co.	London	48		
" 3	30	0 7	April 1, 1913	Smith & Co.	Toronto	221		
" 5	28	32	Cash	Jones Hdwe. Co.	Montreal	192		
" 6	—	—	—	Black Oil Co.	Hamilton	208	2	26
" 8	25	20	Net 30 days	Blank & Co.	London	222		

Illustration of Invoice Book employed by A. H. Gingerich, Woodstock, Ont.

ferring to the ledger becomes a very simple matter as the ledger folio accompanies the entry of each invoice. Reference may also be made to the check for date of payment. The paid or unpaid column shows how each invoice stands at a glance. Mr. Karn states that further information in an invoice book is unnecessary as it is all contained in the ledger, check book or invoice file and entering this in the invoice book becomes only unnecessary labor.

Another business wrinkle found in the same store is the keeping of a book for entering at the end of each day, the total of credit sales for that day—in other words, a credit sales book. This is found to be information of great value as at any time during the month the exact amount of outstanding accounts may be obtained and comparisons may readily be made with corresponding periods of other years. Whereas if the various credits are all posted in the ledger under the personal accounts, it is an endless labor to total these up, but with the credit sales book, this may be done in an instant. Each month's credits are kept entirely separate.

Mr. Karn also keeps tab on his bank account by means of a form similar to

regular ledger blank. On the one side he enters all his deposits, and on the other all his withdrawals or payments. Thus he knows at any time the amount of his cash in the bank and is not likely to write checks for amounts greater than his bank balance. The system is also useful in checking up his account with the bank.

MAKING COLLECTIONS

Up till almost a year ago it was customary with the firm of Pow & Wilcox, Tilsonburg, Ont., to render accounts to customers quarterly. Beginning with April 1, 1912, they introduced a new system of bookkeeping and now at the end of every month a statement in full is sent out. In order to explain to their customers that they were introducing a new system and at a large expense, and that thereafter it would be customary to render accounts monthly instead of quarterly the firm attached to each statement a small sticker, an illustration of which is here given. The rendering of accounts monthly and the polite explanation sent out with each worked wonders. One of the most important features apart from the amount of credits being very greatly reduced was the very marked lessening in the number of disputes. A man will often remember distinctly the details of an incident occurring within a month, but when two or three months have passed other matters occupy the attention to such an extent that details are forgotten unless a very marked impression has been made. Thus, under the old system disputes were fre-

FEBRUARY INVOICES.

1913			Ledger folio	Future dating	Amount		Paid or unpaid
Feb.	5	Blank Stove Co.	B. 4		41	30	Paid
"	7	Smith Sheet Metal Co.	S. 6	April 1	34	98	
"	10	Jones Hardware Co.	J. 3		45	00	Paid

Typical sheet from invoice book employed by Fred. W. Karn, Woodstock, Ont.

quent. When it came to reckoning day differences of opinions were expressed, often resulting in an offended customer. Mr. Pow states that the simple explanation on the sticker has caused people to pay accounts more promptly and oftener, and has practically eliminated minor disputes.

Whereas a year ago the firm had from six to seven thousand dollars on their books they now have reduced this to about two thousand four hundred. And

All accounts rendered the 1st of each month.

NOTICE To avoid mistakes and misunderstanding, which frequently occur in the course of business, we have spent considerable time and money in adopting the **monthly statement plan**. All accounts will be mailed the 1st of each month and we ask our customers to check each item carefully, and any error or misunderstanding will be cheerfully rectified or explained if this bill is promptly brought to our attention.

Yours truly,

POW & WILCOX.

more than that, cash now comes in about the fourth of the month, just the right time to meet the drafts from the wholesale houses.

The firm of Pow & Wilcox are firm believers in advertising and particularly of making a specialty of one brand of goods. Their wrapping paper bears their name, address, and the lines they handle. Their letterheads, receipt blanks and delivery tags all advertise their goods.

COST BOOK

In the Torrens Hardware, Tilsonburg, Ont. is used a combination costs and invoice book, a form of which is here presented under the name of cost book. The book is of the loose leaf type, and all articles are arranged in alphabetical order. From the invoices the entries are posted, record being kept of the description of the goods, the quantity purchased, list price and discount allowed on each shipment, cost and selling price of the goods, the firm from which they were purchased and date of purchase. Thus the terms upon which

COST BOOK

Description and Quantity	List and Disc.	Cost	Sell	Firm	Date
Staples, wrot, 4½ grs.	2.63 less 80%	.53	.15 doz.	Blank & Co.	1-24-13
Shot, Dom. 34 IXL Ctgs 100	2.10 less 25-2½	1.53	1.00 box	"	"
Steel, 1 x ½ spring, 50 ft.		.90	.07 lb.	W. Blank Co.	2-13-13

Typical sheet from cost book, used in the Torrens Hardware, Tilsonburg, Ont.

FEBRUARY NOTES

Date	Amount	Name of Firm	Page	Name of Bank	Date Due					Date Paid, Payments, etc.
					1 to 6	6 to 10	11 to 15	21 to 25	26 to 30	
Oct. 7	26 24	Blank & Co.	249	Montreal		10				Feb. 14, 1913
Feb. 12	2 19	Smith & Brown	40	Dominion				21		Feb. 22, 1913

Form of book employed by A. H. Gingerich, Woodstock, Ont., for keeping track of all bank notes.

each lot of goods was purchased are recorded, and also the date, so that comparison may be made with terms received in the past, and from the date it can be determined how long goods have been in stock. Keeping track of the name of the firm selling, makes it possible to find readily where the goods were bought without referring to invoices, and also gives a chance for comparing satisfaction received from the same lines purchased from different houses.

Builders' Hardware Estimate Sheet

The accompanying illustration shows the blank form used by the Aikenhead Hardware, Ltd., Toronto, in figuring on

builders' hardware contracts. As shown in the illustration, space is provided for contract number, date received, name of building, name and address of owner, location of building, name of architect, quantity of goods, article and size, where to be used, price and extensions. In the space marked "where to be used," information may be noted as to which part of the building the material is to be used in, such as—ground floor, basement, etc. It is also used for giving descriptions of doors on which certain lock sets are to be used, such as:—Main Entrance, R. H. by 2¾ inches, or any other information that will assist in avoiding errors, or giving necessary information that will be of great assistance in making up lock sets, etc. Each contract is numbered and a record is kept of all contracts which makes it an easy matter to look

CONTRACT No.		BUILDING		OWNER		LOCATION	
DATE RECEIVED		ARCHITECT					
QUANTITY	ARTICLE AND SIZE		WHERE TO BE USED	PRICE			

Form used by Aikenhead Hardware Co. for figuring builders' hardware contracts.

up a contract in a few minutes when desired. The size of the original sheet from which this illustration was made, measured 8½ x 13 inches.

Two of the easiest ways to keep posted on what is doing in the retail trade are, read the trade papers and talk to traveling salesmen. Neither will take up much of your time, and both will give you lots of useful information in return.

A System for Making Prompt Collections

How One Dealer Kept Down His Book Debts—Allowed Credit Only to Customers With Good Records—Efforts Were Made to Collect Money Always on the Day That it Was Due—Splendid Results Followed.

Written for Hardware and Metal by an Eastern Hardwareman.

THE recent discussion in the columns of Hardware and Metal on methods of collections has induced me to put in my little say. This is a very broad question and so many factors have a direct bearing on it, that every man has to solve the question for himself. Many good pointers have been developed during this discussion that will materially assist dealers in handling this problem. I am not writing to give advice, but want to tell how I solved this problem when I started in business for myself some years ago.

About five years ago, I purchased a business in a "railroad town" of about 7,000 population. Now, any dealer who is doing business in a "railroad town" will know what I mean by that term, but to the uninitiated I will explain. It is a division point on a railroad where a large number of their employees reside. These men are paid regularly once a month and use this fact as a lever to get credit from the local dealers. Very few of them pay cash. Why this should be, was always a mystery to me, as they invariably draw good-sized salaries; but it is a case of "easy come, easy go," with the dealer very frequently getting the "go by."

The business I had just purchased was a credit business and immediately I had my problem, "Cash or Credit," to solve. Knowing the troubles of other merchants in this regard and the many failures of business men in this place, I naturally favored a strictly cash business. But on my predecessor's books were a large list of credit customers that I would surely lose if I adopted the cash system. After much thought and deliberation I adopted the following plan.

To all outward appearance I would run a cash store and endeavor to work the credit customers gradually into paying cash. I went over my predecessor's books and picked out the customers who had paid **regularly, in full**, each month for **two years**. All these, which numbered about 35 out of over 200 accounts on the books, were given credit. All others were firmly refused. Knowing of the army of chronic "dead beats" in this town, I made a resolution to the effect that "No new account would be opened for **three months**." With these plans and resolutions, the doors were opened for business, and my troubles began. I

really believe that every "dead beat" in town came to deal with me. First week or so they would pay cash and then they would be "short" and ask for credit. This was firmly but resolutely denied and the reason given that the customer was not known and anyway I had all the accounts I cared to handle. In this way I kept them coming and **paying cash** with the idea that perhaps they would get a chance at me later on. I must say that this plan of not opening any new accounts saved me hundreds of dollars. I recall one woman, who ran a large boarding house, who was very persistent in endeavoring to get me to give her credit. Her persistency made me curious and upon making enquiries of my competitors I found that she owed one man \$50 and another \$95, which they had been unable to collect. When she came in again I told her in a nice way of this and stated that under no circumstances would I give her credit. She took it nicely and traded with me until I sold out, and **paid cash**. Those 35 accounts I had culled from my predecessor's customers were ideal ones, being paid up in full regularly each month. I never lost a penny with these.

Added New Accounts.

At the beginning of the fourth month I added about ten new accounts. These were the very pick of my cash customers and their standing had been carefully looked up and found to be excellent.

Then when an account was opened, the customer was asked **when** she could pay regularly. If she said the **15th** of the month, I politely told her, I did not want the money on the **14th** or **16th**, but **on the 15th**, and that if she couldn't pay on **that date** I would rather not open the account. This made them realize the importance and seriousness of the obligation they were assuming and drove home the impression that I would want my money on the **15th**. Thus they would think about it all month and regularly on the date promised I **had** my money. This date was recorded as also the date of the payment and amount. In case the customer didn't pay by 3 p.m. of day when payment was promised, I immediately went after them and got my money before it was all spent. But when that customer asked for further credit it was refused.

"You did not pay when you promised me you would, so how do you expect me to trust you again?" I would say. Of course, some of them quit but they soon came back, paying me cash. Soon as the public got the impression that it was hard work to get credit from me and that you had to go through a lot of questioning, my store developed into a kind of "credit aristocracy" store and I had the pick of all the accounts worth while in that town. My trade doubled in six months and 60 per cent. of my business was cash trade which speaks well for my system. By getting after

Name—Mrs. John Watson		Where Employed John Doe Mfg. Co. Ltd.
Address—179 Main West		Salary—\$60 per month
Recommend by—Imperial Bank		Will pay account regularly on 15th.
Jno. Dean, Shoemaker		Credit limit— \$20 per month
Jan. 15.	Paid \$13.60. In full.	
Feb. 15.	" \$14.50. "	
Mar. 15.	" \$11 20. "	
Apr. 15.	" \$8.00. Balance \$3.50. Insurance due.	
May 15.	" \$17.00. In full of a/c.	
June 14.	" \$9.00.	

Form used for checking credit accounts.

the delinquent ones on the very day they promised payment I usually got my money although some of these people had beaten my competitors out of tidy sums.

Losses Were Small.

When I sold out my business I only had accounts totalling \$997, although I had a monthly turnover of about \$3,500. I sold out in March, collecting all but \$74 within 18 days and within two months had it all but \$20 which amount was divided in small amounts that I could have easily collected but as the owners needed the money more than I did, I wrote them off the books. This proves the quality of my accounts and the efficacy of my plan of handling this problem.

Next door to me was a lumber merchant who had the reputation of being the best collector in town. His method was simply calling in person for his money the day and hour it was due. He never missed the day and never called the day before or the day after. He was always on the job the minute the money was due and by being there, got it.

Bookkeeping Systems.

I received my training in a general store in the country. It was a large store and had about 600 active accounts. The collection of these accounts was a serious problem. I remember when they used the old form of bookkeeping; Day Book, Journal and Ledger. Every month the accounts had to be written out again, taking one man about all his time making these out. To get any particular account you had to put in a request for it about a week ahead. At this time the accounts would total from \$6,000 to \$7,000. Shortly after I became identified with this store they changed over to the looseleaf system. It was a great surprise to see the speed with which those accounts were gotten out at the end of the month. All the bookkeeper had to do was to add up the sheet and tear it out. He always had the accounts ready by the evening of the second day. The result was the reduction of the outstanding accounts from \$6,000 or \$7,000 to \$3,000 or \$3,500, simply by having the accounts ready when the people had the money to pay them.

An Amusing Instance.

I recall one amusing instance that shows the attitude of the old-time farmer. During the depression of 1907 we were sorely in need of ready cash so myself and another clerk were sent out to make collections. On my list was a farmer named John White who had owed us \$125 for over a year. Although we had pushed him hard for it, we had not been able to get payment from him.

I told Mr. White what I wanted, but he said he couldn't pay just then. I used every argument and persuasion to get him to loosen up, but in vain. At last, in desperation, I told him our position and said that unless we got the money from him we would have to borrow from the banks paying them 8 per cent. Say! it was funny to see that old codger's ears prick up at the mention of that 8 per cent. I saw my opening and laid low for his next move. "Would you like to borrow some money at 8 per cent.," he cautiously inquired. "Would we, well I just guess we would and would even pay 9 per cent. to get \$200 this

in arranging names of all articles in alphabetical order. Costs of articles are entered in the private code of the firm so that neither are the clerks aware of the cost of the article nor are customers able to make out how much gain there is on any article. As the book is kept on the counter for ready reference, this forms quite an important feature. All special cost prices and selling prices according to quantities are recorded so that the necessity of trusting to memory for the information which cannot be marked on the goods is at once removed. This, and the fact that through referring to the book every clerk will make the same

PRICE BOOK.				
FENCING TOOLS.		Cost.	Selling Price.	
Rope and pulley blocks complete		LBD	\$2	75
Reels		BKL	1	50
—Auger		LRS	3	50
Blank auger, 8 in.		BSD	2	00
" " 9 in.		BST	2	25
Splicers		T		15
FIRE CLAY.				
Cost price—	TRS per ton	F.O.B.	Ingersoll	
Selling price	\$10 00 per ton.			
	3 20 per bbl. of 400 lbs.			
	1 00 per bbl. of 100 lbs.			
	1 1/2 c. per lb. in smalls.			
Special selling price	\$1 75 per bbl. of 400 lbs., or \$9 00 per ton.			

Typical illustration from two pages of Price Book compiled and used by Nagle & Mills, Ingersoll, Ont.

afternoon," I eagerly replied. "Well, if you will pay that interest I'll lend you \$200." And he went away to get the money. Think of that! the old fox had the money in the house and wouldn't pay up, but his greed was his undoing. He returned with a roll of bills that would choke a cow. He peeled off twenty ten dollar bills and must have had at least thirty more. I wrote out a receipt for "One Hundred and Twenty-five" dollars and handed back \$68, keeping \$7 out, for interest on our account for one year. Was that farmer mad! Well, he fumed and foamed, hummed and hawed, was going to thrash me, but I stuck to my guns, berating him for his deception, and came home with the money.

The trouble with the retailers is that they do not give their accounts individual scrutiny as is done in a wholesale house. If each account was passed upon individually the retailer would suffer less from "Bad Debts."

Handy Price Book

The accompanying illustrations show in part two pages from the price book employed by Nagle & Mills, of Ingersoll, Ont. The book is gotten up on the looseleaf system so that there is no difficulty

quotations on the same goods, form the most important features of the book.

In cases where goods such as glass are to be entered, much information is entered right in the price book, such as the size of the glass, cost per case, selling price per case, selling price per light, and per dozen lights, and the number of lights, in the case. So that at a moment's notice the clerk who has been in the store the shortest time can look up the price book, and give the same terms to the customers as the oldest man in the store.



TAKING STOCK ON THE SELLING PRICE.

Continued from page 85.

can reduce his stock for a \$20,000 stock with a \$40,000 turnover looks different, and a man materially thinks in the figures of his stock book, for if cost and profits should be figured on turnovers, why should not turnovers be figured on marked price, not cost price, of goods?"

To sum it up, an inventory should be more than a mere record of stock on hand; it should be a table of information that when subjected to the analysis of a thinking retailer will produce a fund of valuable information about his business. This result can best be attained by taking stock at both prices.

A System for the Storing of Stock

A Plan By Which Accurate Tab Can Be Kept On All Goods Coming In And In Stock—Tags Are Put On Each Article And the Numbers On Tags Indicate the Number of Each Article In Stock—Other Advantages of the System.

THE problem of stock arrangement is a puzzling one, and a great number of merchants are still in the old rut—still storing their stocks in a haphazard way, still losing sales every day through failure to find the goods when wanted or letting their stocks run out through lack of system. The annual loss in an ordinary hardware store from this source, if it could be correctly computed, would total into a sum that would start the proprietor out that day on the hunt for a system that would save him this big annual loss. By a systematic arrangement of the store and the stock room it is possible to sell more goods, wait on customers more satisfactorily, with less help. This assertion has been proven correct time and again by dealers who have installed up-to-date store systems.

The simple little tag illustrated here is part of the system used in a big hardware concern in Buffalo, N.Y. This live concern has tags similar to those illustrated here placed on all goods coming into the stock room.

As soon as the freight bills of landing come into the office the invoices are looked up and are sent to the receiving room to wait the arrival of the goods from the transportation companies. This plan saves time in getting the goods into stock. For purposes of illustration, we will use the arrival of a shipment of lawn mowers, as an example of the working of this system. As soon as the goods enter the receiving room the invoices are checked, attached, and the shipment passes into the stock room. As soon as the stock clerk receives the goods he attaches a tag to each article, numbering each mower from one up. In case there are other mowers in stock the numbering begins from the highest number in stock. In arranging the mowers in their proper position in the stock room the smaller numbers are placed farthest back and the highest numbered machine is sent to the sales room. To illustrate, the supposed shipment was one dozen mowers and there were five mowers in stock. Thus the numbering began at "6" and the mowers were placed in this order in the stock and the mower number "17" was sent down to the sales room. Then on card "16" was made the notation that machine "No. 17" had been sent to the sales department. Each tag carries de-

Left on for Delivery	NAME OF FIRM ADDRESS		Perforations
	Sold to _____		
	Address _____		
Stock Keeper	When delivered _____ How _____		Perforations
	Goods <i>Lawn Mowers</i>		
	Where stored <i>Section B-4</i>		
	Style and Make <i>High Wheeled</i>		
Office and Buyer	No in Stock <i>17</i>		
	Make <i>Jno Black & Co</i>		
	Cost <i>1.75</i>		
	Sell <i>6.00</i>		
	Pointers <i>Ball Bearing, High Wheels Easy running. Apron attachment</i>		

finite information just where to find the mowers as each section of the stock-room is numbered and the goods are arranged on a definite plan. Each class of goods has a section, and each section is sub-divided and numbered so that anyone could find the goods wanted with the information on the tag. Thus mowers would be found in "Section B." and "Sub-Section 4."

In the Sales Department.

On the card is listed the selling points of each brand of goods, thus with mowers, it would be ball-bearings, high wheels, etc. This information gives the salesman his cue and aids him to sell the goods for by referring to the tag he has the main selling points. As soon as the sale is made the customer's name and address is inserted in the space for it, and the balance of the tag torn off. One half of this goes to the stock-room with the request for another mower, the other half is sent to the office with the sales slip and the cashier noting the number either discards it or sends it on to the buyer according to the number in stock. In cases of doubt, it is sent to the buyer who decides what to do with it. This gives the buyer an

exact knowledge of the stock on hand at all times. It always saves a lot of time in taking the annual inventory.

Some might make exception to the method of bringing down a new mower every time one was sold but this can be avoided by using a variation of this system and sending a requisition to the stock clerk when sale is made. This could be done by making out a new tag every time a sale was made and sending the whole tag to the office which would send it to its different destinations. But when this plan is used care must be exercised to change the number of the machine on the sales floor.

Another good feature of this system is that it will help to avoid complaints and dissatisfaction resulting from the salesman selling goods not in stock. For with this system he has before him the exact number of mowers in stock when the sale was made. It also acts as a warning to the buyer that certain goods are getting low and that it is time to stock up again. This system will take but very little time to operate and the big end of the work it entails could be done by a junior clerk, thus saving the valuable time of the salesman, and buyer.

Six of the World's Most Important Needs

By Elbert Hubbard in MacLean's Magazine.

The Honourable Mark Anthony made a little speech at the funeral of the late Julius Caesar, wherein he paid a great compliment to his subject.

Among other pleasant things reported by the press, Mr. Anthony said, "He brought many captives home to Rome whose ransoms did the general coffers fill."

Julius Caesar knew only one way to make money, and that was to hold somebody up. He knew how to use the taxing power of the State, and if parties taxed did not respond he knew how to go after them and collect the amount due.

He fined one concern in Gaul twenty-nine million sesterces, and collected it on a body attachment, vulgarly called kidnapping.

Julius Caesar was a lawyer, and, as a rule, a lawyer knows only one way to make money—and that is to get yours.

The business man of to-day is a creator, a builder and an economist. He who thinks otherwise is a Marxian Socialist and a small-bore petty diplodocus.

The only way to make money is to render a service for humanity: to supply something that people want, and to carry things from where they are plentiful to where they are needed.

He who confers the greatest service at the least expense is the man whom we will crown with honor and clothe with riches.

Any other policy is running on its rim on the high clutch, headed for the cliff.

We live in an age of business. Economics is fast becoming a science.

There is only one sin, and that is waste.

And disuse and misuse are both forms of waste.

The best brains of the world are at work now endeavoring to eliminate lost motion and take up the economic slack.

The men who are making the biggest fortunes are making their money out of by-products.

That is to say the thing that was once thrown away and discarded is now being coined into cash.

Half of the population in America are engaged in farming. Farming is a pri-

mal need, because we get our food out of the soil. Next to food, love is the chief requisite, and no man is loving, lovely or loveable who is on half-rations.

Richard Cobden put this concisely when he said: "The ratio of marriages keeps pace with the price of corn." Only well-fed people are capable of love, and a corn-fed product is always prosperous. Next to farming in importance comes transportation, because a thing has to be at a certain place at a certain time in order to possess value. The railroads bridge time and annihilate space.

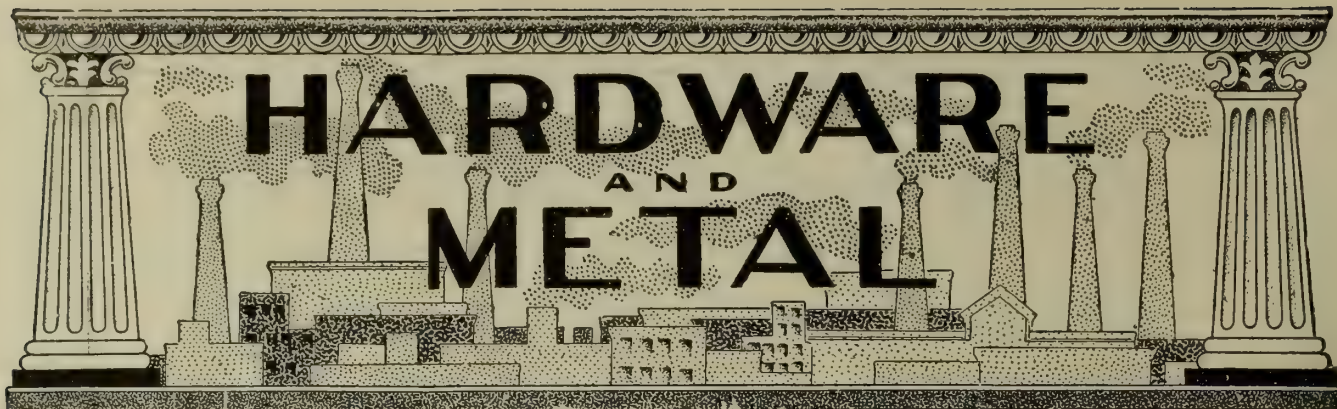
The third most important thing in the world is manufacturing, which is taking raw products and combining them into forms of use and beauty.

The fourth most important thing is distribution. Our great cities are centres where vast warehouses are located, and these warehouses gather together the products of the farm, the factory, the mine, the sea, and distribute them to the millions who need them.

The fifth most important thing in the world is banking. The banker is one who takes the savings of the people and loans out again a certain per cent. of these savings to the people who can use money to make more money. Statistics show that, with a fair capital to start on, the banker can safely loan out 85 per cent. of his deposits, and at all times stand ready to meet the checks of his customers.

Banking is a great move in economics, as it keeps money active instead of allowing it to be stored away in the ginger jar and in the unsafe and unsanitary clock, where the mice and cockroaches do congregate and thieves break through and steal you to a standstill.

The sixth most important thing in the world is advertising, and advertising is telling who you are, where you are, and what you have to offer the world in the way of service or commodity. The only man who should not advertise is the man who has nothing to offer, and such a person is a dead one—whether he knows it or not. For him, Charon's mud-scow is grating on the sands, and the boom of the surf can be heard just beyond the harbor-bar.



Vol. XXV. No. 12.

Toronto, Canada, March 22, 1913

Two Dollars per Year

THE MACLEAN PUBLISHING GO., LIMITED
(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor
H. C. LOWREY - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. **ENGLAND:** Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2000 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

AN AID TO SPRING BUSINESS.

The annual spring number of Hardware and Metal is published with one object in view—to assist the hardwareman in his spring campaign. This assistance is extended in two ways. By reading the editorial contents, hardwaremen are put in touch with the best ideas for the management of the store and the direction of the selling policy; ideas secured by Hardware and Metal from merchants who have tried them out and have judged of their utility. This issue contains, each year, hints on every phase of the hardware business. The test to which all matter, submitted for Hardware and Metal, is put is that of practicality. It is the endeavor of this paper to present only such matter as will be found practical and actually useful to readers.

The second respect in which the spring number serves as a guide in the handling of the spring campaign, is in the matter of buying. Manufacturer and wholesaler advertise extensively in this number. By studying the advertising contents closely, the merchant can get a line on every product on the market. He has an opportunity to study the many propositions advanced. By keeping the number on hand for future use, he has a source of ready reference to guide him in his buying. For this reason, if for none other, the spring special number is of great

practical value to the hardwareman. The suggestion cannot be pressed too strongly that the reader should give just as strict attention to the advertising pages as to the editorial contents.

THE FINANCIAL SITUATION.

Commenting on the business situation, the Financial Post says:

With external conditions as they are it would be idle to look for a large supply of cheap money for Canada. The temporary relaxation during the week may continue, but even at that the extent to which the banks have made call loans will eventually keep out of the market any operations of a speculative character. Commercial demands on the banks are assuming large proportions and they are receiving preferential treatment. No encouragement is being given to borrowers who want money for capital expenditure in the form of current loans.

Extensions to business have been made by the use of credit from the banks. Current loans have assumed the character of permanent loans. The consequence is that industrial concerns which have given extensive credit and have obtained a large measure of accommodation from the banks are being asked to get more capital into their business and this they are doing in the form of bond issues.

So far as the introduction of more capital into the rapidly growing industries of the Dominion has proceeded, during the past few months, the effects have been salutary. The business of the whole Dominion will derive a great impetus by any movement which will diminish the permanent rather than "current" bank loans.

During the week there has been no change in the attitude of the banks. While some dribblings of call loans have been made by them, they are not seeking new business. From one end of the Dominion to the other this policy is being followed. Of many sources from which The Post has sought information as to the money outlook but a very small percentage complain of lack of accommodation from the banks for purely commercial purposes.

The outlook from the actual manufacturer's standpoint continues very hopeful. From the far east and the far west reports indicate that orders are of such volume as to keep the wheels of industry busy for some months. Enquiries and buying are very strong. Collections are not as good as they might be, but during the week some improvement has been evident.

In the machine factories anticipation of larger business has been stimulated by the invitation for tenders issued by the Canadian Pacific Railway for equipment for their various shops located all over the Dominion. This year the volume required is larger than usual, which fact in itself is a good indication of the outlook for the balance of the year.



SALARIES ON PERCENTAGE.

A subscriber writes in to ask what percentage of sales a salary should be based on. We believe that those who base salaries on percentage of sales generally allow eight. The question opens up a wide field for profitable discussion, however. Is percentage on sales a fair and proper basis on which to fix a salesman's salary?

In some cases only is it a fair standard to set. There are some men who devote their whole time uninterruptedly to waiting on customers. It is probably true that no fairer way of fixing this man's remuneration could be found than to base it on a percentage of his total sales.

But such cases are exceptional. Let us consider now the case of a salesman who devotes a great part of his time to window trimming. His work in the display end of the business brings results, but they would not show in his sales total. To allow this man only a percentage on the goods that he sold would be a palpable unfairness. Then it must be considered that some conscientious salesman spend a lot of time arranging and cleaning stock, permitting their fellows to devote all their time to customers. The latter turn out the largest sales totals, but we contend that their value to the firm is no higher. Furthermore, there are clerks who play for present sales and clerks who work for permanent business. Salesmen of the one class have in view one thing only—to get as much out of a person as they can, not endeavoring to win a permanent customer for the store. They will slight one customer to get on to the next who may look promising for bigger business. Salesmen of the second class aim to please, to give the service which brings people back to the store again and again.

These are conditions which must be borne in mind in considering the value of a salesman. To set a hard and fast rule that salaries must be based on sales would not only be unjust in many cases, but would result in lessening the efficiency of the service, unless the rule were applied with rare discrimination. Few salesmen would care to give time to window trimming and straightening of stock if they feared that by so doing, they were limiting their chances for advancement.



SELLING STOVES ON TIME.

Is it necessary to allow long term payments in the sale of stoves?

Most dealers seem to regard it as necessary. At any rate, they allow customers wonderful latitude in the matter. Cases have been known where payments on a stove sale has been dragged over a period of two years. In one instance, which has come to the editor's knowledge, the rate at which the indebtedness was paid off averaged one dollar a month; and the dealer who made the sale found it like pulling teeth to get that lone, unwilling dollar each month. There was no profit in this sale. Reckoning interest on the money, time spent in making collections and the general aggravation created all around, the deal was a heavy loss for the store.

Dealers allow liberal terms because they believe that it is necessary to do so in order to make a certain class of sales. It is refreshing to read the experience of one hardwareman which appears in this issue and which shows very conclusively that a supine policy in the matter of payments is NOT necessary. This dealer has a maximum time for the making of payments—three months. He arranges his sales on such a basis that the total amount must be paid in that time. In addition, he demands in every case a very substantial deposit. The proof of the pudding being in the eating, the courageous course of this hardwareman demonstrates that it is quite possible to escape the long term nuisance; for he has conducted business scrupulously along the lines indicated and has seen his volume of trade grow.



OUR COVER DESIGN.

One of the surest guarantees of Canada's continued prosperity is the amount of immigration pouring into the country. The movement is assuming larger proportions all the time. As the bulk of the immigrants come from the British Isles, this augmentation of the population constitutes a healthy growth and results in an increase in general business activity.

Our cover design, shows a family of English immigrants leaving their train at a Western town, their prospective new home. It is a scene typical of the west and the artist has, we believe, adjusted it with rare faithfulness to detail and local coloring. C. W. Jeffreys has won for himself a high place among Canadian artists. For several years he has painted the front covers for the special numbers of *Hardware and Metal*, choosing scenes vitally representative of life in a growing country. Mr. Jeffreys was recently honored by being made an associate member of the Canadian Royal Academy.



As a contemporary with a seeming taste for mixed metaphor puts it: The sturdy walls of the Jericho of Business Prosperity refuse to fall before the shouts of the panic breeders.



TIME FOR ACTION HAS COME.

It is now one month since the Ontario convention was held. At that convention one of the foremost issues was the necessity of hardwaremen in each section getting to know one another better and co-operating for the correction of abuses. Is the idea being put into practice?

The question is addressed to each individual member. Action along this line must be undertaken by the individual. It is the duty, therefore, of each hardware dealer to endeavor to establish a better understanding between his competitors and himself. By doing so, he will pave the way for the improvement of conditions in his locality. Only in this way, will it be possible to eliminate price-cutting, insure fair prices and prevent unfair competition.

If one could judge from the enthusiasm displayed at the convention, the majority of the members were likely to return home full of the idea of local co-operation. It too often happens, however, that procrastination, which is a thief of more than time, is allowed to creep in until the enthusiasm engendered at the convention, has entirely died away; with the result that nothing is done.

Again we ask the question, what have YOU done so far in this matter?

POINTED EDITORIALS.

System is the inspiration for new business and the protector of profits.

* * *

Winter was late in arriving. It is to be hoped that it will not try to make up for lost time by staying late.

* * *

A salesman's worth to his firm is often based on more than the total of his sales book.

* * *

As time goes on, it becomes increasingly more apparent that the advent of Parcels Post in the United States has stimulated the mail order houses to greater activity.

* * *

If the boss gets down at 9.15 each day, he can bank on one thing. Every member of the staff will not be hanging around each morning waiting for the door to be opened up at 8 o'clock.

* * *

An ad-writer with a taste for alliteration, remarks: "Paint Preserves Property." He might have gone a little further and made it—"Prepared Paint Preserves property from premature depreciation.

* * *

A local hardware merchant has returned from Chicago, where he purchased three entire horses, two of which will be placed at Seaforth and one at Blyth during the coming season.—News Item.

At last we understand why cattle buyers invariably secure so many "head" of cattle. Live stock apparently is bought in sections. We congratulate the hardwareman in question on the thoroughness of his methods which has enabled him to buy three "entire" horses.

* * *

The merchant should push collections when money is plentiful; because it is easier to get payment then. He should push collections when money is scarce; because there is always the danger of it getting scarcer. In fact, he should push collections the whole time, whether money is scarce, flush or medium, whether business rushing or stagnant. This is one rule which can be laid down arbitrarily—and safely.

* * *

It is an old saying that there are three ways of spreading news rapidly—telephone, telegraph and tell a woman. Without desiring to subscribe to any libel on the fair sex, we wish to point out that to get women talking about a store is the greatest advertisement it can have. On the other hand, get the ill will of a few conversationally inclined women and watch how soon the neighborhood buzzes with tales of discontent.

* * *

Wife without a husband, ship without a sail, but the funniest thing in all this world—and so on. One is tempted to substitute the line—a store without a counter. On first thought, it would probably appeal to the public as funny that a store could get along without a counter. Hardwaremen are finding, however, that they can do without counters. The description of a counterless store appears in this issue and all will agree that this establishment is thoroughly modern and practical.

The Honesty of the Public

THE retail merchant must place a large measure of reliance in the honesty of the public. He sends out goods on approval, allows lengthy credit, permits unknown customers to handle goods unwatched, and fills telephone orders. Except in cases where he has quite convincing proof of unreliability the merchant gives the customer the benefit of the doubt.

In the main, the merchant is quite safe. Losses through the deliberate dishonesty of customers are small, representing an inconsiderable percentage on the retailers' business turnover. An instance which demonstrates the scrupulous honesty of the average man came to the notice of the writer the other day. There is a druggist in a Toronto suburban district who handles newspapers and who supplies quite a number of customers. He does not open his store, however, until 8 o'clock in the morning, and the newspapers are delivered quite a time before that hour. The bundle is left on the doorstep. The first customer, who comes along, cuts the string of the bundle, takes a paper and deposits a copper. Those who follow take their papers and leave their coppers. Where it is necessary, they make change. By the time the trustful proprietor arrives on the scene, the bundle of papers has been depleted and a pile of small change is waiting.

There is nothing to prevent a man, with the desire to get something for nothing, from taking a paper without leaving the price. If he had the instinct for larceny on a wider scale, he might not only take a paper free, but help himself from the pile of change. In fact, there would be nothing to prevent anyone from coming along and making away with papers, change and all. But nothing of the kind ever occurs. The proprietor states that the change left on the doorstep invariably tallies with the number of papers abstracted from the bundle. It may be that from 6 to 8 a.m. is not a time of day suited to depredators. It is too late for the porch climber, who has gone to bed; it is too early for the high financier, who has not yet risen.

It might be suggested that the circumstances prove a distaste for petty graft rather than an inviolate sense of honesty on the part of the public; but with this we do not agree. The rigid adherence to honesty of dealing which prompts a man to leave a copper for his morning paper when there is nothing to prevent him from taking the paper free, is manifested in countless other ways. The merchant has nothing to fear in this way, from the average person. Of course, exceptions are necessary to prove every rule; and there are plenty of dishonest rogues to serve as a basis of comparison for the staunchly impeccable majority.

Granting all this, experience still teaches that many people will do things which they may not judge to be dishonest, but which are far from just or honorable. A man who will very scrupulously lay down a copper on the doorstep every morning before taking a paper, will let a twenty dollar account with his hardware dealer run for months while his ready money is laid out in purchases by mail order in department stores.

It is through carelessness that the average person falls into practices of this kind; but the habits are none the less reprehensible. Let the average man, ever willing to accept a story of the exorbitant profits of the retailer and to charge unfairness, consider whether he is acting in all fairness to his local merchant.

Broad Topics of Trade

Fact and Comment on
Current Events in Re-
lation to Trade . . .

One of the most encouraging features of the business situation at the present time is the way in which activity perseveres in spite of manifest discouragement. This is true of all parts of the civilized world. In Europe the dampening influence of the Balkan war and the ever present possibility of a general outbreak has failed to check the active tone of industry and trade. In the United States, political disturbances of more than usual potentiality have not been sufficient to put a check on the

factories are being enlarged, merchants are ordering confidently and in greater bulk than ever, and on every hand one hears the promise that 1913 will break all records for production and sales.

* * *

Canadians are watching the progress of tariff revision proceedings in the United States with keen interest. If Uncle Sam were to throw down the barrier of a high pro-



The Right of Way—Ireland in Columbus Despatch.



Reading a Lesson to the Panic Mongers—McCutcheon.



The Big Problem on Uncle Sam's Hands—Portland Oregonian.

improvement of trade and the expansion of industry. The time was when presidential years in the United States were counted as lost years from the trade standpoint. To-day—as the cartoonist very aptly shows it—the motor truck of business speeds along the highroad of prosperity and the steam roller of politics is forced into the ditch. In Canada, money at the present time is very scarce, and financial men are not holding forth much promise of either a rapid or complete recovery this year. Nevertheless,

protective wall, it would make a radical change in trade relations between that country and this. There seems little probability of anything hasty being done, however. The matter is being approached with all due caution and deliberation. It seems pretty well assured that revision will be gradual and well considered, not hasty and sweeping.



Taft leaves a legacy for his successor.



—Printers' Cost Bulletin.



A Modern Store Operated

Cochrane Hardware Co. have new store at North Bay—Extreme without any appearance of crowding—How the stock is arranged—it—Stock checked over each day.

THE accompanying article gives a detailed description of the store at North Bay, Ontario. It is in many respects a model store. The height make the interior light and bright at all times. The display of various lines. Brief mention is also made of each department has been allotted to one man, whose duty it is to sales up to mark. Each department head is responsible for that this system has been found satisfactory in every way. by this means.—Editor.

A COMPLETE, well equipped, splendidly planned hardware store is presented above—the retail store of the Cochrane Hardware Co. at North Bay. It was built last year, being completed in the fall. In many respects it is a model retail establishment, and as such is deserving of a close scrutiny.

The Cochrane Hardware Co. have five retail stores in all—at Sudbury, Sault Ste. Marie, North Bay, Little Current and Copper Cliff. The building in which the North Bay store is located is 36 feet wide by 132 feet deep, three storeys in height. It is devoted to both wholesale and retail ends of the business. The retail store is 36 feet wide by 90 feet deep. A good idea of the lay-out and general arrangement of the store will be gained from the two illustrations shown at the top of the pages.

Roominess a Feature.

One of the first impressions gained on entering the store is that of the extreme roominess. The ceiling is unusually high, helping this impression and also serving to make the whole interior—despite the great depth—very light and bright. The width of the aisles further served to give an air of roominess. Altogether there is an absolute lack of any suggestion of the crowded appearance so often met with in hardware stores.

And yet the stock carried is varied and heavy.

Arrangement of Stock.

To the right, on entering, is found the builders' hardware. A cabinet for hardware occupies the immediate front on the right side, and next to this is a cabinet for squares, levels and other tools of precision. Two glass cased cabinets are next, stocked with bench axes, lathing hatchets, hammers, etc. From that to the extreme end of the store the wall is fitted with shelf boxes, supplied by Cameron & Campbell, of Toronto. Shelf goods are stored above the whole length of the store. This gives 90 feet of shelving in all on that side, so that an idea can be secured of the large stock carried in these lines.

Unique Silent Salesman.

At the front on the right hand side of the store is a long silent salesman constructed on unique lines. The front is of glass, and is used for the display of such lines as razors and shaving

supplies. The back is of wood, serving as a counter. Sliding doors are provided in the front part, to give access to the contents: This fixture serves the double purpose of silent salesman and counter.

Counters extend the full length of the store on this side.

Silverware and Sporting Goods.

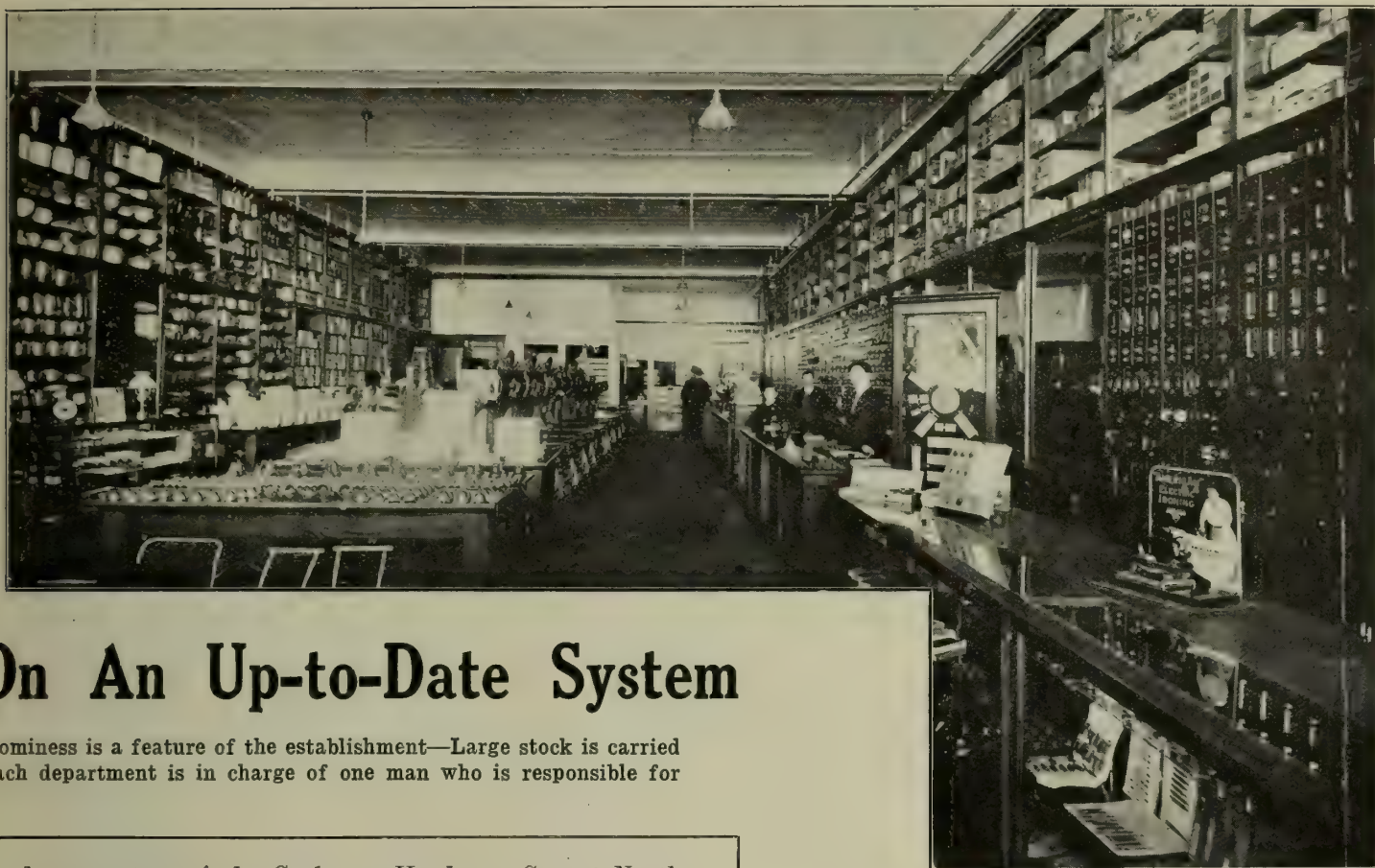
Glass-cased cabinets are installed at the front on the left side of the store. These are used for the display of clocks, silverware and similar lines. Beyond that comes the sporting goods department, and beyond that again the paint department.

Aluminum ware, enamelware, tinware and household goods generally are stored in the shelving above.

Silent salesmen occupy the front part of the store, followed by tables for the display of household goods.

The Paint Department.

The paint department is one of which the firm are particularly proud. A num-



On An Up-to-Date System

roominess is a feature of the establishment—Large stock is carried
Each department is in charge of one man who is responsible for

of the new store of the Cochrane Hardware Co., at North Bay. Despite the fact that it has unusual length, the width and Some original ideas have been introduced in the storing and the system used in the management of the retail store. is to look after the goods in that department and to keep the success of the branch under his charge. It is understood The efficiency of the staff has been raised to a high level

ber of highly commendable ideas have been embodied in the methods of stocking and displaying the goods. One counter is arranged with galvanized lined boxes for any colors. The other counter in this department has cedar lined boxes for paint brushes. The result of this arrangement is that the stock is handy and can be kept in perfect condition. The paint stock is arranged on shelves, which extend from floor to ceiling, covering an area of probably 400 square feet.

The centre of the store at the front is used for the display of baby carriages and sleds. Behind is seen a series of tables used for brass goods, etc. Behind the tables is the stove stock on one side and household goods, such as washing machines and vacuum cleaners, on the other.

At the rear, on the right hand side, is the retail office.

The equipment is complete in all respects. A commendable feature is the metal ceiling, which is deeply beamed.

Store is Departmentalized.

A good system for the management of the retail store has been built up. The outstanding feature of this system is the fact that the entire business has been divided up into departments, and a member of the sales staff placed in charge of each department. Each man is responsible for his own department. The Cochrane Hardware Co. believe that high efficiency is to be obtained only by this method. The results have been highly satisfactory.

The company handle all their own freight. A receiving clerk looks after goods sent to the up-town store, checking and marking everything which comes in.

Take Stock Every Day.

In order to avoid all possibility of shortages the retail department makes up a requisition each morning of the goods required. This is filled and brought down from the wholesale department. The goods are then distributed

to the various departments and the men in charge put on their retail selling prices. Thus each department head is vested with full powers for the management of his branch of the business, and he is held responsible for making that department pay.

B. S. Leake is manager of the Cochrane Hardware Co. at North Bay.

BUSINESS IS SERVICE.

Business is service. I don't care from which end you look. The man that issues orders has just as hard a time of it as you.

Good service counts.

You get what you give.

Did you slide out of a half hour's work to-day? Pity yourself.

Did you dig in and take the heavy end this morning when you could have shoved it off with a little scheming? Thank God that you had the manliness and the pluck to do it. Everlasting service wins out.

Idealism is good. Ambition is good. Top-of-the-ladder aim is the thing.

But, gentlemen, service and service only will get you there.

—Exchange.

A New Store With Commendable Features

Brief description of the new retail premises of Rice, Lewis & Son, Toronto—
Mezzanine floor provided—Builders' Hardware shown in separate department
above the level of main floor—Store is of exceptional width.

The new retail store of Rice, Lewis & Son, Toronto, promises to be a model establishment in many respects. There are numerous features to this store, which are unusual and highly commendable. A complete description is given in the accompanying article. It had been hoped that it would be possible to give photographs of the store at this time, but the interior work has not yet been completed sufficiently for that purpose. Photographic views will, therefore, be presented at a later date.—Editor.

THE Hardware House of Rice, Lewis & Son, Limited, Toronto, Ont., has been in business for the past 66 years. They have recently transferred their retail store from the corner of King and Victoria Street to the remodeled premises in their building on Victoria Street, a short distance north of their old location. The accumulated knowledge accruing from a trading experience of two-thirds of a century, has been used in order to make their new store a thoroughly equipped modern retail hardware store.

The new store is a model in many respects. The retail store has 100 feet frontage and is forty feet in depth. The exceedingly wide frontage allows enough window space for seven distinct window displays. The interior of the store has been handsomely decorated. The store fixtures have been arranged in such a manner as to be convenient and afford displays that will have a selling effect. A striking feature is the wall board

ceiling which has been paneled and painted and presents a bright appearance. A large number of ornamental, frosted, electrically lighted globes are suspended from the ceiling by heavy brass chains. During the day the store is exceptionally bright on account of the extremely wide store front.

A Mezzanine Floor.

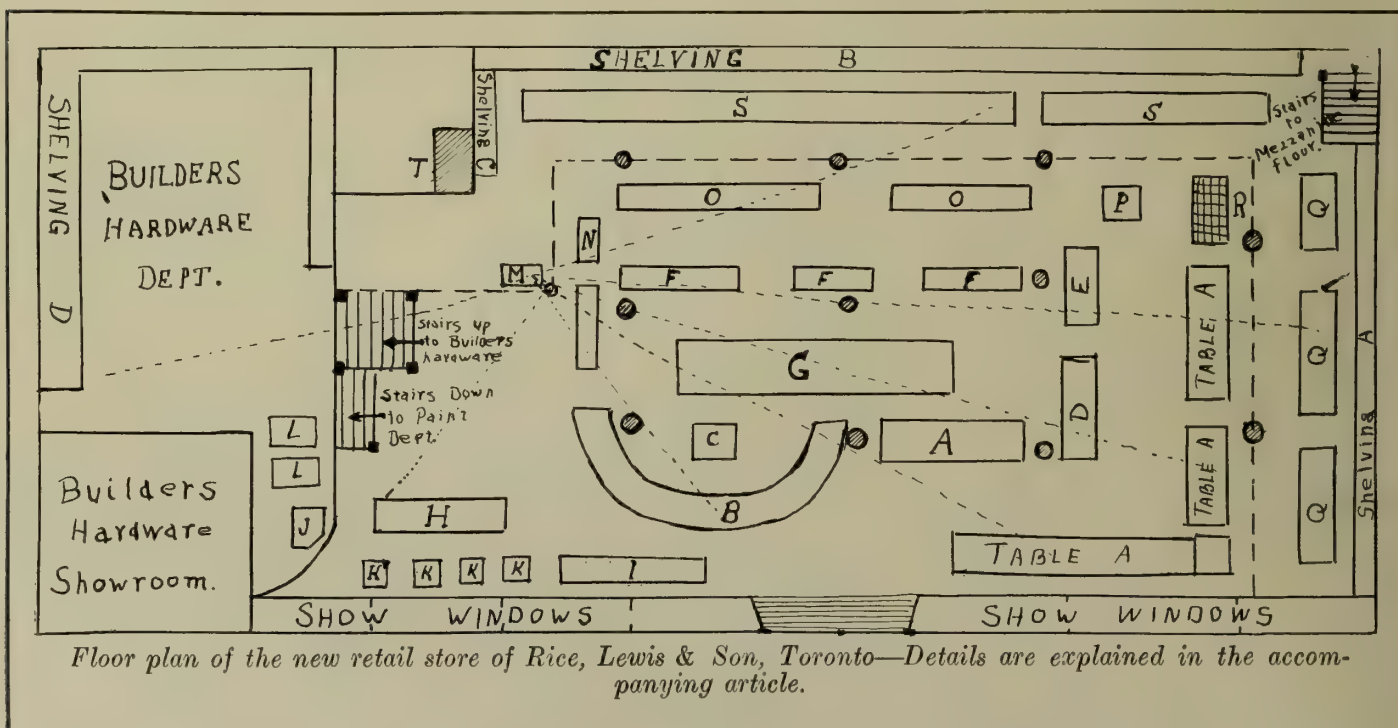
The accompanying plan will give an idea of the layout of the store interior. The broken lines on the plan represent the mezzanine floor which is built on the south and east sides of the store. This floor or gallery is about ten feet above the main floor. It is surrounded by an ornamental iron railing.

Wall cases for display have been built from the floor to the ceiling. These cases may be easily seen from the ground floor in the main part of the store. The mezzanine floor may be reached by the stairway leading up to it or by using the elevator designated in the plan by T.

The letter M represents the cashier's desk. The dotted lines leading to it represent the cash carriers, which run from the main floor to the elevated cash carrier station located above the cashier's desk.

On the main floor directly under the mezzanine floor are located counters, silent salesmen, shelving, etc. The following will give an idea of the layout of the store as marked on the accompanying plan:

- A—Silent salesman (cutlery.)
- B—Circular Silent Salesman (cutlery.)
- C—
- D—Silent salesmen, cutlery.
- E—Silent Salesman, silverware.
- F—Silent Salesman, brass goods.
- G—Stock case for cutlery.
- H—Silent salesman (cut glass.)
- I—Table for brass goods.
- J—Large pillar with mirrors fitted into panels.
- K—Refrigerator.



- L—Manager's office.
 M—Cashier's office on mezzanine floor.
 N—Tool display case.
 O—Tables for displaying tools.
 P—Machinists' tool display case.
 Q—Silent salesmen, sporting goods, ammunition, etc.
 R—Rack for hockey sticks, lacrosse sticks, etc.
 S—Counters in tool department under mezzanine floor.
 T—Elevator.

Shelving A is located in the sporting goods department, where a full line of fishing tackle, revolvers, ammunition, skates, sporting goods, etc., is carried. Three silent salesmen are also used in this department and are marked Q on the plan.

In a corresponding position on the mezzanine floor above are located wall cases in which are carried a large selection of rifles and shot guns. These cases may be easily seen from the ground floor below. Chairs are provided in this department on the mezzanine floor and, when a customer wishes to see a gun or rifle, he is taken up to this department, where he may sit down and examine the guns without fear of himself or the salesman being interrupted by customers entering the store.

Shelving B represents the shelving in the tool department. The shelves have been fitted with display boxes on which are samples of the many lines of tools that are carried in stock.

Letters O represent tables on which are displayed breast drills and other lines of large tools.

Shelving C shows the location of the hand-saw display cabinet.

Builders' Hardware Department.

Shelving D represents the shelving in the builders' hardware department. The firm carry a very large stock of cutlery; several silent salesmen are devoted to the display of this line.

On entering the store a customer is confronted with two large silent salesmen, one of which is circular as shown in the plan. In these cases is displayed a large selection of cutlery. The large stock case marked G is equipped with sliding doors, and is used for carrying the surplus stock of cutlery.

The Paint Department.

The paint department is in the basement, this department is reached by a wide stairway leading down from the main floor. Large roomy shelves have been provided and a large stock will be carried. Special cases, counters, etc., are being installed.

The builders' hardware department is reached by a stairway leading up from the main floor. This department is above the paint department and is about six feet above the level of the main floor.

Both the builders' hardware department and the paint department may be easily seen from the main floor of the store.

A special feature in the builders' hardware department is the hardware showroom. This room has been fitted up with numerous doors, transoms, etc., to which have been fitted various kinds of transom catches, French window locks, transom lifts, casement adjusters, etc. This feature has been adopted for the purpose of displaying hardware specialties and showing contractors the proper manner in which they should be fitted. The numerous doors, transoms, etc., on which the samples are displayed form the partitions which divide the showroom from the other section of the builders' hardware department. These doors, transoms, etc., are fitted with glass panels which allow customers in the hardware department to get a view of the interior of the showroom even if they do not wish to enter. A large range of mounted samples including lock sets, latches, and other lines of builders' hardware, are shown in this showroom. The shelves in the main section of the builders' hardware department are fitted with shelf boxes, on which are sampled the many lines of shelf goods that are carried in this department.

The store is unusual in its proportions and, on account of this great width, it will be light at all times. In this respect it will be a model retail store. To increase the lighting facilities the display windows are cased in with glass backgrounds.

The windows are, perhaps, rather more shallow than is usually required for window display purposes, but this does not seem to prevent the arrangement of creditable displays. Already the windows are being used for this purpose with good results.

The store presents many features which are to be highly commended. Foremost must be mentioned the inauguration of a separate department for builders' hardware. The customer ascends a few stairs and walks into a large and roomy section where a complete assortment of builders' lines is shown. Screened as it were from the rest of the store, this department seems to invite a close inspection of stock; and the salesmen have a better chance to thoroughly canvass their customers without interruption.

Although not on the main floor, the paint department will be very roomy and the stock will be attractively arranged. There will be the advantage here of having a separate department for the stock, at the same time there will not be the disadvantages of having the department out of sight. The exact location of the paint stock is noticed when one enters the store, as the stairway is sufficiently

wide to give a view of the stock on the floor below.



HOLDERS FOR PRICE TICKETS.

Many a dealer has often sought a strong, substantial holder for price tickets on counter goods, or for holding a small show card on the top of a show case or counter. Of course, suitable holders can be bought of the fixture dealers, but one man has a dozen holders which cannot be beaten for efficiency and which cost him nothing. He cut open a half dozen wooden croquet balls and then carefully polished and painted the dozen hemispheres. On the flat sides he glued pieces of green felt, and then sawed a slit about an inch and one-half deep in the top of the curved surface into which he inserts his cards.—Exchange.



BUSINESS.

The man of business is strictly business. He understands business, he talks business, he does business and is full of business. He does not meddle in other people's business. To worry other people with your business is not business. If you let other people know your business you will soon be out of business. To get into trouble is the lawyer's business. To get out of trouble is your business. To tell others to do, but not to do it himself is the preacher's business. To let other people do it, and yet not do it himself is the policeman's business. To ask a stranger for the loan of a dollar, that is no business; to make that loan is poor business. We write this card as strictly business. We present this card as a matter of business. Call and see us and we will do business.—Exchange.



T. W. Kirby, of Hamilton Stove and Heater Co., Third Vice-President of the C. H. M. E. A.



Unique Feature of the New Store of the Northern Hardware Co., Edmonton—
Splendid Equipment Installed Throughout—Advantages of the Lack of Counters—How Business Was Carried on During Process of Reconstruction.

DECIDEDLY unique and modern in every respect is the new hardware store of the Northern Hardware Co., Edmonton. It was finished around the first of the year and now contains one of the most complete retail stocks in Canada. High-class goods are carried in all departments. The accompanying illustrations not only show the unique features of the store, but demonstrate also the unusual size and value of the stock.

The store has many features, chief of which undoubtedly is the absence of counters. From the viewpoint of the average person or retailer, a store without a counter is an anomaly, a complete reversion from accepted ideas. The counter is—or at least always has been—the main part of the store, the place where all business was transacted. When a man was engaged in a retail occupation, he was popularly described as working “behind the counter.” A store without a counter would at one time have seemed to the average mind fully as strange as a station without a wicket or a church without a pulpit.

Advanced ideas have been changing all this, however, and with the acceptance of new and improved ideas, many of the most progressive of merchants have decided that they need the room

more than the counter. There are as yet comparatively few counterless stores in Canada, but the idea is gaining ground. In the store of the Northern Hardware Co., the new theory is found worked out on a most advanced scale.

The fixtures, which were supplied by Cameron & Campbell, Toronto, are of quarter oak.

To the left, on entering, the wall cases are devoted largely to tools. Drawers extend for three feet up from the floor and glass cases are above that. Above the glass cases again are more drawers and shelving for package goods. Practically the same arrangement is carried out on the right side where guns and bathroom accessories are shown. Detailed description is not necessary as the illustrations show the fixtures and the arrangement of goods most distinctly.

In the centre, at the front of the store are three handsome silent salesmen, grouped one in front and one at each side. Cutlery, razors, silverware and brass goods are among the lines displayed in these showcases. Farther back in the store, the central section is occupied by wrapping tables, stoves, etc.

At the rear is a mezzanine floor which is used for office purposes. The beamed ceiling is unusually high, so that an abundance of light is admitted into the

store. On the second floor is a show room where household goods and kindred lines are carried. An electric elevator is provided to convey customers to this floor. The basement is used for storage purposes and an extremely large stock is carried there, an electric freight elevator being installed for the moving of goods from floor to floor.

To complete a brief description of this handsome store, it may be stated that the equipment throughout is right up to the minute in every respect. Heating and ventilating systems are modern and all equipment required in a modern store has been installed.

How it Works.

The idea behind this store is efficiency of service. It was believed that it would be possible to carry on business with greater comfort to customers and bigger returns in way of sales if no counters were installed. The unusual roominess of the store is not the only advantage which was obtained by this bold measure. Customers are able to walk right up to the cases and examine the goods at close range. There is no counter between salesman and customer; they can examine and discuss goods with greatly increased freedom. When an article is sold, the clerk carries it to a

wrapping table and has the parcel ready quite as rapidly as if the counter existed for that purpose.

These are the points which the firm had in mind when they planned the store. They have found other advantages since. Much time is saved in the handling of goods. Salesmen do not have to walk around counters to get to different parts of the store; they can go direct to any part. The appearance of the store has been materially added to, and that is a great asset. It is possible always to keep the store tidy and inviting in appearance.

Are Well Satisfied.

Altogether, the Northern Hardware Co. are well pleased with the results of their innovation. The public, it may be added, have taken very kindly to the idea.

History of the Firm.

The Northern Hardware Co. were among the old established firms of the Albertan capital. Four years ago the business was taken over by G. H. Scott and J. R. Scott, who continued to run it under the old firm name. G. H. Scott became president and general manager, while J. R. Scott became secretary-treasurer. They conducted the business with such skill that it soon became necessary

to extend. A new building was started last year on the site of the old store at 304 Jasper Avenue East.

The methods adopted to keep open for business during the period of construction are typical of the general aggressiveness of the firm. Not for a single day was the store closed. A new and modern structure was built up around the old store, but business was carried on just the same. First, the area of the store was cleared out to make room for the new building and business was then confined to the front. When work on the rear had been completed, the stock was moved back there and the contractors started on the front. A boarded aisle was built through to the rear for the convenience of customers. Not only was business thus continued, but it was maintained at a pretty active pitch.

ELECTRICAL LINES.

Another line of goods that is interesting retail hardware merchants is electrical supplies and appliances. Electricity is becoming more and more the servant in the household. Electric vacuum cleaners—electric sad irons—electric stoves—electric chafing dishes—electric heating devices. Every hardware merchant should look into and study the ad-

vantages of handling electrical household supplies. It also must not be forgotten that the general use of electricity not only in large but in small towns, has led to there being put on the market a full and complete line of electrical tools. Why should not the hardware merchant sell this class of tools along with other mechanics' tools?—Exchange.

PRESERVATION, PROSPERITY— PAINT.

Generally if a man looks well, he is well. A clean, well-kept home usually houses a thrifty, prosperous family, and the town that is well lighted, well painted and well "landscaped" is beyond the fatal mortgage clutch. The man who fails to clean up and paint up his property is short sighted.

Take the effect of paint and varnish out of a town, and what have you—a naked, unbeautiful sight; with decay gnawing at every clapboard. Paint is not, as some consider, simply ornamental. It is useful for its preserving and value-increasing qualities, and stands as a badge of prosperity and right citizenship. Clean up a yard and paint a building, and their selling value is enhanced far beyond the cost of the work.

—The Adelite.



A view of the interior of the new store of the Northern Hardware Co., Edmonton, showing right of store.

Developments in Store Front Construction

Large Metal Fronts With Wide Display Windows Are Now Being Installed by Aggressive Hardwaremen—Latest Departures in the Arrangement of Entrances—Points to be Carefully Considered.

THE improvement in retail stores of recent years has been particularly marked in respect to store fronts. With the advent of broad fronts with large plate glass windows and metal frames, window trimming has been raised to the plane of a distinct merchandising science. Broad entrances with tiled approaches have replaced the old style dingy doorway. At one time, the store front was probably regarded with no more interest than any other part of the establishment; it was a section of the building, necessary to keep out the cold and to admit light. To-day the store front is more or less of an investment from which the merchant can reap undoubted results.

About eight years ago, an architect conceived a store front idea—an entirely new departure, which was based upon the actual needs of retail merchants, as well as construction men. The idea grew and grew—was improved upon and developed until it came to actually revolutionize store fronts. It opened new possibilities—enabled the merchants to do much more with their windows; and last, but far from least, it allowed the per-

manent use of their store fronts without the expenditure of one cent for repairs. Only solid copper, brass, bronze or aluminum was used.

Show Window Ventilation.

Not only did this architect design a construction to hold plate glass, but he made a complete front from sidewalk to I-beam—one that incorporated a scientific application of the old, time-tried theory of preventing the formation of frost and sweat on show windows.

Many Radical Departures.

The last few years have seen many radical departures along this line. In some cases double tiers have been adopted; making possible the arrangement of window displays on the second storey. This plan has been adopted by a number of hardwaremen with excellent results.

Other departures are noted in the matter of the entrance. Some modern fronts have long V-shaped entrances which allow a long stretch of window on each side. Others have what might be termed a double entrance. They are T-shaped, thus making allowance for no fewer than eight or even ten window surfaces.

Still another departure is the placing of windows below the level of the sidewalk. By an ingenious arrangement of mirrors, displays can be so placed below the sidewalk that they show to passers-by above.

Hardware and Metal has shown many illustrations of new stores where the development of modern fronts has been demonstrated. The style most favored is the wide window with entrance in centre. Metal frames are installed and a good height is allowed. In the majority of modern fronts, the windows are eased in to facilitate the work of the window trimmers, but in many cases, glass tops are placed in the background casements to admit light into the interior of the store. Light is also secured by glazed glass sections above the level of the store windows.

There are a multitude of details to definitely decide upon before one attempts to install a new store front. First of all—study your own conditions. What is your business? What class of trade do you appeal to? How large a stock do you carry? How often do you dress

(Continued on page 104.)



A neat front along modern lines—The framework is of metal.

Views of Hardware Stores



The views given above are of the stores of three well-known hardware dealers. At the top is shown the store of John A. Anderson, of Drinkwater, Sask. Doing business in a rapidly growing town, Mr. Anderson carries a large stock, and has won the reputation of being one of the best informed hardwaremen in the province.

To the left below is shown an interior view of the store of H. D. Moss, of Renfrew. Mr. Moss is a young man, but is particularly aggressive, and is conducting his business on broad lines.

Below is shown an exterior view of the MooseJaw retail branch of Peart Bros. They have a neat, well equipped store and carry a large stock.

Criticisms of Recent Advertisements

Good and Bad Points of Ads. Clipped From Canadian Newspapers—Original
Features of Several—Illustrations, Good, Bad and Indifferent.

ON the opposite page a selection of recent advertisements by Canadian hardware firms is shown. Although faults can be found in each one, the average is high. Some of the advertisements reproduced show an unusual degree of merit. A brief discussion of each ad. will be of interest.

Emerson-Fisher, Limited, St. John, N.B.—The chief feature in this case is the length of the advertisement. It appeared during the Christmas season, occupying one column, the full length of the page. For this one reason—its unusual proportions—it was destined to attract attention. Emerson-Fisher, Ltd., used the same space each day during the holiday season, and secured undoubted results. The ad. shown is well illustrated, quotes prices, and possesses, generally speaking, a good share of selling force.

B. C. Hardware Co., Victoria.—Here we have a well designed and well written appeal. The use of the illustration, together with the statement beneath—which is right to the point—gives the very tone desired to this advertisement. It is an appeal to builders and owners who feel they must have thoroughly dependable hardware, and as such possesses high merit.

The heading is too long, and the words which have been used are too long in themselves. It is a stiff, heavy appearing heading. Wouldn't this be better: "When quality hardware is specified, come to us?"

W. C. Stearman, Vancouver, B.C.—A pinch of originality has been put into the composition of this ad. If one did not know what waxit was before his eye encountered this ad, he would know all about it before he was through reading. The uses of waxit are set forth in detail, and the repetition of the word itself undoubtedly lends strength. One doubts very much if it would be possible to look at this ad. and pass it without reading it through. It possesses the quality of stimulating the curiosity, in this case curiosity to learn what waxit is and is for; and that is a pretty good quality in advertising matter.

It may be that the recommendation given the article has been made rather too sweeping. "We guarantee waxit will do anything that any other polish will not do"—is "coming it pretty strong." Still that word "guarantee" is a convincing one, and people are

willing to accept a big promise when there is a guarantee goes with it.

Central Hardware.—There are no features of particular merit about this sale announcement and no faults of a very serious nature. The strongest point about it is the systematic quoting of article with both prices, regular and special. Whatever faults are apparent are in matter of detail. The ad. would have been stronger had the words "The Central Hardware" at the top been eliminated. It is not only unnecessary to repeat the store name both at top and bottom, but the use of the top position for this purpose prevents the use of a strong heading there. The words "Successors to Simpkins Bros." could have been placed beneath the firm name at the bottom of the space and the top position given to the announcement of the continuation of the sale.

The introduction to the first list of prices lacks strength. To present a bald statement of praise from an unnamed source is not a very effectual way of recommending an article. "I call it a bargain"—is surely, as Caesar hath it, "damning with faint praise." If it is found desirable to bring an outsider's opinion in, let the opinion be emphatic, trenchant and convincing. It would, we believe, have been more effective to introduce here a strong selling argument, somewhat to this effect:

A rare opportunity is presented to secure an attractive dinner set of good quality for a moderate price. We are offering real bargains—but only as long as this sale lasts. To buy now means a saving.

Hunt Plumbing Co., London.—Here we have a stereotyped form of advertisement, which is really more of a business card than anything else. The illustration will serve at once to classify the advertisement and to attract the attention of anyone in need of the services of the plumber. We cannot pass this illustration without a word of praise. In it we are shown two workmen laboring with a bath tub. They really look to be finding some difficulty in getting it into place. Too often the illustrations in plumbing advertisements represent a sort of Sampson in overalls, nonchalantly balancing a tub with one hand, or perhaps juggling a big radiator with indifferent ease.

The heading is hackneyed. Would it not be better to state why the firm were

so rushed, instead of giving the bald fact that they were busy; to wit, because they use best material and have skilled help?

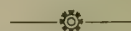
Martin, Finlayson & Mather, Vancouver.—This advertisement is the best of the selection. While not what the writer would term an ideal hardware advertisement, it seems to possess all the necessary qualifications for good copy. The heading is laconic, and it strikes right to the marrow. "Ready for garden work?" If so, read what follows. What follows directly is a briefly-worded argument for the purchase of garden tools; and the rest of the space is taken up with descriptions of lines carried. Each article is illustrated, described and priced. At the bottom is the firm name, printed in bold and very readable type. The arrangement is A1. Little else could be desired in a retail advertisement.



COUNTRY MERCHANT IS NEXT.

Newspaper advertising cost money, so do catalogues—and in comparison the former is far the cheaper. With it, and the fact that a telephone or mail order secures immediate delivery, that the merchant is there to make good all mistakes, the parcel post does the rest.

Any country merchant who, having this new convenience, lets a catalogue house beat him, is not wise to his advantages. He is nearer his customers; he has better agencies of publicity; he is there to answer for all his sales; he has a less overhead charge and if he can't sell as cheap as a catalogue house can, he can sell as cheap as any of them do, for their profit margin is not close and many a buyer who patronizes them wishes he hadn't.—Exchange.



DEVELOPMENTS IN STORE FRONTS.

(Continued from page 102.)

your windows? What lines of stock does it pay to push most? What lines do you want in the foreground of your windows? and what lines in the perspective? What direction does your store face? How high should the floors of the windows be above the sidewalk grade, etc., etc.? There is a multitude of details—each one of importance in the ultimate successful front.



Every Man Likes a Good Razor--He Can't Have Too Many

What better present
could you make him
than a reliable "Safety?"

The "Gillette"
"Known the world over."



A large assortment to choose
from.
Prices \$5.00 to \$9.00

The "Anti-Strop"

The Razor and Strop
combined.



Price \$5.00

Stropping Razor, 12 Blades, Horse-
hide Strop, in neat Leather Case

Several finishes.
Price \$5.00

The "Yankee"



Dependable Hardware for the Contractor Who Must Meet Exact Specifications



While our prices are reasonable, quality is our first con-
sideration, and if you have an exacting customer to satisfy, see
us about your Hardware problems and we will help you to ob-
tain satisfactory results.

If having a new house built, see that you get the best
Hardware that your money can buy, and remember that this is
the store where a reputation for quality goods is valued.

B. C. HARDWARE COMPANY, LTD.
Phone 82. 825 Fort Street

WAXIT is a Furniture Polish.

WAXIT is an Automobile Polish.

WAXIT is a Linoleum Polish.

WAXIT is a Piano Polish.

WAXIT is a Woodwork Polish.

We guarantee Waxit will do anything that
any other polish will not do and we sell it at
the same price as sold for in the States thus:

1/2-pint bottle	25c
1-pint bottle	50c
1-quart bottle	75c
1/2-gallon bottle	\$1.25

Sold and guaranteed by

W. C. STEARMAN

The People's Hardware Merchant.

546 Granville Street. Phones Sey. 5940-5941.

The Central Hardware

SUCCESSORS TO SIMPKINS BROS.

Opening Sale Continues

I call it a bargain is the remark made by a gentleman
regarding the reduced price on one of our Dinner Sets, and
we are sure that you will agree with him when you see the
quality of our goods and our prices.

97 piece Semi-Porcelain Dinner Sets, \$21.00, for	\$17.00
97 piece Semi-Porcelain Dinner Sets, \$12.00, for	\$8.25
97 piece Austrian China Dinner Sets, \$22.00, for	\$15.00
11 piece Japanese Tea Sets, \$7.00, for	\$3.75
7 piece Fruit Sets, \$1.50, for	\$2.00
7 piece Fruit Sets, \$2.50, for	\$1.85
7 piece Fruit Sets, \$1.50, for	.85c
Jardimieres, \$1.50, for	.85c

MOFFATT RANGES

Are known from coast to coast as an excellent range. They
bake and cook well, are economical on fuel, and are nicely ap-
pished. We have a few to go at a big reduction.

\$72.00 Steel Range for	\$59.00
\$60.00 Steel Range for	\$51.00
\$45.00 Steel Range for	\$36.50
\$20.00 Steel Range for	\$16.00

THE CENTRAL HARDWARE

Phone 343. Simpkins Block. 1743 Searth St.



The Busy Plumbing Firm

We use the best material and em-
ploy skilled mechanics—that is what
keeps us so busy.

The Hunt Plumbing Co.

PHONE 121
Plumbing and Heating Engineers,
RICHMOND AND KENT STREETS,
VANCOUVER

Ready for Garden Work?

THERE'S a lot of satisfaction in having fresh vege-
tables from your own garden, and all the flowers
you want. Gardening is healthy exercise, not hard work
if you have the right tools. Here they are:—



Spading Forks work
easier and quicker
than spades in light
soil.

With D handle \$1.25

With long handle,
for

Ladies' spading fork,
smaller and lighter,
but strong

Spades, each

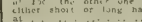
Roundpointed Shovels
are favorites for
all digging

\$1.125



Garden Forks in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c

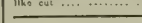


Garden Trowels, proper, shaped
and nicely finished, 15c, 70c, 35c

Planting Trowels make it easy to
transfer a plant, and turning the
soil about the roots

at

35c

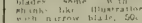


Handtrow Trowels, long and nar-
row, for the big, old garden fork
which has a

very deep, sharp blade, and a
very strong handle

at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



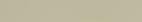
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



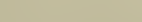
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



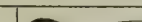
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c

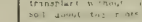


Garden Trowels, proper, shaped
and nicely finished, 15c, 70c, 35c

Planting Trowels make it easy to
transfer a plant, and turning the
soil about the roots

at

35c

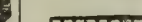


Handtrow Trowels, long and nar-
row, for the big, old garden fork
which has a

very deep, sharp blade, and a
very strong handle

at

35c



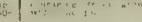
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



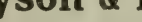
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



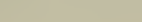
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



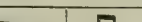
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Trowels, proper, shaped
and nicely finished, 15c, 70c, 35c

Planting Trowels make it easy to
transfer a plant, and turning the
soil about the roots

at

35c



Handtrow Trowels, long and nar-
row, for the big, old garden fork
which has a

very deep, sharp blade, and a
very strong handle

at

35c



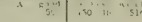
Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c



Garden Rakes, in two good
sizes, one as shown in cut
at 15c the other one with
either short or long handle
at

35c

Martin, Finlayson & Mather Ltd

MECHANICS' TOOLS — CUTLERY — BUILDERS' HARDWARE
45 Hastings Street West. Between Carrall and Abbott Streets.

Samples of advertisements of Canadian hardwaremen

System in the Advertising Department

St. John Firm Keeps All Ads. Used on File For Reference Purposes—These Files Go Back Many Years and are Found of Great Service—The Advertising Department is Operated on a Distinct System in All Phases.

THE value of importance of "system" in all departments is a recognized feature of the success which has greeted T. McAvity & Sons, of St. John, N.B., and unlike other houses which are believers in a systematic basis of operations but do not carry the scheme to the full limit, they extend their ideas of system beyond the business offices, shipping departments, store management down to the smallest line of advertising matter which they carry either in newspaper or in special folders. For the last several years it is possible in the advertising bureau to look back for reference or other purposes, over the "ads" which have been written in any shape, because every one which has appeared no matter in what form, has been carefully preserved and especially marked as to date, paper, price, etc.

It is no small amount of advertising that is done by McAvity & Sons. Samples of their earlier ads. have appeared in Hardware and Metal in previous issues; that is ads. which are now interesting to read not because they are so distinctly original as to afford new ideas, but because they are practical specimens of historic art in this regard, dating back over a lengthy period. A few years ago, the extension of this systematic basis of arrangement was extended to the advertising department of the firm, and it was decided to keep a copy of every ad. printed, and this regulation has been religiously adhered to, with the result that the simple turning of the lettered files will furnish data printed as advertising matter at any desired period.

Same Space Used.

This is found to be very convenient from year to year. For instance, it is a recognized factor in every commercial house that at certain seasons of the year some particular line or lines of goods must be featured in the publicity sphere. It is a general rule more or less easy for an experienced eye to find something on which to settle the "boosting," but at the same time it is very helpful to be able to look back at the reference book of last year or five years ago and see just what was done and how, with the spring-cleaning campaign, paint-display, sportsmen's goods, etc. In the local dailies the firm never varies the position it occupies with its daily ad., that is, the same place on which the ad. of T. McAvity & Sons was to be found

by the fathers of the present generation, is the place on which it is located to-day. The only exception is at a time when extra space is allowed, or when a full or half page issue is inserted.

Regular and persistent advertising is done in the dailies, about the same space being taken each day, and the news therein contained being changed frequently. At intervals, at certain seasons larger space is taken in the dailies, and then it is under the caption "McAvity's Messenger," a newspaper in itself as regards the amount of information carried concerning the articles for sale in the stores. In the provincial newspapers, the semi-weeklies, that is, the "Messenger," is more frequently used and orders are frequent in this connection.

Just now the members of the publicity staff are busily engaged in the preparation of a very large catalogue, not unlike that in use in some of the Upper Canadian mercantile houses, which is to be distributed, and will really form the start of a mail order department although strictly speaking this is not what it will be. Every line of material kept for sale by T. McAvity & Sons will be found in this catalogue, which will be fully illustrated, and in which price changes will be duly recorded. It will embrace the several smaller folders in all kinds of supplies issued at various times during the year, featuring plumbers' goods, mill supplies, household articles, builders' wares, and the extensive assortment of hardware and metal lines to be found in a house such as that of McAvity's.

Sending Out Booklets.

It has been the custom with this concern to issue just before what is regarded as the "busy season" in some especial line, booklets to the trade which it is intended to reach, enumerating the variety carried by the house, the price, etc., and as a general rule presenting a cut of it. These booklets have all been saved in the reference folder, and this has greatly facilitated the task of getting out the larger catalogue. Marked alongside of the page in which is found the pamphlet or folder is the name of the firm which did the printing, and the cost of the contract in question, and this is also handy to have for reference, while it is also evidence that the cost of printing as of everything else prac-

tically, has advanced considerably in the last few years.

In the part of the folder reserved for the "daily news ads." there is printed beside the advertisement clipped, the name of the paper in which it was inserted and the date of issue, and these facts are of appreciative value to a busy advertising man when he is thinking of what line he will boost to-morrow or next week, for all he has to do is to refer to his "information bureau," and he will never run short of ideas. It is also of valuable assistance in a time when the regular publicity manager may be laid up, or unable for the time through vacation or some other cause, to attend to his duties, for his substitute will not run short of material to work upon while he has the big reference ledger at his elbow.

EARLY ADVERTISING.

With the approach of spring comes the necessity of advertising, not only the items mentioned above, but such articles as fencing and poultry netting, rubber hose, garden tools, lawn mowers and other early spring and summer hardware merchandise.

On these lines specifically mentioned a considerable amount of advertising should be done just before and just after the season opens. The old saying about "The Early Bird" applies strongly to the advertising of goods which are strictly seasonable for certain selling seasons.

A few people will think of their spring needs before the season really opens up, but more will think of them just after the opening. By properly advertising and displaying these articles you can be the indirect means of starting many a lawn or garden that otherwise would not have been.

THE ROMAN METHOD OF HEATING

Like many other Roman houses that have been unearthed in England, one recently brought to light was heated by a system called "hypocaust." The entire basement was one big furnace, from which flues ascended, built into the walls. A wood fire was kept in the basement, the fuel being fed in from an outside annex, through an arch in the wall.

—Exchange.

Sells Stoves on Strictest Terms

Fred W. Karn, of Woodstock, Does Not Allow Payments to Drag Over Longer Period Than 3 Months—Good Sized Initial Payment is Demanded—Losses are Eliminated and Sales Have Increased Steadily.

HOW many hardware dealers find their stove department a drag on account of poor collections and indefinite agreements with customers at time of sales being made? This problem of collections has been solved so successfully by Fred W. Karn, of Woodstock, Ont., that to use his own words, in the last ten years he hasn't lost ten dollars on stoves, and his stove sales have increased steadily year by year. In the first place Mr. Karn sells as much as possible for cash outright. A large percentage of his whole business is done in this way and people have become so reconciled to the fact that many will not think of asking credit for anything whether the purchase be big or little. Where cash in full cannot be obtained then some agreement has to be arrived at before the customer receives his stove, and in every case the agreement is made with definite time limit. For example, on a \$40 range, agreement calls for at least \$10 down, and \$10 each month with three months limit. Wherever possible one half of the price is asked to be paid down before the customer re-

ceives his range, but for this there is no fast and binding rule.

In cases where customers receive their wages twice a month, \$5 every two weeks is preferred to \$10 per month. On a large range \$5 down and small payments following is refused absolutely and on no stove is a sale made on time limit altogether.

When the price of the stove or heater amounts to less than \$20 Mr. Karn tries to get payment in cash outright, and if he thinks the price too small to cut up for payments, refuses the sale if cash cannot be paid. In cases where the customers are not known or where there is any suspicion about payments, agreements are even more binding, in many cases a lien note being taken, and held against the customer.

Speaking of how the system works Mr. Karn says he finds no trouble at all in making it go. Some customers think terms rather rigid, but with a little explanation on the part of the salesman as to why such an agreement is necessary and with a few facts to show how it will be beneficial both to dealer and

to purchaser to make settlement according to agreement drawn up, all obstacles are readily removed. Besides that customers very soon get reconciled to such methods of doing business and after giving it a trial, not only prefer it to the long credit system, but come to place more confidence in the dealer who conducts such a business.

A Great Boon.

To be able to conduct stove transactions on so satisfactory a basis, is indeed a great boon. With the great majority of dealers, stove business is marred by the trouble experienced in making collections. It is too often slow and laborious work. People pay when they please and in quantities that suit their purses. The dealer waits.

After considering the results which Mr. Karn has obtained, one concludes that it is possible after all to escape the inconvenience of slow collections on stove sales. All that is needed is the courage to refuse to sell stoves on any kind of terms. If customers find that they are expected to pay within a reasonable



A view of the interior of the store of Fred W. Karn, of Woodstock. In spring the space in the centre of the store at front is occupied by stoves.

time, they will obligate themselves to do so. The experience of Mr. Karn has effectually demonstrated this point.

While not doing business on an absolute cash basis, Mr. Karn's plan is close enough to it to partake of the advantages and at the same time escape some of the disadvantages. It is sometimes a difficult proposition to make stove sales on a rigid cash basis.



STOVE AUTOMOBILE DISPLAY.

Toronto, Ont.—In commemoration of a recent local automobile event, E. Rutledge of the Adams Furniture Co., arranged the window display shown in the accompanying illustration. The main attraction in the window was the automobile. The wheels were made of stove pipe elbows, four elbows being used in making each wheel. The main body was made of stove pipe elbows standing on tee pipes. The two seats were made by using two tile warming closets turned upside down. Two oven doors taken from a steel range were used for doors. Two aluminum pudding dishes were used for headlights. The two rear lights were represented by two stove urns. The horn of the auto was made by using a funnel to which was attached a gas tube. The trimmings under the warming closets were arranged by using extension shelves. A main towel rail served as the front bumping rod. The front radiator was arranged by using a gas oven

turned upside down. Nickel-plated extension shelves were used to represent

the stepping board. The floor of the window was covered with stove boards.

Big Stove Sales During "Gas Year"

Torrens Hardware Co., of Tilsonburg Create a Big Demand For Gas Stoves by Original Methods—Seventy-Five Sold in One Season.

The winter season is generally recognized by stove dealers as one of marked dullness, but because it is known to be such does not necessitate dealers remaining entirely inactive throughout that season. In the town of Tilsonburg, Ont., 1912 is known as the "gas year," or the year in which gas was largely introduced into the town. Many heaters and ranges were demanded resulting in large sales for the hardware men. As yet the movement is comparatively new and in many homes coal or even wood is still used.

Looking forward to next season's business. The Torrens Hardware have had on display for the last two months well in front of the store a gas range all connected up and burning continually. Farmers coming in during the cold weather go to the stove to get the chill removed from their bodies, and in the meantime examine the stove, probably not with an eye to purchasing but out of curiosity as much as anything else. When they do come to invest in a gas range, the memories of the

warm welcome in Torrens Hardware during the cold weather are strong and they naturally turn towards that source for help.

The same scheme was worked out a year or so ago by the Torrens Hardware in connection with coal oil stoves, and proved successful to the extent of the sale of seventy-five stoves—a number fully justifying the extra expense and labor.

This Mr. Torrens calls practical advertising and he is looking forward to a big trade next season as a result of his energies expended "out of season."



A REMINDER.

In every great undertaking, there is invariably a period when no progress seems to be made. Times like these determine the real character of men.

The easily discouraged individual soon gives up in despair. But the man who has entered the fight resolved to see it to a finish, just sets his jaw a little firmer and keeps plugging away.—Exchange.



Window Display Showing Stove Auto in the Adams' Store, Toronto.

Practical Phases of Window Trimming

Well Known Trimmer Outlines Some of the Plans That He Has Adopted—
Beehives in Permanent Background for Window—Results Can Always Be
Traced.

(Written for Hardware and Metal by E. A. Whitten, Bracebridge.)

I BELIEVE without a doubt that Window Dressing is one of the best advertising mediums we have at the present day.

With regard to window background there are arguments in favor of both cased-in windows, and also windows with open back, although I think cased-in windows are the better. Where a window is not cased-in with glass at the back, it requires for best results, a background of paper, cheese cloth or a curtain for all displays except when you can form a background with the goods themselves. One disadvantage of a closed-in window is the difficulty of getting goods out of the window without disturbing the trim after it is arranged. But on the other hand, another advantage of a cased-in window is that you can first arrange your background, which is an important part of every window trim, and then arrange the body of the trim afterwards; whereas, with an open back you have to start at the front glass and, as it were, work your way out.

I find the window fixture question a serious problem. Shelves are all right for some displays, but as a rule do not look well. Elevated stands of different heights and dimensions are best. We have found that small table tops, both round and square, work in very nicely; and in many cases we simply build our window bottom with empty packing cases and cover with cheesecloth. There are sets of window fixtures specially prepared for the hardware trade advertised which I believe are a good thing.

I do not think it necessary to spend a great deal of money on window dressing. Any number of trims can be put in with practically no expense whatever, unless perhaps you discount the value of a few articles exposed to the sunlight. A certain amount of cheesecloth is necessary, but once procured it is good for several displays if properly taken care of. When you have to buy cheesecloth and perhaps some ribbon, etc., a trim may cost from one to two dollars, but nearly all the material can be used again, so that it really does not cost that much for one trim. A mechanical display costs the most, probably from three to five dollars or even more, but one occasionally as a publicity window will bring results.

Speaking of results, you can easily trace sales which are the direct result of window displays. One day a man from a neighboring town came in and bought a particular style of rake, which he saw in the window. They no doubt kept the same article in his own town, but his attention had never been called to it. Perhaps the best windows from which to trace results directly are silverware and cutlery windows or tool windows. Nearly every man is interested in tools, and men will stop in front of a good tool window every time, look it over, and often come in and ask for a certain article in the window. This is not only the case with a new tool, but even a common tool that the man knows he needs but has neglected buying, when he sees it in the window he will come in and purchase it.

I have noticed that these direct sales result nearly always from window displays of one line of goods, and I believe strongly in displaying one thing at a time and not overcrowding a display. A few articles of one line neatly displayed is far better than a window full of miscellaneous articles from several lines.

As to price marking, I must admit that I am not an enthusiast along this line. I believe it is a good thing to have price tickets on goods in Christmas displays, displays of small wares such as tinware or graniteware, and in "Special Sale" windows; but I believe there are lots of times when a customer will see an article in the window not priced, he will come in to ask the price and a sale results because you get an opportunity to explain the qualities of the article, whereas if the article had have been priced, he would think that was more than he wanted to spend, and would walk away.



E. A. Whitten, Bracebridge, who has at various times won prizes in window trimming contests conducted by Hardware and Metal.

"We were delighted with the uniform excellence of the displays entered. Certainly, if we are to judge the work of hardware window trimmers as a whole by the samples submitted in this contest, we cannot help but conclude that the hardware trade is well served in this respect. A number of the displays were marked very high—and they deserved the rating given. It was a difficult matter to award the prizes out of so large a selection of displays of high merit."—Statement by judges of contest.

Awards in Christmas Window Contest

Judges Announce Their Decision—Contest Was a Huge Success and the Standard of Displays Entered Was so Uniformly High that the Work of Selection Was Difficult—Description and Criticisms.

THE Christmas window display contest conducted by Hardware and Metal was even more successful than similar contests in the past. Each year these contests grow in interest, as the number of displays entered attests. For the 1912 Christmas contest, photographs were submitted from window trimmers in all parts of the country, from the far east to the west. It was in every respect a representative showing. Some of the contestants showed windows from the largest hardware stores in Canada and, on the other hand, not a few contestants were from very small stores in small places, where the facilities were limited. This was probably the most satisfactory feature of the event, showing as it did, a marked interest in the subject of window advertising in all branches of the trade.

The quality of the displays entered was uniformly high; in fact, the standard was on a distinctly higher plane than in any previous contest. This is, of course, to be expected, as advances in the window trimming art are being made all the time. The Judges did not have the easiest task imaginable in making their selections, in view of the uniform excellence of the displays.

Capable Judges Chosen.

The gentlemen selected to act as judges of the contest were officers of the Canadian Window Trimmers Association:—President Hollinsworth, display manager with the Robert Simpson Co., Toronto; past president, H. L. Macdonald, display manager with Murray-Kay, Toronto; and secretary, J. L. Maude, associate editor of the Dry Goods Review.

The judges submitted each display to a close scrutiny and finally announced their awards as given above. It may be explained that in several cases the decisions were very close and only a point or two separated winner from next best. The judges submitted a few criticisms on the windows finally selected but commended them most highly. "We would certainly like to have all

THE WINNERS.
For places over 5,000:
1st.—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary.
2nd.—A. L. Phaneuf, with A. A. Latham, Moose Jaw.
3rd.—Chas. Byford, with Bond Hardware Co., Guelph.
For places under 5,000:
1st — W. S. Petrie, with Vernon Hardware Co., Vernon, B.C.
2nd.—E. A. Whitten, with Whitten Hardware Co., Bracebridge.
3rd.—Jones Bros., Uxbridge.

your hardware window trimmers in our association," said one judge, "If we are to judge them on the work submitted in this contest, they would be valuable members of our body."

The descriptions of the winning displays, supplied by the trimmers, are appended, together with criticisms advanced by the judges.

The contests were two in number, the first being for places of 5,000 and over and the second for places under that population. The prize winners in contest No. 1 appear first.

First Prize Winner.

C. H. Smith, with the J. H. Ashdown Hardware Co., Calgary, was awarded first prize. Mr. Smith's description follows:—

"The background was green and white with a row of electric lamps as a border. Outside of the lights was a wreathing of holly and artificial flowers. About two feet from the back was built a large arch which was covered with cotton batting. Shelves were fastened to this and different articles were displayed on them.

"The roof was then covered in with lattice work and loaded with flowers and holly. The bottom was done in green sateen on which the cut glass, silver-

ware and cutlery showed up well. Small price tickets were used on each article. The price was given and a short catch phrase such as: 'Would this do for mother?'

"The windows were brilliantly lighted, having ten 100-watt tungstens in each window with sixteen lamps on the back.

"These displays attracted considerable attention and the business derived from them was immense. Our Christmas trade was the largest in the history of the store."

The judges marked this display very high, but have the following criticisms to offer. The top finish was too heavy, this effect being given by the over profusion of the decorations. A more artistic effect would have been secured had fewer flowers and wreaths been used. The same fault might be found with the display which is rather too "stocky;" that is, it contains too large an assortment of goods. The size of the two large showcards might also be criticized, as they rather overshadow the goods.

Second Prize Winner.

Second prize was awarded to A. L. Phaneuf, with A. Latham, Moose Jaw. Mr. Phaneuf's description is appended.

"The background was done in white black, white cheese cloth and crepe paper and black dress goods being used. Roses, poinsettias, tinsel and holly were used for decorative purposes. Two dolls were placed on each side, figuring as ringing the bell suspended in the centre. Santa Claus was represented as entering the door in the background — or rather, peaking through a curtain.

"On the shelves at the sides were brassware and cut glass and on the centre shelves, silverware.

"Prices were marked on little cards 2 inches by 1½ inches, these cards being placed on each article.

"The lights in the arch were frosted lamp. I did the frosting myself, using white shellac. After the shellac had dried thoroughly, it was rubbed with



Window awarded first prize for places 5,000 or over.



Window awarded first prize in contest for places under 5,000.



Window Awarded Second Prize for Places Over 5,000

pumice stone. The words, 'Happiness' and 'Prosperity' were simply cut out of white card board and glued on the cloth."

The judges based their criticism of Mr. Phaneuf's window on the same points as in the case of the first prize winner. Rather too much was put into the background, thus robbing it of simplicity.

Third Prize Winner.

Third prize was awarded to Chas. Byford, with the Bond Hardware Co., Guelph. Mr. Byford's description follows:

"Our window, having a large open background, requires a little thought in laying out, as it is my opinion that the background is an important point in window dressing. The back of this window I enclosed by using white columns 6 feet high, 8 inches at base and tapering to 6 inches at top. These were made of wood frames and cardboard. In each column was mounted a plaster cast capital painted white and gold. Between each of these columns was hung a purple curtain with a white and gold crescent at the top.

The lattice in the centre is also finished in white and gold, with artificial leaves entwined and a wreath of holly. The use of a pair of doves, ferns and brass cuspidors on the columns and show

cards on the drapery presented a finished look to the background.

"The base of the window was covered first with white paper and then with white cloth.

"At one end was used a stand sloping towards the front and serving as a dividing line between the two windows. In the centre a number of boxes were in a pyramid shape.

"Silverware and cased cutlery only were used in this window and each article was priced with a black card and gold figures, which was neat and attractive. Sprigs of holly and imitation snow were used on the white cloth, ferns and palms were placed at the back and added taste to a window of this class."

The judges agreed that this display had unusual artistic merit and marked it very high on that count. It was thought, however, that the placing of all the large showcards on the background detracted from the appearance and also reduced the selling power.

First Prize in Second Contest.

The first prize for places under 5,000 was awarded to W. S. Petrie, with the Vernon Hardware Co., Vernon, B.C.

In giving this window the first place, the judges considered that the merit of the display rested on its strong selling power. The comparatively small number of articles shown and the distinct-

ness with which they stand out are features of unusual merit. Simplicity is shown in the arrangement and the large, bold price cards would prove great factors in making sales. So strongly did these qualities appeal to the judges that they considered the display superior to others which perhaps had more artistic merit in point of arrangement and finish. The photograph does not do full credit to this window.

Second Prize Window.

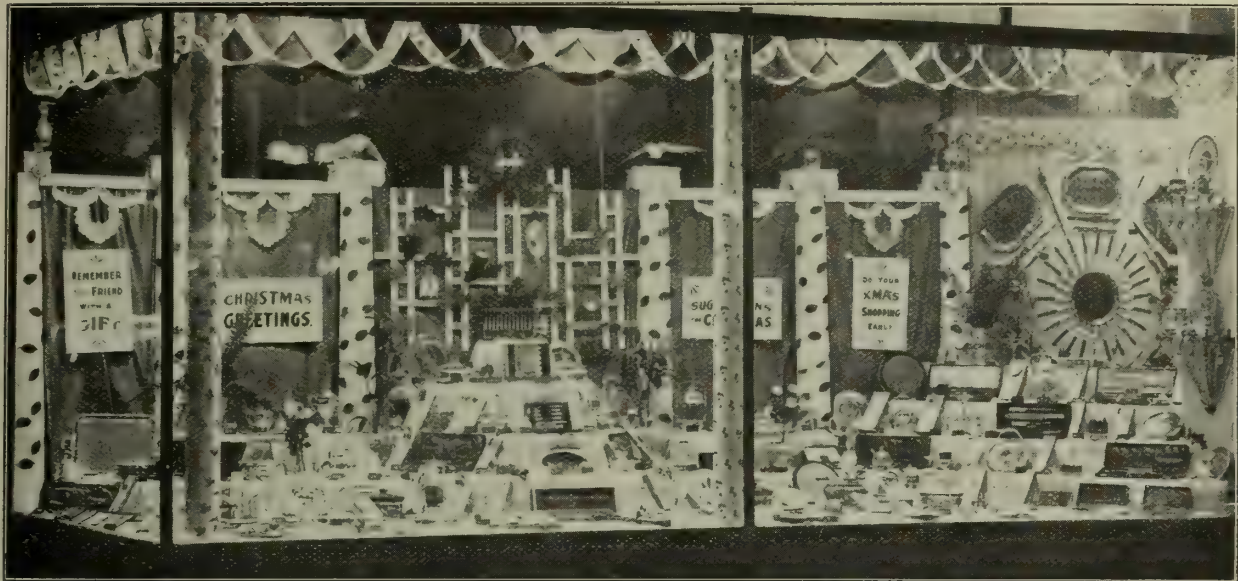
Second prize was awarded to E. A. Whitten with the Whitten Hardware Co., Bracebridge. Unfortunately the original photograph of Mr. Whitten's display has been lost. Another photograph is being secured and will be shown in an early issue.

Third Prize.

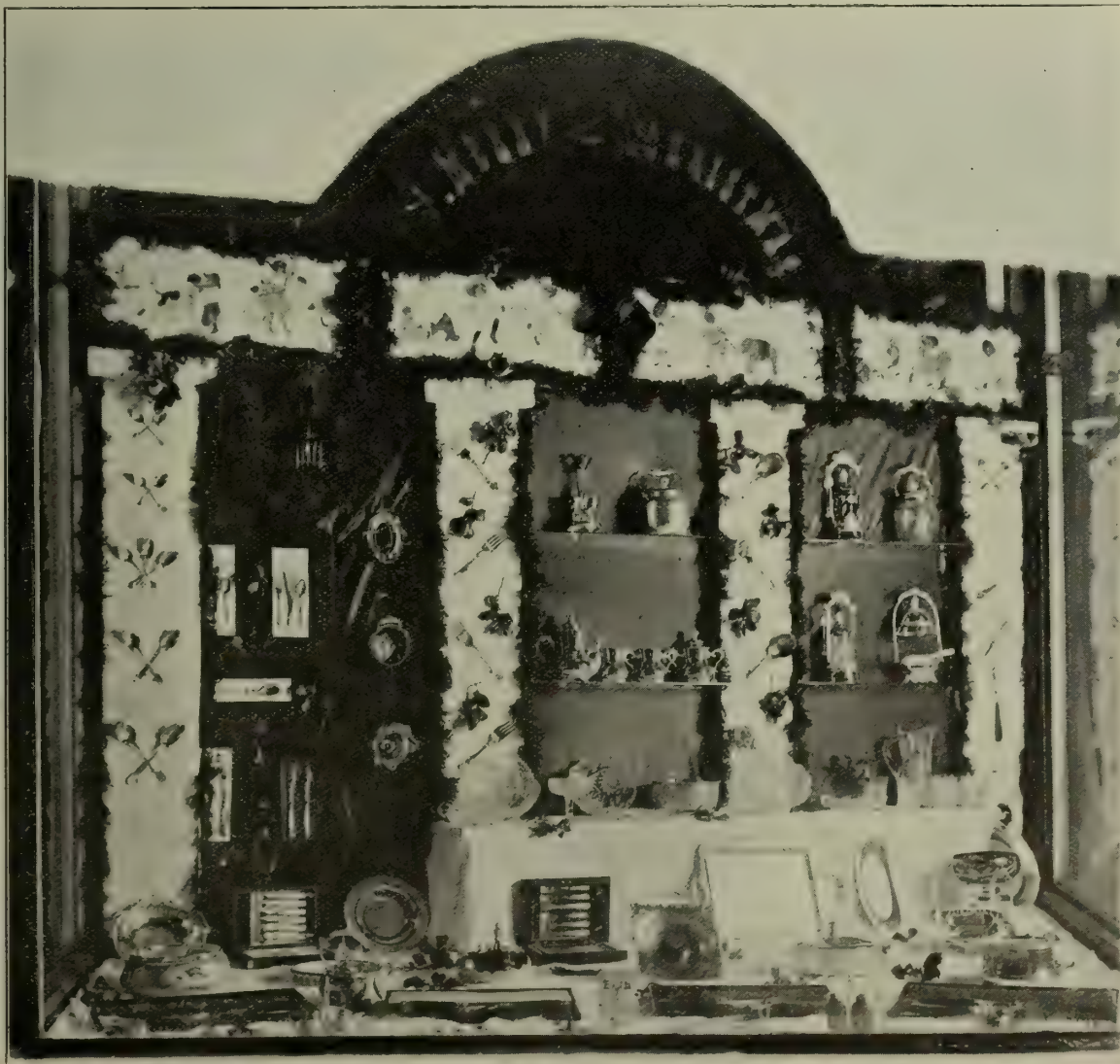
Third prize went to Jones Bros., of Uxbridge, Ontario. Their description follows:

"In describing the make-up of our window would say we procured 4 boards 5 feet long and 10 inches wide for upright pillars, and 4 pieces of 2 x 2 for caps on pillars. Then for cross piece on top of pillars we placed a board 10 feet long by 14 inches wide.

"The pillars we pleated with cheese cloth and the top board we tacked four scenes taken from Nursery Wall Paped designs and trimmed both with moss



Awarded third prize in contest for places over 5,000.



Awarded third prize in contest for places under 5,000.

trimming, with tulip flowers and holly, between the pillars we filled in with red sateen. The scroll at top of background was covered with red sateen and gilt letters posted on and trimmed with moss trimming.

"For shelves on background we put bracket up and placed glass shelves about 5 inches wide on same.

"The shelf with cut glass on, was made by placing 2 boxes and a board covered with cheese cloth. The ground part of window was covered with cheese cloth puffed, sprinkled with snow dust and little pieces of holly placed between the silverware and carving sets.

"This being a corner window, we placed same on an angle and it was necessary to place a door in background in order to get into window.

"In dressing our window throughout the year we endeavor to keep seasonable goods to the front and not overcrowd the display, make a fair use of price

tickets and aim at neatness and distinctiveness—not mixing different lines of goods."

A special prize was offered for the best description of window submitted, coupled with an outline of the plans followed throughout the year in the trimming department. However, the competitors did not write their descriptions along the desired lines. Only in one case was any mention made of the general plans during the year and in this instance the mention made was very brief and confined to one point only. Under the circumstances, the judges did not feel justified in making an award.

Among those who competed without securing a prize but who were deemed worthy of honorable mention were the following:

R. H. Thomhill, with P. Hymmen Co., Berlin; A. R. Brooks, Brooks, Alta.; Frank Sills, with Geo. A. Sills, Seaforth; H. Logan, with W. J. McMurtry Hard-

ware Co., St. Thomas; H. A. Bowen, with the Marks-Clavet-Dobie Co., Port Arthur; G. B. Thornton, with the B.C. Hardware Co., Victoria, B.C.

In accordance with the terms of the contest, the sum of \$1.50 will be awarded to each of the above.



INDUSTRY AND GENIUS.

"I do not despise genius—indeed I wish I had a basketful of it instead of a brain, but yet, after a great deal of experience and observation I have become convinced that industry is a better horse to ride than genius. It may never carry any one man as far as genius has carried individuals, but industry, patient, steady, intelligent industry, will carry thousands into comfort and even into celebrity, and this it does with absolute certainty, whereas, genius often refuses to be tamed and managed, often goes with wretched morals.

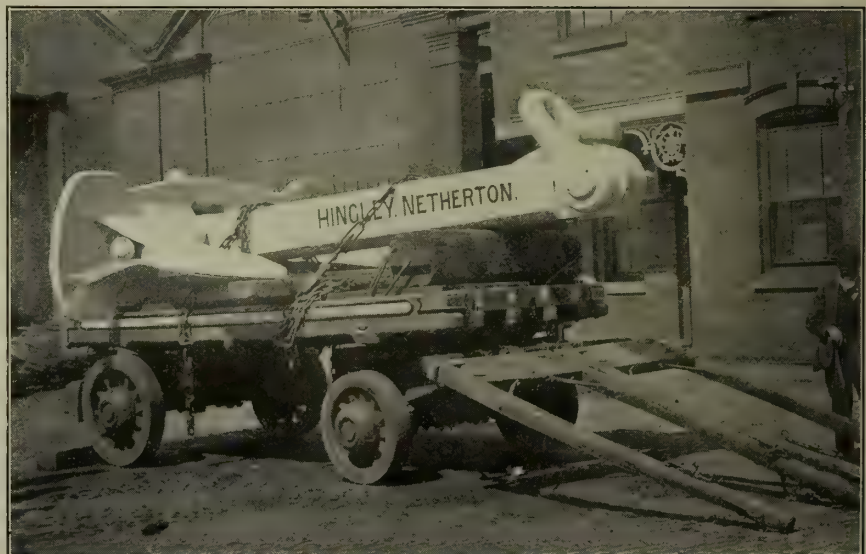
Views of Chain Making



Chain Making in Cradley Heath, England.

Cradley Heath, England, is noted for its chain making industries, chains of all sizes and descriptions are made there. The accompanying illustrations show two views of the chain making industry. The chains shown in the photographs are very large, each link of the larger chain appears to be about two feet in length. Note the sturdy type of the workman employed.

An illustration is also shown of the anchor used in the Titanic, some conception of its size may be gleaned by comparing it with the large wagon on which it is loaded and by the man standing alongside. It is said that the weight of this anchor was over 17 tons. This anchor was made at Cradley Heath.



The anchor of the ill-fated Titanic.

Clever Motion Device in Window



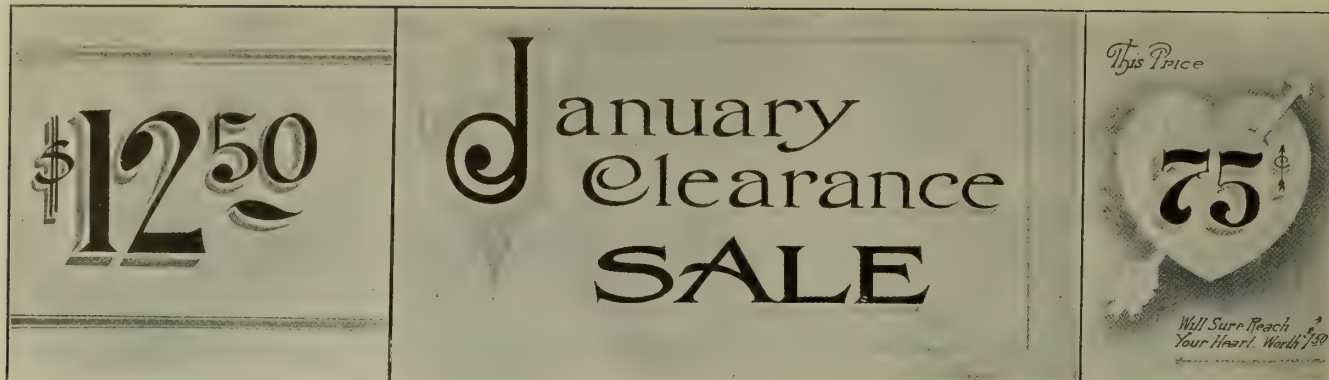
A handsome display with moving device in window of Isbister & Petty, Saskatoon.

IT has been the invariable experience of window trimmers that a motion device attracts attention much more rapidly perhaps than anything else. Something moving in the window will cause everyone who passes the store to pause and observe and, perhaps, to speculate on the mechanism which creates the motion. A particularly clever device will block the pavement in no time.

On this point all will agree, though, there is not the unanimity of opinion when it comes to the question of the value of such a display to the store. A motion device will advertise the store, but it may or may not show any direct results in the way of sales. A well-known authority on window trimming once said: "There can be no doubt that a pretty girl dancing a jig in the store window would attract a crowd quicker than anything else you could devise, but it is not at all likely that it would attract anyone into the store with the idea of buying." That defines the limitation to the real value of the majority of motion display windows. They serve purely and simply as publicity windows, winning a certain attention, or notoriety, for the store.

The illustration above is that of a motion device which had infinitely more value than that, however. This display is not constituted solely of the moving wheel. The wheel, undoubtedly, is the centre of attraction, but the rest of the display space has been used to splendid advantage. The goods are shown attractively, and the window for that reason would possess a large degree of selling force. After stopping to observe the wheel in motion, people would pause a few minutes longer to scan the rest of the display.

This handsome and attractive display was shown by Isbister & Petty, of Saskatoon, Sask.



Some samples of show cards used recently in hardware stores—Air brush work was done on the heart card to the right.

Practical Pointers on Card Writing

A Higher Standard of Work is Now Being Demanded—The Use of Photo Mounts—Uniformity in Style Should be Aimed at—Silhouette Work Can be Made Very Effective in Card Ornamentation.

SHOW card writing is becoming an important feature of modern merchandising. It has become recognized that cards, attractively done and with the price prominently displayed, are a strong factor in the creation of demand. In the hardware store, the card is winning recognition, and the standard of price and show cards used by hardwaremen is being put on a higher plane.

Anything new or novel is sure to attract attention; in fact, novelty is one of the qualities most essential in a card nowadays. This does not necessarily mean new in the sense of first discovery but new to the locality. Hence, the card-writer is always on the lookout for new ideas. He has a wide and varied field from which to gather ideas and suggestions. He can get an idea here, a design or a suggestion for a design there and a color effect somewhere else; and by studious ingenuity he can use those parts that are useful and combine them with effective results.

A new idea which promises to develop into a distinct card vogue is found in the use of photograph mounts. When printed on a photo board, the lettering shows up to splendid effect. In fact, some of the most attractive and artistic cards that the writer has seen recently were of this variety.

Uniformity in Cards.

An important point to bear in mind is that a card writer should endeavor to make his work uniform. When he is preparing cards for a special sale or for a certain season, all cards should be done with a certain amount of uniformity with regard to lettering and decorative effects. When a big sale is

planned, this idea should be developed to a still greater degree.

The planning of advertisements, window displays, cards and selling features should be done with a view to uniformity. Thus, all show and price cards should be done with a uniform style of border or ornamentation. The same color combination should be carried throughout. Using streamers in the windows is found an effective measure; and, in the preparation of streamers, the same style of lettering and colors as shown in the cards should be carried out. The effect of this measure would be to stamp cards and streamers in the public mind as features of a big special effort.

Uniformity in the matter of decoration could be carried still further. The border effect shown on cards and streamers could also be used for the news-

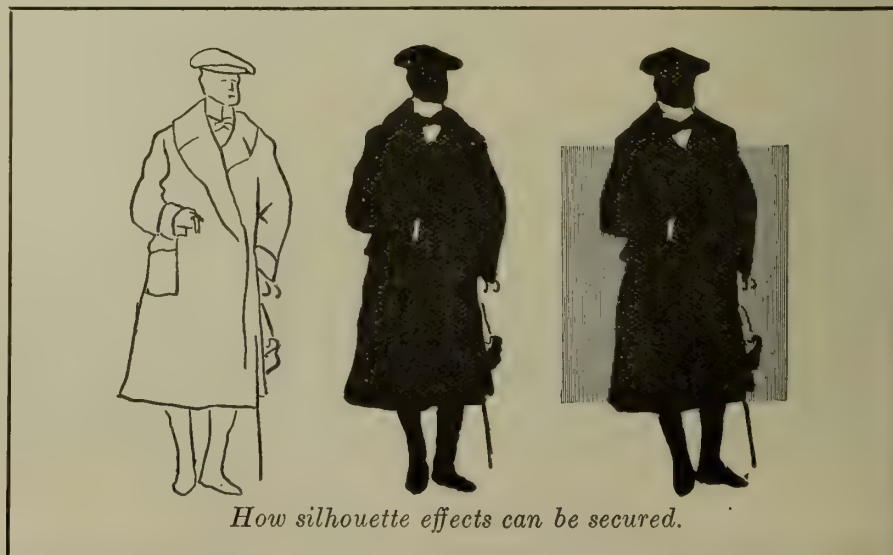
paper advertisements. Seeing the same idea repeated so often, and in so many different ways, people would recognize it as a feature of this particular sale. It would have cumulative value from a publicity standpoint.

Silhouette Work.

Card writers can use silhouette drawings to splendid advantage. In the first place, they give plenty of contrast and make a striking looking card. The black figure stands out much more prominently than elaborate drawings would do. In the second place, they are comparatively simple to draw.

Many card writers do not attempt much in the way of ornamentation but stick to plain lettering because they feel that they lack the artistic ability to execute anything more difficult. As a re-

(Continued on page 118.)



How silhouette effects can be secured.

Development of the Streamer Idea

Stores Are Going in for This Kind of Display More Strongly Than Ever Before—Competition is Becoming Keen—Merits and Weaknesses of the Idea—Should Streamers be Allowed to Completely Subordinate Window Displays Even for a Short Time.

A MARKED development in methods of window advertising of late years and more especially during the past few months, has been the use made of streamers. The tendency has been noted particularly in large centres, where the streamer habit has become very common. At the present time, stores are vying one with another in producing new ideas and effects and some very original schemes are being introduced. Many of the latest kinds of streamers are extremely effective, but many are also of the "freaky" variety and not a few are to be roundly condemned.

The idea has not been taken up as rapidly by hardware stores as it has in

been literally plastered over with signs and streamers.

Although the streamer idea is an old one, and has been carried on for many years, the tendency now is very marked to carry the idea to extremes. Some discussion of the merits and weaknesses of streamer advertising will, therefore, be of interest at the present juncture.

Streamers have been so inevitably connected with "going out of business" sales and bankrupt clearances that, in smaller places at least, they are still mentally associated, to some extent with those events. Some merchants are inclined, therefore, to regard their introduction with reluctance, fearing that they might give rise to false impressions,

mon shape is that shown in Fig. 2, which also covers half the window space. Some dealers have carried this idea still further, taking up two-thirds and even three-quarters of the window.

When streamers of these types are used, the inevitable result is to completely nullify the effect of the display in the window. People see the streamer; they seldom look behind it. The interior of the window is darkened and the percentage of passers-by who see anything but the streamer in the window is small indeed. Windows should not be utilized in this way, unless the merchant is convinced that the streamers will bring better results than window displays.



Figure No. 1, showing popular triangular streamer. Figure No. 2, showing another common style of streamer

other branches of trade, but the hardwaremen are showing evidences of getting the "streamer habit." For the past two months, the writer has watched two establishments which stand on opposite corners and which have been fiercely battling for supremacy in the matter of streamer announcements. One day something new and startling will be seen in one store, and it will really seem that the limit of ingenuity and the height of bombast has been reached. But, lo and behold! the very next day finds merchant number two with something still more ingenious perhaps, and certainly more bombastic. At various stages of the rivalry, both stores have

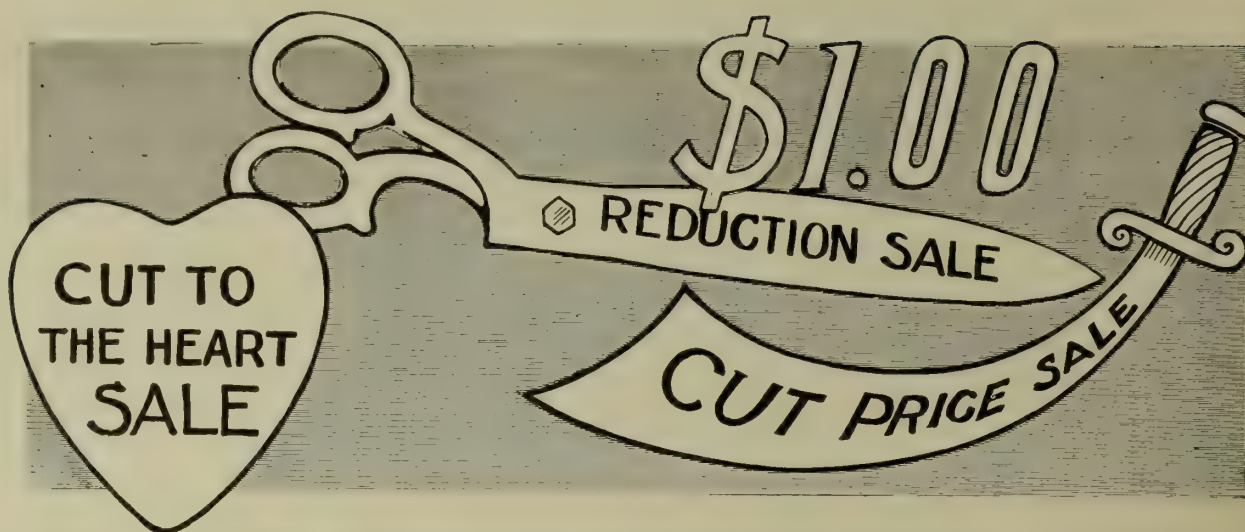
which if only temporary would nevertheless be harmful. This danger need not be feared after the idea has once been used. Streamers can be used for special sales without giving rise to any false impressions on the part of the public; in fact, people soon come to associate the periodical clearance sales of a firm with the streamer campaign used for such occasion.

As a factor in promoting clearance sales, the streamer is of recognized value.

During the past few months, many varieties of streamers have been introduced. One of the most common is the triangular shape shown in Fig. 1, which covers half the window. Another com-

To a certain extent, this is actually the case. A special sale requires a special effort. Only a percentage of people will stop to look at a window display, no matter how clever it may be. Practically all will look at a streamer. Its size and the boldness of its letters compel attention.

From the standpoint of display effectiveness, an interesting problem arises here. Will the streamer without the assistance of effective window displays be sufficient to win more than the passing notice of the public, to interest them sufficiently in the sale to draw them within the store? Merchants who paste up their windows with



Some samples of small streamers used in stores recently.

large sized streamers shown in Figs. 1 and 2, are acting on the supposition that they will be sufficient, for certainly streamers of this size completely dwarf the displays behind them.

In the opinion of many who have given the question close study, it is not advisable to thus completely subordinate window displays to streamers, even for brief intervals. They hold that it is better to work both together; which, of course, is quite feasible.

If the upper part of the window is used for a streamer, the effect of the display is not lost to any extent. Above the level of the eye is more or less lost space with many varieties of displays. At the same time, the effect from the streamers will not be lost if only the upper part of the window is used. If the V-shaped streamer in Fig. 1 had been made the size indicated by the inside line, or even smaller, the effect would have been just as good and the window space behind would not have been rendered absolutely useless.

The tendency has perhaps been more marked to use small signs. Some of the ideas in this way recently carried out are shown. One dealer had the heart-shaped sign, size about eighteen inches across, pasted in his windows at intervals of six feet. They did not in any sense obscure the view of the window displays and yet they denoted most unmistakably that a merchandising event out of the ordinary was being conducted. While fault may be found with such trite expressions as "cut to the heart" sale, there can be no doubt that the dealer in question got results.

Another merchant had representations of scimitars in his windows, the suggestion of a cut in prices being thus given. The same result was obtained by another store which used cut-outs representing tailor's shears. In neither case did the

streamer interfere with a clear view of the interior of the window.

In some cases, stores are adopting distinctive signs for their windows which are used not for special sales, but the whole year around. The result of this plan is that the sign becomes familiar to the public, and becomes a sort of "window trade mark." Undoubtedly, this proves a valuable publicity feature and one of the things about it that will appeal is that there is practically no expense attached.



PRACTICAL POINTERS ON CARD WRITING.

(Continued from page 116.)

sult, they are very much limited in their scope. For such as these, the silhouette figure can be recommended. To execute work of this kind does not entail any considerable degree of skill. In fact, the figures can be traced on the board and then inked by the veriest amateur.

A silhouette drawing is made in two stages. It is necessary in the first place to draw the figure in roughly in pencil. Only by so doing is it possible to get the proper proportions in the figure and have the outline correct. The next step is to ink in the drawing, leaving the parts untouched which it is desired to have show white.

Rough sketches are reproduced to show the way in which silhouettes can be worked up. The first step is to sketch in the figure but this can be done by tracing quite handily. Clip a suitable illustration from some magazine and trace in the outlines as in the full length figure, in racing "togs." Then blacken in the desired parts. If desired, a further touch can be added by lining in a background, as a general rule, however, it is better to leave the figure alone as it will then stand out with dou-

ble prominence and distinctness. A simpler measure still is to clip a figure from a magazine, close cut it and blacken in as desired. It can then be pasted on the card.

There are various modifications, or rather complications, of the silhouette idea which card writers with the necessary artistic qualifications can carry out. A certain school of artists, of which Coles Phillips is perhaps the best known, produce pleasing effects by leaving parts of their drawings blank, although the suggestion is there so strongly that the eye catches the idea at once. Thus the head, a collar, an arm, the waistline and the feet will be all that is shown to represent a figure and yet the drawing will have a suggestion of completeness. This class of work, while extremely effective, requires a high degree of skill. Some card writers have utilized the idea with the best of results.

Silhouettes can be used in any color, although black on a white ground is in many respects the most effective. Gray shades can be used to good effect. Some splendid cards have been seen where backgrounds were faintly traced in light gray, the lettering being traced over in stronger shades. When work of this description is attempted, however, the card writer must have full confidence; for a wide share of ability is required to do it attractively.



Kingsville, Ont.—A by-law was recently carried, giving a five-acre site and granting the usual tax exemptions to the Dominion Stove Co., which will be the Canadian branch of an Ohio Stove Co. The factory will be built at once, as the company wishes to start manufacturing by September.

Planning the Spring Sales Campaign

The Active Season in Hardware is Now Opening—Lines Which Should be Featured for Spring Business—The Importance of Catering to the Farm Trade — The Amateur Gardener, His Trials and Triumphs.

THE spring season is to the hardwareman what the Christmas season is to the dealer in toys. In the spring, business in hardware opens up with a rush. Practically every line that is carried comes into active demand and sales are heavier than at other seasons. For this reason, spring is a season of utmost importance to the hardwareman.

Although some weather prophets are predicting a late spring—basing their claim on various grounds and not forgetting that on the usual date this year when the aphthomas monax is supposed to come out of winter quarters for a preliminary squint at things, there was enough sunshine to throw an indisputable shadow—despite this, there are evidences on every hand that spring trade is starting unusually early. This is due in a large measure to the fact that men nowadays are getting into the habit of starting early at things. The rush of modern life does not allow them to wait philosophically for the seasons to open. If the weather man misses his date, industry and business go on anyway. It may be also that the early date of Easter has something to do with it. Fashion dictates that woman must prepare herself to appear in new regalia by Easter Sunday and the early buying of bonnets and clothes has perhaps put it into man's mind to also get out and buy what he needs. A man's spring needs run along different lines. He needs tools, nails, paint, fencing, roofing, cement—according to his trade or occupation.

Whatever the reason may be, the fact remains that spring trade is showing signs of getting away to an exceptionally early start. This has a particular significance for the hardware merchant.

It means, first, that he must get his stock ready bright and early; and, second, that he must launch his sales campaign a little earlier. In fact, it means that he should be at the present time plunged head over heels into the work attendant on the opening of the spring rush.

The Farmer's Trade.

The trade of the farmer is of particular importance in the spring time. After passing the winter in a condition bordering almost on idleness—for him—the tiller of the soil inaugurates the opening of spring by plunging with renewed energy into his arduous labors. In order to get to work, he needs a great variety of goods which are obtainable at the

hardware store. He needs wire fencing to get his boundaries into shape; nails for repairs; paint for retouching wagons and implements; roofing for his barns; locks, tools, netting and a hundred and one other articles. There isn't a farmer from the first to the last concession who doesn't need a big bill of goods when the snow leaves the ground. The hardwareman, who can get the ear of the farmer and secure the getting of a big number of those ripe orders, lays right there and then the foundation for a sure enough prosperous year.

Going to the Farmer.

Opinions may differ on the point of the advisability of indulging in outside salesmanship, but few merchants will dispute the fact that it pays at this juncture, if the necessary time can be found. To get out among the farmers, and learn their needs is one sure way of getting a healthy batch of orders now. Every farmer approached would have certain requirements and he would appreciate the enterprise and foresight of the merchant in saving him a trip to town to fill these requirements.

One hardwareman carries out this idea in a very thorough manner. We will call him M— (his name really starts with an M.).

All through the winter he makes trips out through the country getting orders, but more especially getting a line on future orders. He finds out that Judson Marling will paint his barn in the spring, that Jake Smith will require a new mower, that Jim Bain is planning to put a new roof on his barn, and so on. About this time of year, M— starts to "cash in" on the exclusive tips which his mid-winter industry has brought him. He looks up his memorandum book, does a little advance figuring and then starts out to sell paint to Judson Marling, a mower to Jake Smith and a supply of prepared or metal roofing to Jim Bain. He calls on them all and sells them substantial bills of goods in a very large percentage of cases.

But it is not possible for all dealers to follow this progressive plan. Time does not permit in all cases. For those who cannot get out and sell the farmer before he has a chance to drive into town and get within hailing distance of other hardware stores, other methods remain. Sound advertising will go a long way. The farmer reads his newspaper thoroughly. He notes advertise-

ments which refer to goods that he will need, and digests their contents. A straight forward proposition presented to him through the medium of a newspaper advertisement will receive his full consideration.

Builders Trade.

Next in importance to the trade of the farmer is that of the builder and contractor. Things start briskly as soon as spring sets in for the contractor. His needs in the line of hardware will start immediately and continue right through until the end of the building season. The "building season" is getting longer all the time, as improved methods are found of continuing work through the cold weather; the time is probably not far off when there will be no such season at all and work will continue uninterruptedly the year around.

Be this as it may, the fact remains that at present, spring means a stimulation of activity in building circles and a corresponding improvement in the demand for hardware. Tools will be particularly in demand. As the season advances, there will be a call for builders' hardware, cement, building paper, roofing and so on.

The importance of getting the trade of the contractors in early spring lies in the fact that it will be possible to hold the connection right through the building season.

A plan followed with success by a Western hardwareman is to seek out each contractor in the city and endeavor to reach an agreement with him to supply everything required during the season in these lines. The contractor gives an estimate of the amount of building that he expects to do and the hardwareman then figures out about what the total of his sales on these contracts would be. If he is able to convince the contractor that his terms and his goods are right, he is in a position to account with a degree of certainty on additional turnover during the season.

The Handling of Cement.

Why not signalize the spring of 1913 by making a more determined effort than ever before to push the sale of cement? To lapse into vernacular, this is what might be termed a "sure enough bunch." There is a good profit in cement and the uses for it are becoming more varied and more generally recognized all the time.

Cement can be handled with little

trouble and no expense. Some dealers do not even store their stock, but sell from the car. In this way, they are not involved in any expense in the handling and the profit is practically all clear.

Farmers are beginning to show an interest in cement as they are learning that there are many uses to which it can be put on the farm. The man of agriculture is getting more foresight and is now not likely to lose sight of the future in making his plans and arrangements. He looks forward sufficiently to realize that a cement hitching post will outlast many generations of wooden posts and prove good value for the initial expense. Talk cement to your customers from the rural districts; they are all "live" prospects.

Fire Losses—and Roofing.

Roofings and sidings are also particularly active lines. Men are beginning to realize that it pays to protect themselves against fire possibilities. The new world—meaning Canada and the United States—has been built up in a hurry. Buildings are often weakly constructed and the fire proofing arrangements are of the crudest and most inadequate. The result has been that up to the present the fire losses in America have been stupendously and disastrously high. Now the business world is awakening to the fact that the fire peril must be guarded against.

It was partly this feeling which led to the rapid development of the sheet metal industry of recent years. It will be also due to some extent to the awakening of public sentiment on the score of fire that the future will see a far greater development of the industry. Metal sheets for ceilings, roofs, walls and sidings have a great deal in their favor. They check fire losses, are perfectly

sanitary and improve the appearance. Hardwaremen should keep closely in line with developments in this respect.

Prepared roofings are also making a big market. It is not necessary to point out their advantages; the main fact is that the public is coming to recognize these advantages and to purchase accordingly.

The Amateur Gardener.

Spring also introduces once again that ardent, never daunted specimen, the Amateur Gardener. Every city and town is full of members of the species—men who like nothing better than to spend their evenings digging and planting in a two by four part of clayish mixture from which they may finally coax up a few unwilling and herbaceous vegetables. It is a natural instinct, we presume, or so many men would not be smitten with it so often. It seems like hay fever, in this respect; it always comes back. About July 15, the amateur gardener finally chucks his tools down cellar and allows his scanty crop to perish, fully determined never to tackle the resultless task again. But the next spring sees him out prodding around among the tomato cans with unmatched ardor and determination.

There are, of course, amateur gardeners who make a great success of their plots, who raise neat little rows of vegetables and supply their neighbors. The percentage, we believe, is small, but veracity compels the statement. From the standpoint of the hardwareman, however, it does not matter much, as they all need gardening tools, successful gardener and duffer alike.

No hardwareman should overlook the possibility of big trade in all gardening tool lines. The stock must be displayed early for your gardener is an eager fel-

low. Like the fisherman who can hardly wait for the ice to break before he is whipping the stream, the gardener wants to get out with his tools as soon as the frost loosens its hold on the ground. Nothing could be more effective at the present time than a window display of gardening tools and sundries.

An effective and yet simple window display was arranged by an Ontario dealer last spring. He showed a lawn swing in one corner of the window. The floor had been covered with excelsior, sprayed with green paint to represent grass and a neat picket fence arrangement for a background gave quite a realistic touch. An assortment of lawn tools were shown—everything from a lawn roller to a pair of shears. Above the fence was a large card, lettered as follows:—

Reduce the high cost of living.

Raise your own vegetables.

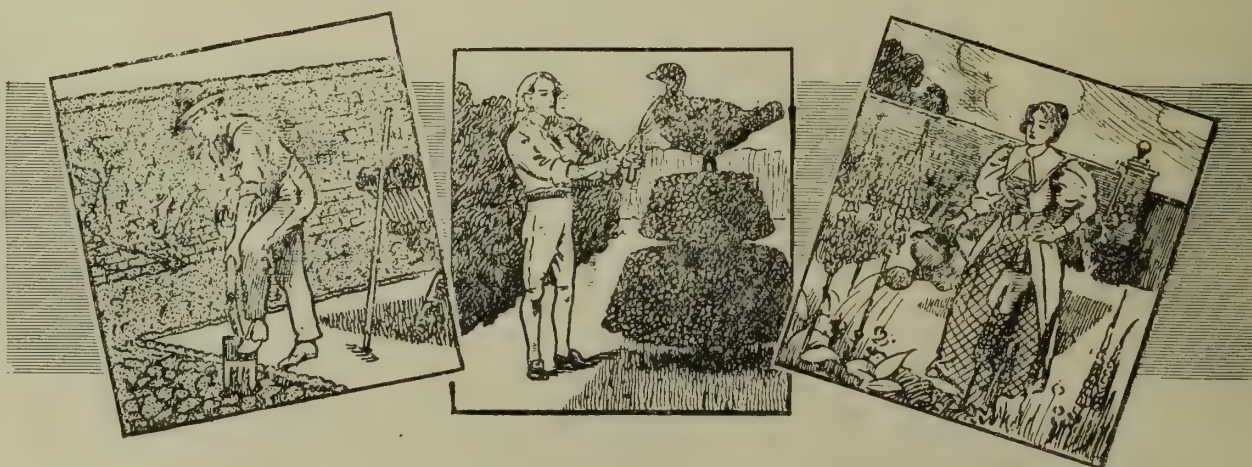
We supply everything needed to make your garden a producer of fresh and abundant supplies.

It was not an elaborate window by any means, but it was timely and it struck home. Any man with the soil tilling views in his system would find that display just exactly the thing to get his old enthusiasm up to boiling point. Heavy sales were made as a direct result of the display.

Garden tools should be advertised early and often in newspaper, in store and in conversation. Every house in your section lacks at least one item, a rake, a spade, a hoe, a lawn mower. Make it a point to show that lack and then supply it.

Weapons of Woman's Warfare.

Last, but never least, spring is the scene of woman's warfare on dirt, of the grand annual house cleaning. If all wo-



Some suggestions from the Ironmonger for cards or tags to be used with gardening tools.

men became militant suffragettes and put into their campaign for votes the same energy that they infuse into their yearly chase of the multitudinous microbe and the generating germ, they would soon get what they want. The housewife is very thorough and nothing will suit her but to completely tear the house up while she gets into every corner, crevice and cranny.

Housecleaning means the purchase of many things. There must be cleansing materials, polishes, brooms, mops, dust-ers, carpet stretchers, carpet beaters, tacks, hammers, curtain stretchers, and so on ad infinitum. In regard to many items on the list, it is necessary to purchase them anew practically every season. Tacks can never be kept in the house; at least they are never to be found when wanted. New brooms and mops are needed to do the work of housecleaning aright. And the carpet beater, which looms up in the juvenile mind as an instrument of torture during the Easter holidays, comes in so handy for various purposes at other times, that it never lasts until the next carpet beating time rolls around.

Competition is Keen.

In respect to the sale of the goods needed for house cleaning, the hardwareman has plenty of opposition. Grocers have been handling powders, compounds and brooms and they are now industriously creeping into the field for other lines formerly found solely in the hardware store. The hardwareman must prepare to meet this opposition. It is not intended to imply by this that he should get back at friend Grocer by putting in a barrel of sugar and a supply of baking powder. He should, however, reassert himself as the only simon pure handler of household hardware, by featuring these lines just as prominently as his stock and his facilities will allow.

One cannot dismiss the theme of housecleaning without saying something about vacuum cleaners. The spring is certainly the time for hardwaremen to get the public interested in the subject. The vacuum cleaner is in the infancy of its use, but even at that there are splendid profits in the line. What will there be in it, then, when the vacuum cleaner is recognized as one of the prime necessities of every house? For that time is coming.

The question of whether it pays to rent out vacuum cleaners has been threshed out so often that to again introduce it would be trite and colorless. The writer is of the opinion, however, that it would pay any hardwareman to endeavor to sell vacuum cleaners; and to rent them only as a means to an end.

Are Featuring Blasting Powder

Peterboro Firm Have Sold Large Quantities to Farmers by Pushing a Line of Blasting Powder — Advantages are Made Clear in Strong Circulars and Advertising.

In a great many sections of the country the farmers are bothered more or less by the presence of stumps in the fields. Everyone will admit that they are a nuisance. Farm machinery is constantly being broken by running into them and the space which they occupy is unproductive.

A large number of farmers have a deadly fear of dynamite, and others claim that the expense of using dynamite is too great. In an article in a recent periodical an American farmer endeavored to show that the farmers cannot afford to leave the stumps in the ground. He figures that the average stump takes up twenty-five square feet of land and that if the stumps are removed the land will produce at least 1c worth of crop per square foot each season. Therefore each stump costs him 25c or over per season. He also states that stumps are breeding places for vermin and that every stump has a number of undesirable weeds growing around it, the seeds from which spread over the adjoining land and mix weeds with the crops. This farmer claims that the increased quantity and value of the crop will pay for the expenditure in blasting as soon as the first crop is taken off the improved land. In any event it is admitted that stumps and large stones are unsightly and undesirable and are a detriment to the property.

A great many farmers are shutting their eyes to the opportunities that are being afforded them for removing the stumps and a large number of hardware dealers are in the same position. The Kingan Hardware Co., of Peterboro, Ont., are meeting with splendid success in selling a line of blasting powder which is used instead of dynamite and which has proven to be a high and powerful explosive. They have advertised the line in the local papers to a great extent and they also send out circulars to farmers, contractors, quarrymen, etc. They sell a large quantity to farmers in their district, who prefer it on account of the fact that there is no danger of the powder freezing during the winter, consequently no thawing out is necessary. It can be handled with safety and there is no sickness or headaches as a result of using it. They also bring to the attention of the farmer the fact that in addition to stumping it can be used for planting trees, digging ditches, post holes, and draining land. A feature they also point out to the farmer is the fact that all danger in preparing a shot is

eliminated, also danger in regard to misfires.

The farmer who removes all stumps and boulders from his property greatly increases its value. He is also enabled to produce grain on land that was formerly unprofitable. The Kingan Co. frequently show displays in their show windows in which they feature their line of powder, parts of blown up stumps, broken stones, etc., are used with good effect, and they receive many enquiries from the farmers. All enquiries are followed up in a systematic manner and literature is sent to the prospective customer showing the advantages to be gained in improving their land by removing the stumps, etc., which are a detriment to first-class farm lands.



THE VALUE OF SHOW WINDOWS.

The writer was in an Ontario city a short time ago and noticed two hardware stores on the same street, but about a block apart. The store windows of one of the stores were very dirty and the goods on display were disarranged and very dusty. They had apparently been in the window for some weeks as some of the lines were not the ones a hardware dealer would expect to sell during the winter months. The clerk in the store said that business was very quiet. When asked regarding window displays, he said that he did not think they sold many lines of goods on account of displaying them, and I did not contradict him on that point.

A visit to the other store found the window dresser in the window arranging a tool display. The proprietor stated that they changed the displays once a week and that their store windows were the best business-getters at their command. He stated that seldom a day passed but what they sold several articles that were displayed in the store windows. He wished, in fact, he had windows on all sides of his store.

This shows where a great leak existed in the first mentioned store. Too many dealers are overlooking the vast opportunities that are afforded them in helping to sell their merchandise with the aid of store windows.

It may be interesting to note that during the recent hardware convention held in Hamilton, Ont., one of the hardware dealers was offered one hundred dollars for the use of his store windows during the week. He refused the offer and stated that he considered his show windows too valuable to rent even at a high price.



Display of electrical fixtures and specialties in retail store of E. S. Coppins, plumber, steamfitter and electrician, Woodstock, Ont. Insert shows photograph of Mr. Coppins.

Making Profits on Electrical Lines

The Experiences of Two Firms Recounted in this Connection—A Neat Stock Handled by E. S. Coppins, of Woodstock—How a Tilsonburg Firm Made a Heavy Sale of Specialties.

IN the store of E. S. Coppins, Woodstock, Ont., special attention is devoted to the sale of electrical goods in a retail way. While these are directly in line with the business, contracts being taken in electric wiring, installing electric fixtures, etc., still they are not so exclusively connected that any hardware retailer might not just as well handle the same goods, and share in profits, which average from 60 to 100 per cent.

The lines handled by Mr. Coppins come perhaps more particularly under the heading of electric specialties. Lines such as electric irons, toasters, electrical hair brushes and hair combs, gongs, bells, buttons, batteries, motors, transformers, indicators, flashlights, telegraph receivers and transmitters, lamps, shades, and fixtures, are all handled, as well as the more common articles, such as insulated wire and all such goods used in installations of every kind.

Speaking of the length of time such

goods remain in stock, Mr. Coppins states: "Some lines move rather slowly, but never so much as to allow stock to grow old and depreciate in strength and thus in value. Most goods move out in the course of six months at least, and many turn over three or four times a year."

Displays in these lines are easily made, and present a clean, attractive appearance. In selling his goods, Mr. Coppins finds his window of great value, and although he handles plumbing and heating fixtures and gas and coal heaters and ranges, as well as electrical goods, he still makes it a point to feature electrical goods strongly through the medium of the window.

The question as to whether agents going from house to house selling articles such as electric irons did not interfere with his business was asked, and in answer Mr. Coppins stated that a strong argument in favor of buying locally consisted in the fact that when any such goods went out of order the people

knew where to bring them, whereas with goods bought from outsiders it became a difficult matter to get parts replaced. People are coming to recognize this and are thus placing more orders with local dealers.

Pow & Wilcox, hardware retailers, Tilsonburg, Ont., also handle electrical goods, both in a wholesale and retail way. Their lines, however, are confined more to articles bought for amusement, such as electrical toys, illuminated scarf pins, flashlights and all goods such as the aspiring electrician in the person of a small boy would buy. "In these," says Mr. Pow, "there is a rapid turnover and a good profit."

As an example of the way the goods moved out when first introduced, he stated: "We put in a window display on Saturday night, completing it at seven o'clock. By eleven our sales totalled \$50, and our gain on that was 100 per cent. Purchasers were for the most part boys walking up and down the street killing time."

Undoubtedly hardwaremen have a splendid opportunity for business in the sale of all electrical lines. The experiences of the two firms quoted above are by no means exceptional. Many such experiences could be recounted. In fact, hardwaremen who enter the field almost invariably find that they are rewarded by a rapid and profitable turnover.

Handling Automobiles as a Side Line

The Experience of Stephens & Douglass, of Chatham—Large Sales Effected by Canvassing Throughout Country Sections—Pianos and Other Lines Carried on the Same Basis.

In the accompanying article is told how a Chatham firm have worked up a truly remarkable sale in automobiles, motor accessories, pianos and other lines. "Outside salesmanship" has been the main factor in the success scored by the firm in question. The importance of hardwaremen getting in line for a share of the automobile business is clearly emphasized by the results obtained in this case. How many hardwaremen have taken advantage of this opportunity, which is open to all?—Editor.



Delivery of automobiles sold by Stephens & Douglass of Chatham last year.

A CUSTOM existed a few years ago and does to-day to a certain extent, among hardware and implement dealers who sell farm implements, to have an annual spring delivery of new implements that had been ordered by the farmers. The dealer sends notices to the farmers to come to town on a certain date, when the delivery would take place. Some of the deliveries thus made have been very large and have impressed on the minds of the public the volume of business that was being done by the dealer in that line, thus serving as a splendid advertisement.

This custom has died out to a great extent but in its place we find a new and up-to-date delivery being conducted by a hardware firm who followed this plan with farm implements in the years gone by.

The accompanying illustration shows a delivery of automobiles that was made by Stephens & Douglass, hardware merchants of Chatham, Ontario, on May 27, last year. The Stephens & Douglass Co. carry, in addition to their hardware stock, a full line of farm implements, harness, buggies, automobiles, pianos, sewing machines, etc. They have a special road salesman who works the district in an automobile and effects many sales of pianos, automobiles, sewing machines, and the other lines carried.

The main store in Chatham, measures 60x125 feet, and the show window is large enough to accommodate an automobile for display purposes. Auto tires and repairs are also carried in stock.

In the illustration of the delivery, eleven cars are shown; several more cars were on hand for delivery that day but on account of the bad condition of the roads, a number of the purchasers did not come in for their cars. Otherwise the delivery would have been much larger. This clearly demonstrates that a large business was done in autos last year and the firm are looking forward to a good year's business in this line during the present year.

Business has been secured in such large bulk because Stephens & Douglass apply the principles of Mahomet to the handling of these lines. Being pretty well convinced that to wait for business to come unsolicited means a more or less tedious wait, they decided to go after the business. Acting on this plan, they put a salesman out on the road and began a systematic canvass of the farming sections around Chatham. Having so many lines to handle, this salesman had an excellent opportunity to dig up business. If the man he called on did not want an automobile, he might be interested in a piano. Failing that, a cream separator might appeal to him. If he couldn't ne-

gotiate a sale in any of these lines, he had the whole hardware stock to fall back upon.

"Outside salesmanship" has proven eminently profitable for the firm of Stephens & Douglass. They have indeed secured by this means a most lucrative connection in one of the most profitable of lines—automobiles and accessories.

New Plant Nearly Completed.

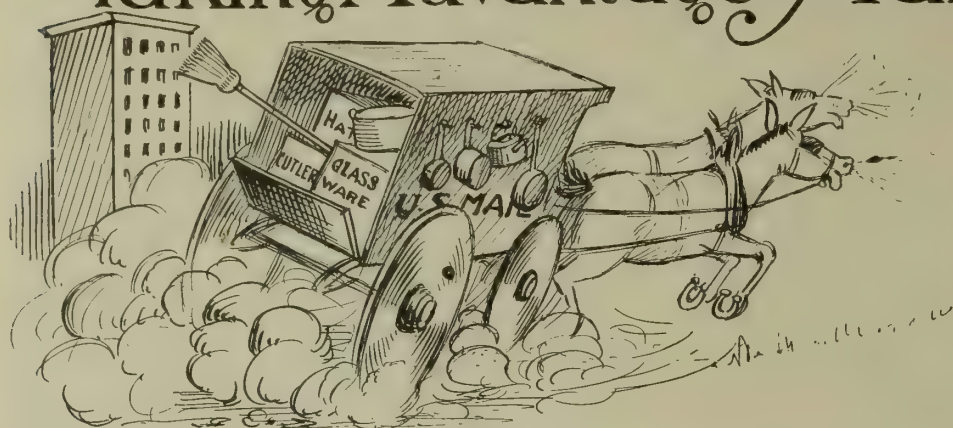
Sarnia, Ont.—The new buildings for the Mueller Brass Works are being rushed to completion. The construction is of concrete and steel, and fireproof throughout. The general manager of the new plant is Oscar B. Mueller, who has taken up his residence in Sarnia.

Whitby, Ont.—The hardware store of W. M. Pringle was burglarized recently and goods to the value of \$100 were stolen.

Castor, Alta.—The Williston Trading Co., hardware and lumber dealers, have disposed of the lumber department to the Williston Lumber Co.

The R. F. Green Co. have also started a stove factory, and are making gas stoves and ovens.

Taking Advantage of Parcels Post



How U.S. Retail
Hardwaremen are
dealing with the
question now facing
them.

IN the United States, a Parcels Post system has been inaugurated; in Canada, Parcels Post "looms up in the offing"—to borrow a nautical phrase. While there is no certainty yet that the advocates of the measure will ultimately succeed in getting it put into effect in Canada, there is a grave danger of this outcome. Consequently, the retail hardwaremen should not only prepare himself to fight the measure but should also begin to plan how he is going to meet Parcels Post if it should become law. To this end, the experiences of United States dealers in meeting the situation will be both interesting and valuable.

Began With a Rush.

With the inauguration of the postal system, in the United States, business began with a rush. During the first week that the measure was in effect, nearly 2,000,000 packages were sent through the post offices of the fifty leading cities in the country. As these cities handle about one-half of the total postal business, it was estimated that something like 4,000,000 parcels post packages were mailed from January 1 to January 7. New York led with a record of 448,000 packages, Chicago following with 438,000 packages, and Boston was third with 174,000 packages.

People had quite apparently taken to the idea with a vengeance. The fact that the mail order houses had very largely increased their staffs, is a significant indication of where a large share at least of this business was coming from. The object of this article, however, is to discuss the methods of retailers in using parcels post not to enter into the merits or demerits of the system.

Shipping in First Two Zones.

The workings of the zone system have already been described so that it will not be necessary to go into this phase. Since the inauguration of the measure, wideawake dealers have been

FORM OF CIRCULAR DISTRIBUTED.

*Telephone or Write Us to Mail
Hardware to You by Parcels
Post.*

Packages of a size accepted by the Postal regulations and weighing not over eleven pounds will be sent by Parcels Post at a cost to you ranging from 5 cents to 15 cents each package. *Shipment will be made when possible the same day order is received.* For out of Pittsfield shipments, up to 50 miles away, the cost will be from 5 cents to 35 cents each package. For an extra charge of 5 cents each package, we can insure against loss in transit for an amount not to exceed \$30.

Send us your orders.

PEIRSON HARDWARE CO.,
"Right in the Center of the City."
Pittsfield, Mass.

taking advantage of the opportunity, thus presented of shipping goods at a cheap rate to customers at near points and throughout other rural sections. Such shipments are made largely in the first zone, although some of the larger firms are shipping to points in the second zone as well.

This has brought them a certain increase in business. The whole question—from the standpoint of the retail merchant—hinges on one point; whether the business thus gained will make up for the inevitable losses through the increased encroachments of the mail order houses. Time alone will decide this.

Methods of Hardwaremen.

Many hardware dealers are conducting vigorous advertising campaigns to get business by mail. This step is in a sense, the logical one to take. By doing this, the dealers are "beating the mail order houses to it." They are trying for the business of the people of the rural sections before the catalogue houses have had a chance to get their iron grip on this trade.

It will be interesting to cite what is being done in a number of individual cases.

The Jones Hardware Company, Richmond, Ind., have entered the mail order field by instituting a parcel post division and are making plans to solicit business from patrons within a radius of 50 miles of Richmond.

For articles of greater than the parcel post maximum size the company is planning to institute a sales plan of delivery by freight to any freight office.

This is the first move of any of the business firms of Richmond to take extensive advantage of the new division of the national postoffice. The Jones establishment has sixteen different departments.

Sending Out Leaflet.

The Peirson Hardware Co., of Pittsfield, Mass., have sent out a leaflet to all prospective customers within their district, explaining the new regulations and pointing out the improved facilities thus provided for making shipment cheaply and expeditiously. They have found that quite a satisfactory volume of business has been done as a result of this step.

Other hardwaremen are working along similar lines. A Washington firm have established a free delivery system which

comprises all the rural routes leading out from Washington and covering all articles that come within the parcel post specifications. This new service is being brought to the attention of people in that district by an advertisement running in the local papers, which is here reproduced.

For a nominal charge for postage, which is also given in the statement describing the new plan, the firm will make deliveries outside of the immediate local zone, including all the towns where a rural free delivery has been established. Thus, all orders sent in by telephone or by mail will be delivered by parcel post the following morning. In addition to this, telephone orders received between six and seven o'clock any week-day morning will be delivered the same day, as arrangements have been made to dispatch these early morning telephone orders.

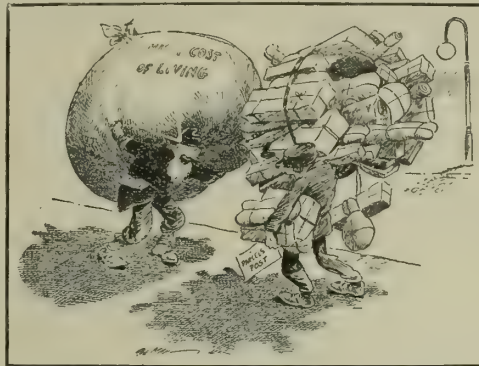
Sell at Right Figures.

The Bulletin, official organ of the National Retail Hardware Association, is urging dealers to keep out of the mail order business and to meet Parcels Post by the application of retail business. The Bulletin explains its stand as follows:

"No doubt we will eventually have to adjust our business somewhat to meet new conditions, but the average retailer can never hope to conduct a successful mail selling campaign. He can, however, put up a winning fight for the trade of his territory if he buys and sells at the

you can show, explain, demonstrate and deliver the goods.

"Make use of the telephone and rural parcels post merely as helps to serve



Consumer—"They told me you would help me to carry my load—Cleveland Leader.

your trade, but, in our opinion, it will be unwise to educate your customers to adopt the sight-unseen way of buying, or depart from the usual methods of securing delivery of goods. Let this imported Government transportation scheme stand or fall on its own merits. It has already received an over abundance of free advertising."

Supplee Hardware Co., Philadelphia, Pa., manufacturers of lawn mowers, have issued a booklet showing reproductions of newspaper electrotypes and ad-

valuable suggestions are offered that, if followed up, would greatly aid the dealer in making sales.

JOB CARD.

The accompanying illustration shows the job card used in the plumbing and tin-smithing department of the Windsor Hardware Co., Windsor, Ont. A card is taken to each job and when filled in, it contains the name of mechanic, name of customer, for whom the work was done, street and number, materials used, time leaving shop, time on job, remarks of customer. The card is filled in by the mechanic when the job is completed and the customer is requested to O.K. the card. The charges are made from the card, and all cards are then filed for future reference. The company find that by using this system they have very few disputes with customers, as the customers check up the time and material on the card before they O.K. it. Cards are

WINDSOR HARDWARE COMPANY

... JOB CARD ...

Date _____ 191

Name of Mechanic _____

Work done for _____

No. _____ Street _____

Materials Used _____

Time leaving Shop _____

Time on Job _____

Remarks of Customer _____



Job Card used by Windsor Hardware Co., in plumbing department—Gum label used by T. B. Rayl Co., Detroit, Mich., on goods and packages.

returned to the office as soon as the jobs are completed.

Close friends are not the ones we want in time of need.

Now is the time to do it; don't put it on the pad for to-morrow.

Free Parcel Post

We offer to you farmers living on routes running out of Washington absolutely free rural delivery of any article which is ordered from us by telephone or by mail, that can be sent by Parcel Post. No matter if it is only five or ten cents worth of nails or fence staples, if you will call PHONE 46 we will send them by the next delivery, and will not charge you one cent for the postage.

We want the farmers of Daviess county to know that it is our aim to serve them more quickly and more efficiently, and at lower prices than even the largest catalogue houses.

PARCEL POST RULES

Bear in mind that any article weighing eleven pounds, or less and not greater in size than 72 inches in length and which can be sent by Parcel Post. There are thousands of articles in our store that you can, when in a hurry, telephone to us for which can be delivered by Parcel Post and will not cost you a penny more than if you come to town for them—Nails, up to eleven pounds; tools, an ax-hammer or a saw, kitchen ware, a dish pan, or a milk bucket, repairs for your implements—a horse collar or halter, screen wire or chicken netting, a can of paint and a hundred and one other items that you often need in a hurry but don't have time to go to town for. Any of these you can always get by the next delivery, by calling.

O'DONNELL-BARROWS-COCHRAN COMPANY, 'PHONE 46

REMEMBER WE PAY THE POSTAGE ON LOCAL ROUTES

that is all mail routes running out of Washington. Farmers living on routes running out of Plainsville, Montgomery, Odon, Elmore, Leosnotes, Wheatland, Vincennes or anywhere in the 50-mile zone we will charge the following rates of postage:

1 Pound	FREE	5 Pounds	5c	9 Pounds	15c
2 Pounds	2c	6 Pounds	10c	10 Pounds	13c
3 Pounds	5c	7 Pounds	12c	11 Pounds	16c
4 Pounds	8c	8 Pounds	14c	12 Pounds	19c

We will always pay what the postage would be if you were on a route running out of Washington and only charge you with the above rates if your route runs out of some other town in the 50-mile zone.

We are offering this free delivery to accommodate you, farmers, and to express to you our appreciation of the favors you have shown us. We hope and believe that you will find our new delivery service a great accommodation, and we want you to call us often—no matter how small the item you need.

'PHONE 46

O'DONNELL-BARROWS-COCHRAN CO.

right figures. Don't get rattled. Your future still depends upon your ability to bring customers into your store where

vertising suggestions which they supply to the trade. A large number of attractive advertisements are shown and many

Proper Arrangement of Paint Stock

Pointers Which Should be Borne in Mind in Arranging the Department and Placing Stock on Shelves—How the Cans Should be Placed—Importance of Keeping Stock in Good Condition.

The paint department in an up-to-date and modern hardware commands a very important position. The importance of the paint department has grown more rapidly during the past few years than almost any other line usually carried by hardware dealers. This line of business has grown to such an extent that we find exclusive paint stores starting in many localities.

It was customary in many stores a few years ago to relax the selling effort in this line during certain seasons of the year. The vast amount of educational work that has been done by paint manufacturers has demonstrated to the public that paint is a commodity that can be used in many forms during all seasons of the year. When a customer is considering the advisability of purchasing paint he has a mental impression of something that is bright and attractive. When he visits the paint department of the hardware store he expects to see a bright and orderly department with attractive displays of many samples of paint and varnish finishes. If the customer is confronted with soiled samples, disorderly stock or finds on making a selection that the color he wants is not in stock, he immediately receives a bad impression regarding the business methods of the firm with whom he is doing business.

The uniform sizes of the cans in the paint department afford a good opportunity for making an excellent display. The distinctive labels of the various kinds of paint add greatly to the appearance of the display. If the labels present a soiled appearance or the rows of cans are broken, the stock has a disorderly appearance. Dirt gives the impression of disorder, and disorder gives the impression of dirt. This state of affairs should not exist in a paint department. The paint stock should be disciplined, everything should have a place, and should be kept in its proper location. Each line should present an unbroken front. Organization is as essential to a stock of goods as to an army of soldiers. Stock should be arranged in such a manner that no time is lost by the salesman when endeavoring to get a can of a certain color from the shelves. This can easily be accomplished by arranging the cans in order of number or by arranging them in the order that the colors appear on the sample cards.

Show cases, counters and stock in this department as in all others should be arranged for maximum convenience, space economy and selling effect. Sample boards and racks should be located in a prominent position, where they will be noticed by all the customers entering the store.

The majority of paint manufacturers are glad to supply samples of paints, varnishes, etc., on racks, panels, etc., showing the actual results on the wood surface. This offer should be taken advantage of, and the samples hung in a convenient place, where they may be examined by customers. A prospective paint customer is much more favorably impressed if shown a sample on wood than on paper.

The small color booklets are very valuable for customers who cannot conveniently get to the store, and unfortunately a large number of dealers make very poor use of them, and allow them to be wasted. It is a very simple matter to make a pigeon hole rack to hold the same sample cards and booklets, and place it in a convenient location. There is nothing more annoying to a customer than to see a clerk rummaging through drawers, boxes, etc., to try and find a paint color card. This annoyance need not exist if proper care is taken of the sample cards. Stock of color cards should also be taken at stated intervals, and when a shortage is noticed a request sent to the manufacturer will be gladly complied with.

Economy of shelf room is very important, and every inch of space should be utilized. A mistake that is frequently made by merchants is that of placing the small cans on shelves out of reach of the clerk and the large cans where the small ones should be. This is a mistake, as a much larger number of small cans are asked for and sold than of the larger ones, and much time is lost if the clerk has to mount a ladder to get each can.

A large amount of space is wasted in many paint departments. For instance, a shelf 12 inches high is often used for ½-gallon cans, when an 8-inch shelf is sufficient. The arrangement of the stock should be made with a view of producing a pleasing effect to the eye, and gallons, halves and quarts should be kept in separate sections if possible, as otherwise it gives the stock a broken and ragged appearance.

Old stock should be worked off first, and this can be accomplished by putting the new stock back of the old when placing new stock on the shelves. When labels have become soiled or damaged new ones may easily be obtained from the manufacturer. The face of the shelving, ledge, counters, cases, etc., in the paint department should be painted or varnished and always kept in good condition.

A regular paint stock book should also be kept in this department, and the stock taken at regular intervals to assist in keeping the assortment complete. Where a surplus stock is kept in another part of the building it should be the duty of one of the clerks to fill up vacant spaces in the shelves every day. This method does not entail much time or labor, and it keeps the assortment on the shelves complete. Every progressive retailer knows that his store windows if properly used are one of the best methods of advertising he has at his command. This is especially true regarding the retailing of paint. Clean, bright windows filled with carefully planned displays of paints will act as a magnet for drawing trade. The store front should also be painted in an attractive color. Window displays should be changed often. This will keep up the interest in the displays, and prevent the goods from becoming shop worn in appearance, a condition which results from goods being displayed in the window for a long period of time. Windows should be always kept clean and bright. It has been said that it is far better to have windows clean and empty than dirty and filled with a jumbled assortment of goods.

A good plan for keeping the paint department in a clean and orderly condition is to place the responsibility in the hands of some bright, ambitious clerk and hold him responsible for that department. Clerks should be encouraged to study the various lines; they cannot have too much information regarding the goods in the paint department. The representatives of the paint manufacturers are always glad to give instructive and educative talks in paint making and paint selling, and merchants and clerks should take full advantage of this privilege. Another help that should not be overlooked is the trade journal.

Making Linseed Oil and White Lead

Interesting Processes of Manufacture Described—How the Oil is Crushed and Filtered—A Description of the Old Dutch Process of Corroding Lead—This System Existed in the Days of the Early Romans.

AT the hardware convention at Hamilton, a lecture of great interest was delivered by L. R. Greene on the process of manufacture of paint, varnish, dry colors, linseed oil and white lead. Extracts from the lecture have already been used in Hardware and Metal and herewith is presented the parts relating to linseed oil and white lead.

Making Linseed Oil.

Linseed oil is an important ingredient in good paints and good varnishes. Linseed oil is the life of paint and in discussions as to the various qualities of paint, this point is often overlooked. The question as to the right pigment is often given more relative importance than it deserves. It is the oil which combines with the pigments and gives a beautiful film that beautifies and protects. So far, pure linseed oil seems to be the only oil that gives an ideal film, and if the oil is adulterated in any way, it falls short in its ability to produce this protecting film, and the paint will not last or do its work properly. Too much attention cannot be given to the importance of pure linseed oil. It has been proven many times that, in the best paint, you must use the purest and best linseed oil in order to obtain satisfactory results. There is no other ingredient in paint which depends so much on its purity for its effectiveness.

Cleaning the Seed.

Linseed oil is made from flaxseed and the principal supply in this country is obtained from the North-West where

most of the flax seed is grown. After the seed is harvested there is more or less foreign matter with it. The seed is usually cleaned by the elevator people, but even then it is not as clean as it should be in order to get the best results, and therefore it is cleaned again when it reaches the linseed oil mills. In a modern linseed oil mill the seed is carried to the top of the building and gradually works its way down through the various processes of manufacture. After cleaning, the seed is crushed by powerful rollers and then carried to the heaters, where the crushed seed or meal is heated to a certain temperature in order that the oil may be more readily extracted. Considerable good judgment must be used in this respect, for the crushed seed can be heated to such a high temperature that not only is every drop of oil extracted, but a great deal of what is known as mucilaginous matter also, and this detracts from the value of the oil as a paint ingredient.

It was with the idea of extracting the oil at a lower temperature that the screw press mill was invented. Another method of extracting the oil is the use of the hydraulic presses.

When the meal is taken from the heater it passes to the charging box and from there it is filled into the press pans which fit in the presses. Each press pan is filled with meal and folded in a camel's hair blanket. It is then placed in the hydraulic press between the hair mats. A number of pans are fitted in each press, which after being filled are locked up and tremendous pressure turn-

ed on. After all the best oil is extracted, the pressure is relaxed and the pans removed. The pressure is so great, that in extracting the oil it presses the meal into a hard cake like a piece of concrete. This cake is very valuable as a stock food and, while it is used for this purpose to a great extent in Canada and the United States, it is much more generally used in Holland and other European countries.

Filtering the Oil.

After the oil is pressed through the mill it is filtered, this is also done in a very careful and thorough manner. It is just as necessary to age linseed oil as it is to age varnish and the large linseed oil mills have storage rooms for this purpose.

A Crude Process.

India is quite a large producer of flaxseed and it is manufactured into oil in that country, but their process of manufacture is very crude. The power is obtained from ox-teams. The flax seed is placed in a hopper, and the ox team revolves the heavy shaft or pestle. A boy is stationed near the hopper, and keeps the seed in position to be crushed. After the seed has been crushed, the oil is taken out and strained. In each linseed oil plant, they have about a dozen of these crushers, all of which are operated with the aid of ox teams. There is vast difference between this primitive method and the up-to-date methods employed in Canadian plants.

There are quite a number of processes used in preparing the mineral lead from



A paint display which brought results—Shown in store of J. W. Mulvey, Elmwood, Man.

its condition as pure pig lead to that form in which it is used in paint making. One of the oldest processes is known as the Old Dutch Process. The Dutch are generally credited with the invention of this process although an old Roman work written about 300 B.C. mentions the method of preparing lead similar to the Old Dutch Process. The 16th century is the period usually referred to as the time that this process was originated and started in Holland and the process to-day is practically the same in principle as that originated hundreds of years ago.

In the Old Dutch Process the pure pig lead is taken and melted in a special furnace and cast into buckles by a special machine which does this work very rapidly. These buckles are thin perforated discs of lead about six or seven inches in diameter, cast to fit the corroding pots, which are ordinary crockery pots of somewhat peculiar construction. These corroding pots are individually filled with the buckles to the top. They are then piled in what is known as a stack for corroding. These stacks are large bins or rooms. The bottom of the stack is covered with a layer of tan bark on which is placed a section of the pots. The pots are then covered with boards which in turn are covered with another layer of tan bark, and then another section of pots, this is continued until the stack is completed. In the bottom of each of the pots is placed a weak solution of Acetic Acid Vinegar.

When a stack is complete, the process of corrosion begins to take place. Fermentation begins in the tan bark, and this, of course, means heat; as the heat is produced it has the effect of evaporating the vinegar, which, as it is evaporated, attacks the metallic lead and forms a basic Acetate of lead which will absorb Carbonic Gas. At the same time the heat is generated from the fermentation of the tan bark, carbonic acid gas is also formed, and is absorbed by the basic acetate, the acid being liberated as the gas is absorbed and attacking another part of the metallic lead and making another part of the basic acetate and so continuing as long as all the conditions necessary are present.

The process of corrosion occupies about four months. The corroded lead is then dumped from the pots into a receptacle which carries the corroded lead into the mill. The lead, as taken from the pots represents absolutely pure basic carbonate of lead, and, of course, a percentage of metallic lead which has not been corroded. All this metallic lead must be removed before the carbonate is in proper condition to be washed, ground and dried. After being taken from the slack, the lead is run through

machines which separate the metallic lead from the corroded lead.

There is now in use another process and by using this new process the time occupied by corrosion is much shorter. The pig lead is melted and by a special blowing process, operated by a jet of steam it is blown into a fine powder. This powder is placed in large revolving wooden cylinders and is then subject to the corrosive effects of the acid and gas.

After the lead is corroded, by either processes, it is put through various processes of grinding and washing.

After the lead has been finely ground and thoroughly washed it is carried by running water to the settling tubs where it settles to the bottom in the form of a thick, heavy paste. This paste is removed to copper-lined drying pans where it is thoroughly dried out and is then ready for grinding. The dried lead is then thoroughly ground and barreled in the form of dry white lead. Some of the lead is also ground in pure linseed oil and is sold to the trade in paste form.

DISCOUNTS FOR EMPLOYEES.

A large number of dealers make a practice of allowing discounts to employees who make purchases of goods in the store, for their own use. Some firms allow a discount of 10 per cent.

off the selling price, others add 10 per cent. to the cost price, and in some cases employees are allowed to purchase goods for themselves at cost price.

In some of the large stores in the United States where a large number of employees are engaged, the firms have made arrangements whereby their employees can secure various necessities not handled by the store at reduced prices, for example, some stores provide for the delivery of coal to their employees at from 25c to 50c per ton less than the regular prices. The same rule applies to many other commodities that are generally used by the employees.

There are also firms who believe in their employees paying full price, the same as any other purchaser.

Firms who make a practice of allowing discounts to employees have found that employees appreciate these little helps, and that they are much appreciated in these days of high cost of living.

KNOW THE GOOD SELLERS.

A merchant's success depends much upon his knowing the profitable sellers. It may be easy to sell nails, "but what's there in nails?" It may be good business to make every effort to increase your volume of business, but "what's in the volume" if you are selling mostly articles that are sold at a low or cut price?



A clever display in the store window of E. Harris & Co., Toronto.

Pushing the Sale of Paint Specialties

How One Salesman Effected a Heavy Series of Sales by Demonstrating the Uses of One Material to a Customer—A Department Which Can be Made a Splendid Paying One.

The speciality lines of paints and varnishes that are being made by the leading paint and varnish manufacturers offered an excellent opportunity for the live dealer to greatly increase the sales in his paint department. A large number of dealers are content with the sales of what they commonly call ready-mixed paint and neglect big opportunities in the sale of stains, enamels, and special finishes. There is a rapid growing demand for paint specialties and varnishes. A still greater demand can be created by the hardware or paint dealer who will endeavor to show the public, and demonstrate to them the many classes of work that can be done by the amateur painter in the home. Paint sundries afford a good profit for the dealer and he can often make a larger profit on a small can of stain or enamel than on a much larger can of ordinary ready-mixed paint.

The majority of the lines of specialties are gotten up by the manufacturers in very attractive packages and are made for use in the home where they can be applied by any amateur painter who has secured reasonable instructions regarding the use of the material from the salesman. Samples and good advertising matter is supplied by the manufacturer which will help the dealer and his salesman in pushing this important line of goods.

The average householder has no idea of the many odd jobs of re-decorating and re-finishing that can be done in the home at a very reasonable cost. There are very few householders who will not admit that there is some article or some part of their home that should be painted or varnished, it is therefore up to the dealer to get them interested in his line. A dealer or his salesman should not attempt to push a line of paint specialties in which he has not the slightest confidence as to the quality, and satisfactory results that may be obtained by using the goods. Unfortunately a good paint specialty is often condemned by a paint user on account of unsatisfactory results which have been obtained by the user applying the material without being thoroughly acquainted with the methods that should be employed in applying it. This fault often rests with the salesman.

Successful salesmanship in this line must be based on a knowledge of the use of the various materials. Then

only, can a clerk have confidence in his ability to sell them, and be able to sell the most of them by suggesting their use to a customer. When the salesmen are equipped with a thorough knowledge of the materials they are selling and impart that knowledge to their customers, they will find that they have eliminated most of the complaints that are due to the improper application of the paint materials and that they can build up a permanent and profitable business in this line.

Satisfaction is a matter of months and years and the far-reaching effect of dissatisfaction is beyond calculation in its damaging effect on a business. Satisfaction is not always a matter of price. Adaptability to requirement is an essential element in paint specialty merchandising. It is, therefore, very important that salesmen be fully informed regarding the proper uses of the goods that are sold in the paint department.

A well-informed sales staff in the paint department who can answer promptly and correctly the many enquiries of customers, will soon gain the full confidence of their customers. It is very important selling paint specialties that the specialty sold is adapted for the work on which it is to be used, and as many of the specialties may be used for a variety of purposes. It is a good plan for the dealer to request the paint traveler to instruct the salesman regarding the nature and use of each specialty.

Interesting a Customer.

I will cite an incident that occurred a short time ago and which will show how a customer can be interested in a specialty line. The customer was purchasing an article in the hardware store and during the conversation with the salesman, he stated that the house he lived in had been grained and varnished some years ago but it was beginning to show signs of wear. The salesman asked the customer to step back to the paint department and he would show him a line of finishing material that the customer could apply during his spare time. The salesman demonstrated the goods on demonstrating boards that are kept in the store for occasions of this kind. The customer was allowed to apply some of the material and became so interested that he placed a small order for the material. The order amounted to about four dollars. A few

days later the customer returned and gave an order for \$12 worth of the material and stated that he was delighted with the work he was accomplishing. He was very enthusiastic regarding the goods he was using and informed his brother who had a house very similar to the one he occupied. The result was that a short time later, his brother purchased \$13 worth of this particular specialty. The salesman was naturally elated over the success he was having, and where he was formerly accustomed to making sales amounting to two or three dollars, he was now endeavoring to sell much larger quantities of this particular line, and was meeting with good success.

The merchant realized the possibilities of the line and endeavored to get his full staff of salesmen interested. The result is that it is the best paying department he has in the store. In the meantime the first mentioned customer had taken a trip to the North-West and, after an absence of three months, he returned. During his trip he had purchased three houses in a western town and had decided to move his family to the west. He engaged a car to move his household and other effects. He also visited the hardware store, and to the surprise of the salesman he placed an order for \$40 worth of the material the salesman had interested him in a few months before. He also bought several other lines of hardware, which he took out in the same car.

Many more instances might be cited which would show the possibilities in the paint department providing the salesmen are enthusiastic and will spend a little time in demonstrating the lines, and showing the customers how they may at reasonable expense convert dark and dull interiors to bright and pleasant condition without engaging the services of high-paid decorators.



GET AWAY FROM THE STORE.

Most men are too close to their own business to be good judges of what ought to be done. They cannot see their business as others see it. Acquire a new perspective. Get away from the store for two weeks, a month or more. When you come back work a half day at a time and spend the remainder or part of the day in planning. Then note the difference.

Getting Interest of Women Customers

The Advantages of This Proceedure From the Standpoint of Advertising—This is the Proper Time to Get Women Interested in Flat Wall Colors and Other Specialties for the Household—Good Results Obtainable.

THE aggressive paint dealer is always anxious to find means for getting more closely in touch with possible customers. He is well aware of the fact that the only reason why a great many people are not buying and using more paint and household specialties is that they do not know of the advantages offered.

Within a short radius of any hardware store there are many dozen homes which need paint badly on the outside. If it were possible to go inside it, would probably be found that the use of such specialties as flat wall colors, varnish, etc., would effect a wonderful improvement in any or all of these homes. This condition is not brought about by a lack of artistic perception or appreciation on the part of the owners; it is purely and simply, the result of ignorance on the score of the value of the lines mentioned. If it were possible to convince these people that they could beautify their homes with little expense and less trouble, a large percentage of them would become regular customers.

How is this awakening to be accomplished? Many aggressive dealers are accomplishing a great deal by strong advertising and good window displays. By consistently giving the best possible publicity to their paint and specialty department, they are gradually converting the public to the proper viewpoint. But is it not possible to do something more?

The answer is, emphatically, yes. There are other ways of spreading information than by the recognized methods of publicity. While a merchant must advertise and must display his goods to advantage, to get the very best results, he must also secure a share of the advertising which comes from making customers talk. A few well-satisfied customers will bring a merchant a most astonishing volume of business. They work persistently, convincingly and—gratuitously. Get a few such publicity agents working in your neighborhood, back them up by advertising and store display and the business will start to roll in.

It is surprising how fast information can travel through any neighborhood. News will sometimes get around faster by word of mouth than by publication in the newspapers. It is said that among certain peoples in the east, news disseminates with uncanny rapidity. Word of events passes from place to place by some subtle method which amounts almost to telepathy. While this does not hold good to the same de-

gree among Western people, the fact remains that gossip, or information, spreads with celerity; and if it is mentioned around that a few dollars expended at the store of So-and-So will secure the necessary material to do twenty dollars' worth of renovating in the home, people soon become convinced that here is an investment worth while.

Interest the Women.

We have now arrived, by a round-about route we fear, at the main point of our discourse. If the dealer desires to get the good will of customers, he cannot do better than get after the women's trade. Make satisfied customers of a number of the women of the neighborhood and it will not be long before the merit of your goods will have been blazoned forth in all directions. The industrious way in which they will tell friends and neighbors of the value they got out of purchases at your store, will serve as a great advertisement.

Do it Now.

The present is the time to undertake the task of interesting women in the paint department specialties. Just as soon as the snow is off the ground, the

thrifty housewife will plunge into the herculean task of housecleaning. As per yearly programme, the house will be torn up, cleaned, scoured, scrubbed, beaten and rejuvenated generally. After several weeks of uproar and confusion, the house will emerge from the ordeal thoroughly fresh and clean. If there is one word that describes the housecleaning methods of the average woman it is "thorough." It is her thoroughness that gives the hardware dealer his opportunity to interest her in flat wall colors, furniture stains and finishes. Anything that will help to make a better job of the housecleaning will be of particular interest.

At the present stage, therefore, the hardwareman could be sure of meeting with a ready response if he appealed to women on the score of paint specialties. Newspaper advertising will help the work along, but it might not be amiss at the same time to do a little home canvassing—either in person or by circular. Dwell not only on the possibilities of home beautification by this means but also on the fact that the sanitary condition of a home is appreciably improved by covering the walls, ceilings and floors.



—Pittsburgh Post.

An embarrassing situation.

MONEY MAKING METHODS



IDEAS THAT PROGRESSIVE HARDWAREMEN HAVE ADOPTED TO BUILD UP BUSINESS

LIGHTING PLANT IN HARDWARE STORE.

An electrical plant in a retail hardware store seems a little out of the ordinary, but such is the case in the Barton St. branch of the Mills Hardware Co., Hamilton, Ont. The plant is located in the basement of the store and in addition to supplying light for the store interior, basement, stables, etc., there are four street poles each containing a cluster of five lights, also a string of carbon lights that are strung across the whole front of the building and supplied from this plant. The two stores on either side of the Mills store, and the tenants above the store are also supplied with light from this private plant. The power is obtained from a dynamo which is run by a gas engine; the plant has been in operation for the past three and a half years and is very satisfactory. No trouble in running has been experienced in that time. Mr. Mills expects that the plant will pay for itself in six years' use.

The gas engine may be used for natural or artificial gas and is 15 horse power. It is usually run from 5 to 10 o'clock each day with the exception of

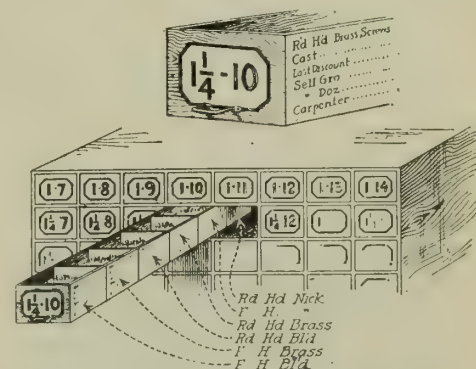
clock attachment which stops the engine and shuts off the light. The machines are self oiling and need very little attention. The inside of the main store interior measures 38 x 60 feet.

The accompanying illustration shows the location of the dynamo, engine, etc.

HANDY SCREW BOXES.

Ever notice in some hardware stores how much time a salesman loses in getting out an order for round and flat head, blued and brass screws, even though of one size? It takes the time of the clerk to get the goods out even after the sale is made, as it likewise takes the time of the customer. How much better it would be to have all kinds of screws, say, round head nickeled, flat head nickel, round head brass and blued, and flat head brass and blued, all in one drawer, separated from each other by partitions? Note such an arrangement in the sketch, which is the system used by the Foley Hardware Co., South Framingham, Mass. The description, cost, list and discount, selling price by the gross and

does not need lists to give prices. If a customer asks to see screws he is shown, makes his own selection quickly, and the selling information is quickly



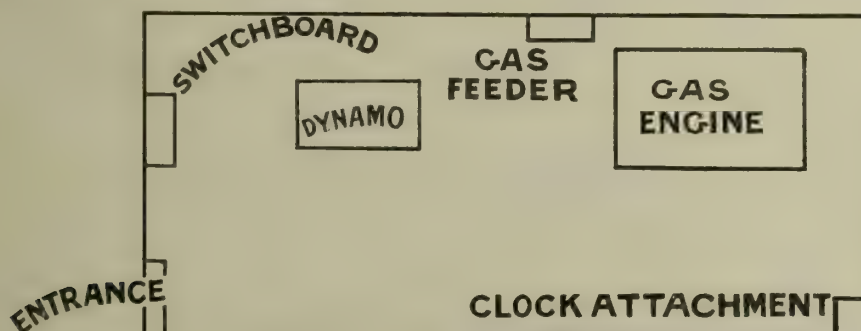
gathered from the drawer side labels.
—Hardware Dealers' Magazine.

GLASS SHOES FOR STOVES.

A. Welch & Son, stove dealers, Queen Street, Toronto, use glass sliding shoes for displaying stoves. They formerly used stove casters but found it necessary to move all the stoves every time the floor was swept, on account of the dirt that accumulated under the stove casters. The sliding shoes are made of clear glass, about three inches in diameter and are shaped very much like a saucer. The leg of the stove sets in the hollow of the shoe. No dirt can accumulate under the shoe, the floor is not scratched when stoves are being moved around. The glass shoes have a very neat appearance.

ISSUES CATALOGUE.

Geo. Mathewson, dealer in general hardware, stoves, furnaces, etc., Queen Street east, Toronto, issues a spring catalogue of sixteen pages. These catalogues are given to customers and are also sent to those on the store mailing



Electric Light Plant in Mills Hardware Co.

Saturday, when it is run until a later hour.

The store is illuminated every night and the engine is stopped at any predetermined time by the use of an alarm

dozen and to carpenters is indicated by labels pasted on the side of the box at each division. The boxes are about 3 x 2 1/4 x 16 inches. As the selling prices are on the side of the box, one

HARDWARE DELIVERY WAGON.

A black and white photograph showing a horse-drawn wagon in front of a building. The building has a sign that reads "WAGON" and another sign above it that says "WAGON". A person is standing next to the horse, and another person is standing near the wagon. The scene is outdoors, and the building appears to be a shop or a warehouse.

GIVES A BONUS.

5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
15	15	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25
20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20
15	15	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25
15	15	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25
15	15	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25
15	15	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25	30	25
10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10

Issued to.....Not Transferable

Bring this ticket with you when making a purchase at either one of our stores. Have the amount of purchase punched by us and when this ticket is full, return it to us and receive a cash bonus of 5% or goods for that amount.

JAS. H. CALLAGHAN, 637 Barton St. East, 276 Ottawa St.

Open Every Evening Phone 2436 Phone 5266

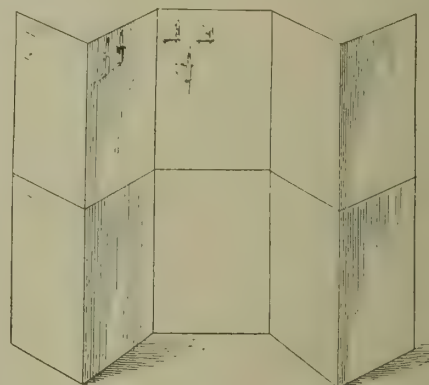
What We Sell—Hardware, Mechanics' Tools, Glass, Crockery, Tinware, Graniteware, International Varnish, English Enamels, B.H. English Paint, Brushes of all kinds, Window Shades, Wall Paper & Household Supplies. This ticket is good at both stores.

Mr. Callahan conducts two hardware stores in Hamilton and purchases may be made at either store. The offer applies on all goods carried in stock which consist of hardware, tools, crockery, paints, tinware, graniteware, window shades, wall paper, household supplies, etc.

A DELIVERY TAG.

POCKET KNIFE DISPLAY BOARDS

New York store utilizes the form of folding screens, and in their own case provide five leaves or wings. Two are



used, one on top of the other. The boards are covered with green burlap nailed on the boards. The knives are held in place by small nails and are

RETURN THIS TAG TO THE STORE

Sold to.....

DELIVERY RECEIPT OF PURCHASER

BLANK HARDWARE COMPANY
TORONTO, - - - - - ONT.

easily removed. A price card or tag can be readily put in place to accompany each knife shown. This method gives almost a third more display space than if a board straight across and turned to the front at the ends were used. Being in two sections, the displays can be changed without breaking up the whole window. This form can be altered to

IF

anything should occur in our handling of your business that is not entirely satisfactory to you LET US KNOW at once. Our customers MUST be pleased for we cannot afford to have a dissatisfied customer and wont if, within reason, we can prevent it.

TORRENS' HARDWARE TILLSONBURG

Illustration of card enclosed in all parcels of goods sent out by the Torrens' Hardware, Tillsonburg, Ont.

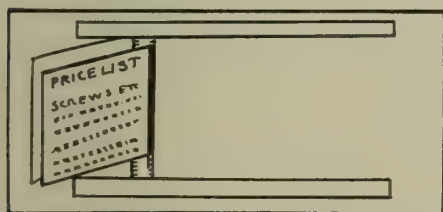
meet individual requirements, more or less wings and one or more sections. Many other articles can be shown on these boards, and the covering of the latter can be of colors to correspond to the appearance of the articles shown.

STOVE BIDDING CONTEST.

A. Welch & Son are running a stove bidding contest. The stove is a steel range valued at \$30. A sign in the window informs the public that anyone is allowed to bid on the stove. All bids are placed in sealed envelopes which will be opened in the store at 8 o'clock Saturday night in the presence of any bidders who may be present. The stove will be sold to the highest bidder.

SWINGING PRICE CARDS.

The accompanying illustration shows a set of swinging price cards that are used by the Purdom Hardware Co., London, Ont. The cards work on the same principle as the leaves of a book. The sheets are made of galvanized iron



Swinging Price Cards used by Purdom Hardware Co., London, Ont.

which swing on wire pivots, price lists, etc., are pasted on each sheet. The sheets measure 7x9 inches in size, and the rack measures 15x18 inches over all.

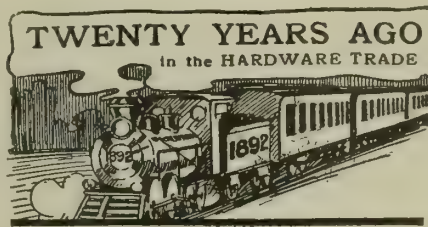
WAITING FOR BUSINESS.

Time and tide wait for no man. Likewise, the man who waits for business to come to him in these days of strenuous competition will find that the man

across the street is enjoying a "keen run." Why?

The other man has no better goods, maybe not near as good, but he goes into the highways and byways after business—new business. He figures that after he gets new customers he can keep them by giving snappy, quick, satisfactory service.

Remember—success comes to him who goes after what the other fellow is "waiting" for. —Exchange.



The following items were taken from the issue of Hardware & Metal of March 25, 1893:—

"John P. Seybold has been registered proprietor of the wholesale hardware firm of Seybold, Son & Co., Montreal."

Editor's Note.—The firm of Seybold, Son & Co. were afterwards merged in the firm of Starke, Seybold & Co, one of Montreal's present wholesale hardware houses.

"Adam Hall, of Peterboro, has purchased the stock of stoves, tinware and housefurnishing goods of W. J. Hall, at 50c on the dollar."

Editor's Note.—Adam Hall is still in business in Peterboro in the sheet metal industry.

"The price of turpentine seems to have been struck by a boom similar to that which carried it away up into the clouds a few years ago. The cause is the unusually cold weather in the South. Turpentine is now selling at 55 to 57 cents in Toronto."

Editor's Note.—Turpentine to-day is accounted low at 64 cents. Speaking of "booms" in the price recalls the unprecedented advance which occurred two winters ago when turpentine went as high as \$1.40, owing to scarcity and unusual climatic conditions.

DEATH OF GEO. H. PEDLAR.

Death came with startling suddenness to George H. Pedlar, president of The Pedlar People, Limited, sheet metal manufacturers, Oshawa, Ont. The deceased had spent a busy day in his office and had retired as usual in good health after having made arrangements for leaving next day on an early train for a business trip to Chicago.

The deceased was 70 years of age. For over half a century he had been in the tin and sheet metal business in Oshawa. In 1892 he established his business under the name of The Pedlar Metal Roofing Co. During the earlier life of the business he had associated with him his son, George Pedlar, but after his death in 1909 and owing to the consequent increased responsibilities and the developing business, the concern was re-organized and formed into a joint stock company under the name of The Pedlar People, Limited. Recognizing the faithful services of several of his older employees, Mr. Pedlar took them into the business at this time as stockholders. The company has offices and warehouses in Toronto, Montreal, Ottawa, London, Chatham, Winnipeg and Vancouver.

R. H. MERRIMAN RETIRES.

R. H. Merriman who has been connected with The B. Greening Wire Co., Limited, for a great many years, and since its incorporation been secretary and a director, has resigned as regards active connection with the firm. Mr. Merriman who is one of the best known men among the hardware trade of Canada, will carry with him the very best wishes of his many friends in the trade and of a great many others with whom he came in contact from one end of this country to the other as well as the kindest regards of the firm with whom he has been so long connected.

We understand that Mr. Merriman has decided to go into the agency business and will handle a line of hardware that will keep him in touch with the trade.

Mr. Merriman, we believe, retains his financial interest with the company.

Of course your way of earning a living is the hardest way there is.

Store Fixtures of Ingenious Dealer

Ed. Wanless, of Chatham, Has Many Devices for Displaying of Goods in Store
—Electric Bulletin Board Used for Advertising Purposes—Tanks Placed on
Platform—Other Contrivances Which Show Ingenuity.

IN the accompanying illustrations, are shown several appliances that are used in the J. C. Wanless Hardware Store, Chatham, Ont.

Figure 1 represents an axe rack that can be used on a counter, and on which a good assortment of axes may be shown. The construction of the rack is very simple. The iron bars on which the axes hang are made of 5-16-inch round iron, which pass through the upright piece of wood, thus allowing two axes to hang on each bar.

Screen Wire Rack.

Figure 2 represents a screen wire rack, this also is of simple construction and is made to hold 16 rolls of wire, a wood bar passes through the centre of each roll, the wire is kept from unrolling by using a strip of wood that is held tight against the roll by the use of a

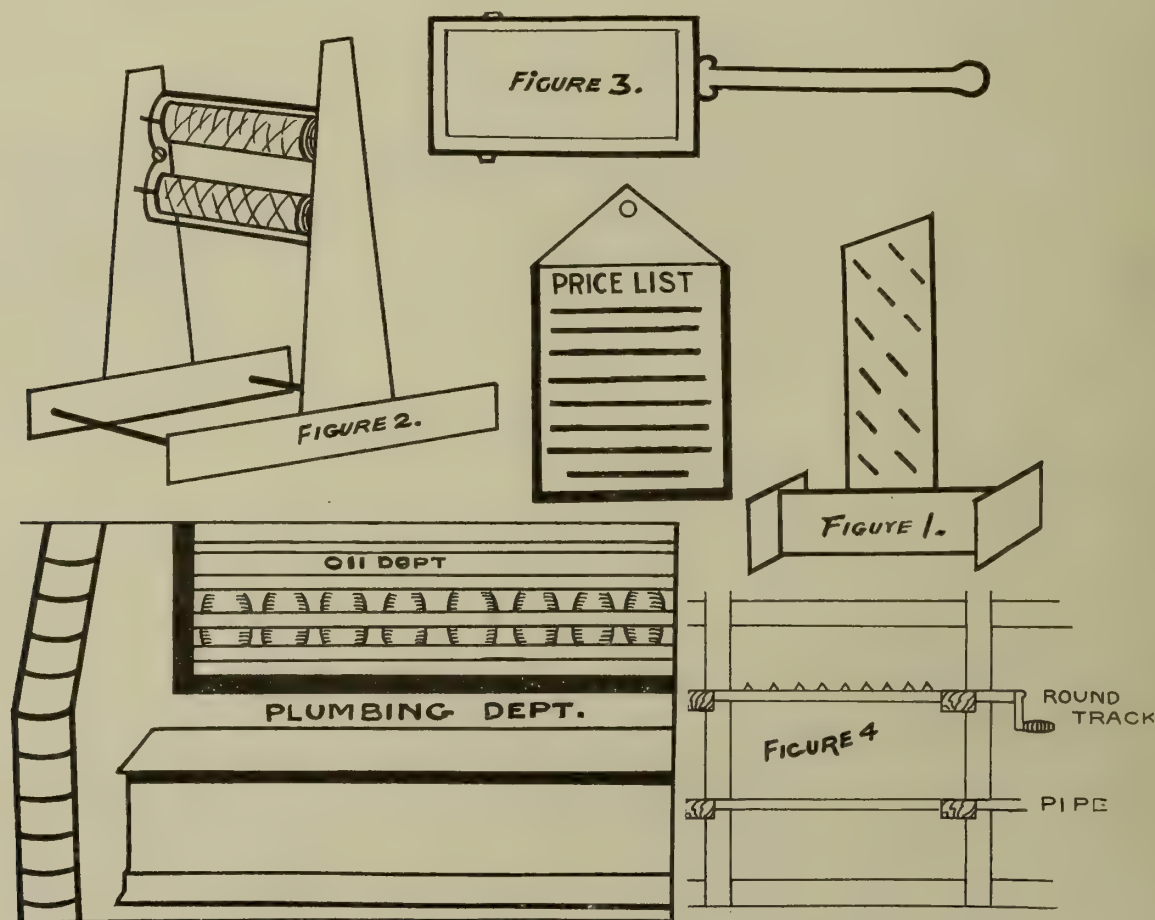
A Handy Truck.

Figure 3 shows a truck or wagon that is used for heavy work around the store such as moving stoves, etc. The wagon was made by one of the men in the store during spare time. The top measures about 28x36 inches and is about twelve inches from the ground. The two rear wheels are 8 inches in diameter. The front gear consists of one large swivel truck caster with a heavy handle attached. The gear is very much similar to those that may be seen on a great many of the trucks which are fitted to barrel spraying machines. Mr. Wanless says that the truck is very useful for trucking heavy goods that are hard to handle on an ordinary two-wheeled truck.

For Measuring Netting.

Figure 4 represents an apparatus used by the same company for measuring and

about seven feet in length. This pipe rests in wooden blocks which are attached to the uprights and from which the pipe may be easily lifted. The roll of netting from which the wire is to be cut is placed on the lower pipe or roller. The loose end of the wire is then attached to the teeth which may be seen projecting from the top roller. The top roller is made from a piece of round barn door track to which a crank is attached at one end. A piece of flat bar iron is inserted into the track, before the iron was inserted in the track. A number of holes about four inches apart and large enough to allow a 2½ inch hinge nail to pass through, were made, these spikes after being inserted in the bar iron, are bent and after the iron is inserted in the track, the spikes form the teeth as may be seen in the illustration.



Collection of ingenious fixtures found in Wanless Hardware, Chatham, Ont.

wire spring, which is made of No. 9 steel spring wire, and works on the same principle as a wrapping paper rack on which roll paper is used.

rolling poultry netting. The two uprights represent two scantlings measuring 2x4 inches. The lower cross-piece represents a piece of 1½-inch iron pipe

tion. The two rods are exactly 1 yard apart. After the edge of the wire has been attached to the teeth on the upper
(Continued on page 136.)

Complete Course of Sheet Metal Work

By L. W. KOSER

Next we decide about how deep we want the cornice to be or how far down on the wall we want it to come. This is restricted in most cases by the height of ceiling, distance above window and door casings, and amount of money your customer wants to spend. However, we decide on the depth we want and as there may be some places where it cannot be used on account of windows going to ceilings as in most store fronts and in cases where stair-wells are open and their edges flush with ceiling or not deep enough to carry our cornice. We therefore, delineate on the plan by a dotted line just where we want the cornice to go and mark the places where we want

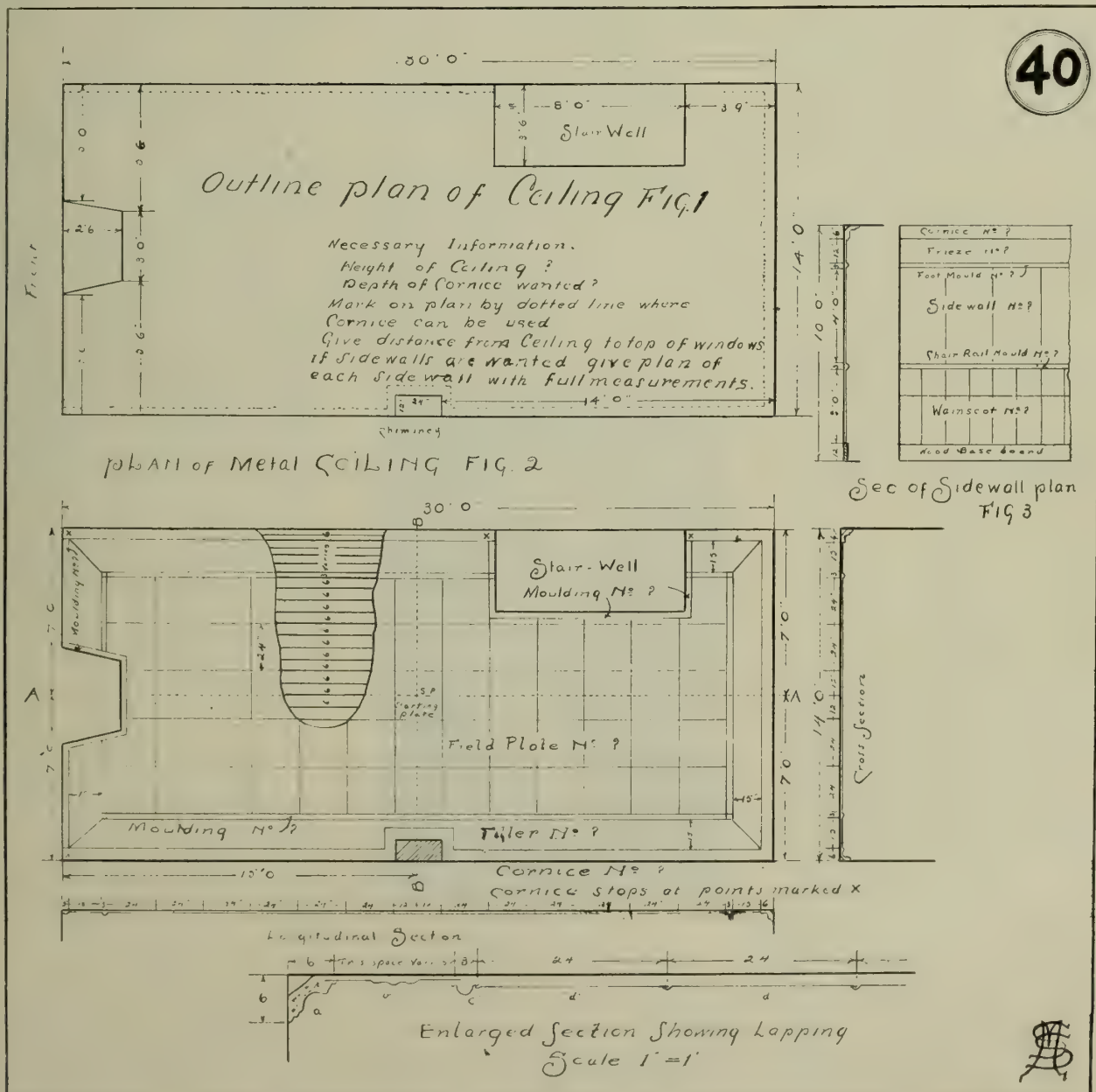
to finish with a moulding. We now figure up the ceiling as follows:—

Take the total amount of square feet of surface to be covered including the depth of cornice and 1-3 of the area of each opening and add to this a percentage for waste in cutting and matching material. This percentage decreases in

direct ratio to the increase of surface. Some rooms, however, on account of being cut up require more waste than another of the same size, but for ordinary calculations we may use the following table:—

Add to the total surface of ceiling the depth of cornice all around room and;—

To surface measuring 1 to 3 squares	add 15	per cent. for waste.
To surface measuring 3 to 6 squares	add 12	per cent. for waste.
To surface measuring 6 to 10 squares	add 10	per cent. for waste.
To surface measuring 10 to 15 squares	add 8	per cent. for waste.
To surface measuring 15 to 25 squares	add 6	per cent. for waste.
To surface measuring 25 to 40 squares	add 5	per cent. for waste.
To surface measuring 40 to 60 squares	add 4	per cent. for waste.
To surface measuring 60 to 100 squares	add 2½	per cent. for waste.



Having now obtained the number of squares we require we multiply this by the wholesale price per square and add our percentage for profit and handling (the wholesale price for ordinary designs would be $3\frac{1}{2}$ c a sq. ft. or \$3.00 per square of 100 sq. ft.

We compute the side-wall area in the same manner and we name the customer a price for the material and a certain charge per hour for erecting the work. The customer to provide all wood strips or wood sheathing necessary to complete the work. If, however, he insists on having a bulk price for the work complete ready for the painters then we usually charge him \$7.50 to \$8.00 per square for furnishing the lumber and preparing the surface supplying and erecting the metal. Or \$10.00 per square for the work finished complete including painting. Having obtained this order we now send a diagram of the room observing the rules laid down on Fig. 1 with any additional information we may consider is needed by the manufacturer whose agency we have and we get back a plan similar to Fig. 2 showing the arrangement of the metal ceiling with the starting point marked thereon.

If the metal is to be applied over wood sheathing we strike a chalk line A-A down through the centre of room and another chalk line B-B across through centre and where they meet as at S P will be the starting point.

We put on the "Starting Plate" and, working each way from centre we apply the balance of material as shown by plan lapping members as shown on the section.

When the whole is applied in place we go all over it and securely nail, and peen each point, using putty where necessary.

If, however, the work is to be erected on strips then it will be necessary that you mention this to the manufacturer so they can give full information for same.

FIXTURES OF INGENIOUS DEALER

(Continued from page 134.)

roller, the operator turns the crank. This operation takes the wire and winds it into another roll on the top roller. On account of the rolls being exactly one yard apart it is an easy matter for the person turning the crank to keep a record of the number of yards he is taking from the roll. The bar holding the teeth in the upper roller is so arranged that, by giving it a slight pull, the teeth will release their hold on the netting. Any size of netting from 12 to 72 inches may be unrolled, measured, and re-rolled on this rack.

Fig. 5 shows how the Wanless store is making use of a large billboard for advertising purposes. This billboard is a

short distance from the store. At night it is illuminated with electric lights which are at the top of the board and are placed at an angle in order to light up the whole board. The bulletin in the centre of the board is changed every

ner the oil is in good condition during the winter, and also helps the Wanless Co. in solving the limited space problem with which they have to contend at present.

The fixtures in question were devised

J.C. WANLESS

**Plumbing
Heating
Sheet Metal**

25% OFF
HORSE BLANKETS
SKATES, BELLS ETC

**Just
THE
2nd DOOR**

WATCH THIS SPACE for BARGAINS

The HARDWARE MAN

Bill Board With Bulletin. Electrically lighted.

week and is used for advertising special sales, etc., that are being put on at the Wanless store. The bulletin is protected by a heavy plate of glass.

An Elevated Platform for Oils.

On account of the river backing up and flooding the basements of the stores in Chatham, during the spring, it is necessary for the hardware dealers to find a place upstairs to store their oils. In order to overcome the difficulty of storing oils, the Wanless Co. have erected an elevated platform as shown in illustration. This platform is in the rear part of the store interior, and holds eight tanks. Each tank is of one barrel capacity. The oil is pumped up from

by Ed. Wanless, who is well known in connection with the Ontario Retail Hardware Association.

SPRINGTIME.

Now is the time to get before your trade with the various articles you have to supply their wants. Your line is probably an old story to you, but you must ever keep in mind the fact that there are many articles on your shelf and in your store that your trade must buy for spring building and remodeling, but you must let them know you have them.

Get before them systematically, repeatedly, persistently; as often as you wish with printed selling talk. It will trap their interest. This done, the taking of orders is greatly simplified.

—Exchange.

Making Art Metal Shades.

Port Arthur, Ont.—A new industry is being started by two young Hamiltonians, Hansplant Bros., who have started the manufacture of art metal shades for electric lamps.

Industry for Bothwell.

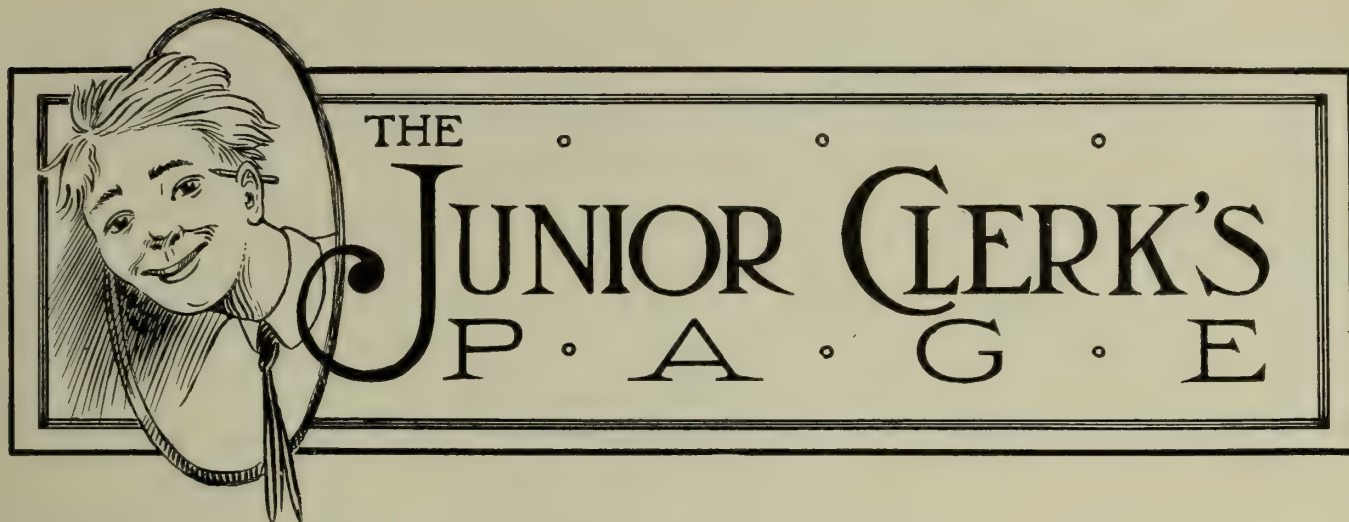
Bothwell, Ont.—The Bothwell Manufacturing Co. is the name of a company, backed by local men and capitalized at \$10,000, to engage in the manufacture of felt and sea grass mattresses. A. McPhail is manager.



E. J. WANLESS.

the barrels. The sliding ladder is used to get up to the oil department. If the oil was stored in a rear warehouse there would be difficulty in getting it to run in the winter on account of the cold weather. By storing it in this man-

The fellow who bites his words off short, snaps his replies and keeps his mouth shut isn't necessarily a grouch. He probably has dyspepsia, domestic troubles or bone-headed associates.



SHOWING GOODS TO CUSTOMERS.

Making a customer feel that you are interested in him and that his business is appreciated is one of the best ways in which a clerk can become a successful salesman. Show him the new lines of goods that have been recently added to the stock. If the customer is a mechanic he will be greatly interested in the new tools that are being introduced; if he is a contractor he will appreciate the interest you take in him. If you show him the newest design in builders' hardware, the painter will likewise be interested in the latest specialty that has been added to the paint department. The laborer will be greatly interested in the new style shovels or drain spades that you have to offer. The lady customers are interested in the new labor-saving devices that are constantly being produced for use in the home. There are hundreds of other classes and conditions of customers who may be catered to in this manner. Keep them posted on the lines you sell and show them that you are interested in their welfare.

A store's best trade is made up of the people who keep coming back, not the ones who buy once. When a customer asks for an article you do not carry in stock you should try and advise him where he may secure it. These kindnesses will not be overlooked by the customers. The salesman who has the knack of taking the work off the customers' hands, of making it as easy as possible for him to buy, is the one who wins.

THE HAMMER.

The hammer is a goodly tool.

It daily pounds away,

You'll always find it on the job

It hasn't much to say.

It has a head for business, too,

And that head it employs,

And only when it's hard at work

It ever makes a noise.

The hammer teaches us to be,

As on through life we go,

Contented always and prepared

To take or give a blow.

And from all hammers, big and small,

This lesson can be read,

That every man, what 'er his task

Should always use his head.

UP-TO-DATE CLERK.

Lady Customer.—Ten cents worth of carbohic acid please.

Clerk.—We do not sell carbohic acid, Madam; but-er we have a nice line of revolvers, razors and rope.

DID HE GET THE RAISE.

The boss looked up from his desk when the office boy struck him for a raise in pay.

"When I was your age I was working for a dollar a week," he said.

"Well, maybe that was all you were worth," said the boy.

REMARKS OF JUNIOR CLERK.

Do you sell goods or just pass them over the counter?

Put off until to-morrow the worrying you might do to-day.

If you are satisfied to take things as they come you won't get much.

The voice of the amateur gardener will soon be heard in the suburbs.

Success comes to him who goes after what the other fellow is waiting for.

No man is down and out until he has lost faith in himself.

One way to start trouble is to try and convince a coal man of the error of his weigh.

A salesman is one part talk and nine parts judgment to know when to use the one part of talk.

An optimist is a man who makes good lemonade out of lemons that have been handed to him.

The world seems to think that throwing bouquets at a man after he is dead evens it up for having thrown the harpoon into him when he was alive.

Funny how a friend of mine is mighty quick to stop the leaks in his water pipes because he happens to pay for the water used, while he's always too busy to stop the expensive leaks in his business. The world is full of willing people—some willing to work and the others willing to let them.

It PAYS.

At the urgent request of the advertising department we reprint this bit of logic from an unknown source:

"When a duck lays an egg she just waddles off as if nothing had happened.

"When a hen lays an egg there's a whale of a noise.

"The hen advertises. Hence the demand for hens' eggs instead of ducks' eggs."—Cleveland Plain Dealer.

The worst grouch of all is the intellectual grouch—the one who refuses to consider the services and co-operation offered by others. —Exchanges.

Ryley, Alta.—A. M. Bjorkbohm, who recently purchased the Marshall-Wells hardware business, has taken up his residence here.

Current News of Hardware Trade

W. F. Robertson Dead.

Toronto, Ont.—W. F. Robertson, who directed a hardware store here many years ago, died at his home in this city.

Joseph D. Fawcett Dead.

Harriston, Ont.—Joseph D. Fawcett is dead at his home here. Prior to his coming to Harriston he was engaged in the hardware business in Drayton for many years.

Change of Address.

J. Wess & Sons Co., Newark, N.J., manufacturers of shears, cutlery, etc., have changed their Canadian address to 193 Spadina Ave., Toronto, Ont.

To Establish Lighting Plant.

Merlin, Ont.—T. Robertson, of Coatsworth, has secured a site for an electric lighting plant here, and will erect a building very shortly. He will supply electricity for street and household lighting.

John W. Martin Dies.

Hamilton, Ont.—The death has occurred of John W. Martin, a well-known Hamilton young man, who has for a number of years been an employee of the Hamilton Stove and Heater Co.

New Industries.

Windsor, Ont.—The Swedish Crucible Steel Co., of Detroit, has secured a site on Hanna Avenue, and will erect a plant for the manufacture of steel castings. The Canadian branch will be known as the Swedish Steel Casting Co., of Canada.

The Vincent Steel Process Co., of Detroit, will erect a \$10,000 factory on a Mercer Street site for the manufacture of steel products.

Personal Notes.

J. H. Cameron, representative of the Winchester Repeating Arms Co., of New Haven, was in Montreal this week calling on the trade.

H. M. Morrow, formerly assistant manager of the Asbestos Corporation of Canada, is now in the employ of The Canadian Fairbanks-Morse Co., at Montreal, and will be associated with the motor truck department. The company has the agencies of The International Motor Co. for the sale of their "Mack" gasoline motor truck and The Lansden Co., of Newark, N.J., for electric trucks. They also have the Canadian agency for the electric baggage

trucks and The Elwell-Parker Co., of Cleveland.

Ed. Brand, specialist in wire machinery and plants, has removed from 472 Moss Lane East, Manchester, England, to more convenient premises at 96 Victoria Street, Westminster, London, S.W., where he will be pleased to receive a visit from any Canadian friends who have occasion to be in London.

W. Shives Fisher, St. John, N.B., was a recent visitor at the Winnipeg office of Hardware and Metal. He is taking a trip to the coast with his wife and daughter, and before returning will spend a few weeks in California.

Woodstock, Ont.—Chas. Jones has left for Winnipeg where he has accepted a position with the Great West Wire Fence Co. Mr. Jones was formerly with the Standard Wire Fence Co.

Business Changes.

Manville, Alta.—H. I. Smith has purchased the stock of J. R. Barnes, hardware store, Kerrobert, Sask. Wm. Butchart, hardware merchant, is reported to have sold out.

Kandahar, Sask.—N. A. McGratton has sold his hardware business to Einardson & Goodman.

Comber, Ont.—Wm. Wallace has disposed of his furniture business to Leroy Meston, of Leamington, and will devote his entire attention to the hardware business. John Ford will continue on the hardware staff.

Heward Sask.—J. A. Flaith & Co., hardware are discontinuing business here.

Leslie, Sask.—It is reported that Paulson & Viscent, hardware merchants, have been succeeded by H. W. Paulson.

Aylmer, Ont.—J. Y. Smiley has sold his hardware business to Ed. Miller, who was, until a short time ago, head clerk in J. H. Glover's hardware.

Penticton, B.C.—C. J. Gould & Co. have opened a hardware store.

Vancouver, B.C.—It is reported that Geo. H. Watts is selling out his hardware business to the Bailey Hardware Co.

Milk River, Alta.—The Milk River Hardware Co. have commenced business.

Calgary, Alta.—It is reported that the Sanderson Hardware Co. has sold out.

Qu Appelle.—D. Brown hardware is discontinued.

Stranaer, Sask.—Chas. Woodhull has been succeeded by Callander & Anthony.

Harris, Sask.—T. K. Hopper, hardware dealer, is obliged to sell out on account of ill-health.

Nelson, B.C.—It is reported that the Wood-Vallance Hardware Co. intend constructing an addition to their present premises which will double the size of their present building.

Olds, Alta.—R. J. Cutten hardware dealer has secured the services of J. McClelland, an experienced hardware man of St. Thomas who will move here with his family.



COMPANIES INCORPORATED.

Dominion Steel Foundry Co., head office, Hamilton, Ont., has been incorporated for the purpose of taking over as a going concern the Dominion Steel Castings Co., and the Hamilton Malleable Iron Co., and to carry on the trade of iron masters, iron and steel makers, malleable iron manufacturers, etc.

Stamped and Enameled Ware, Ltd., head office, Hespeler, Ont., has been incorporated for the purpose of carrying on the business of smelting, forging, tinning, galvanizing, enameling, coating, and plating of metals, etc.

P. J. Cantwell & Co. has been incorporated for the purpose of engaging in the business of wholesale and retail dealers in all kinds of sporting goods, hardware, etc., with a capital stock of \$5,000 with head office in Winnipeg, Man.

John Millen & Son & Urquhart, have been incorporated for the purpose of taking over as a going concern the business now being carried on in the city of Winnipeg by Jno. Millen and Son, and for the purpose of manufacturing and dealing in all kinds of hardware, engines, autos, etc., head office in Winnipeg, with a capital stock of \$100,000.



METAL BACK PRICE LISTS.

The metal backed price list shown in the accompanying illustration is one that is easily made, and is used in a great many hardware stores. The backs or frames are usually made of tin which is folded on the edges in order to hold a piece of glass which covers the price list. These lists may be made in various sizes and used in various departments such as stove department, paint department, etc., they are also useful in outside warehouses where fencing, bar iron or other heavy goods are kept and where a list of this kind will often obviate the necessity of the clerk going into the store to obtain a price. See illustration on page 134.

Weekly Market Report --- Metals

METAL NOTES.

Greater strength has been displayed on the metal markets.

Lead is reported 10c higher in Toronto.

Business is brisk in all lines this week, and general confidence is shown.

MONTREAL.

Montreal, March 18.—The metal markets remain much the same as last week, there being practically no changes to amount to anything. Purchasers seem to be holding off as much as possible till the opening of navigation, which is expected will be earlier than usual this year. The tightness of money still continues and accounts for some of the dullness. However, this condition exists only for raw metals and does not apply to the sheet metals which are in good demand. Deliveries of these are again giving cause for complaint. The demand for iron pipe is rather quiet at present but the outlook for the season's business is excellent providing that the money stringency does not curtail the proposed building operations planned for this season. Soil pipe and fittings, lead pipe, waste pipe, and fittings are in heavy demand. Tin plates are also selling well.

Tin.—The primary markets are a little lower this week but not sufficient to affect the local price quotations.

Copper.—The copper market shows no new feature this week and prices remain at the same level as quoted last week.

Lead.—Lead is a trifle higher on the primary markets this week, but the local market remains unaffected. The demand for lead continues quite heavy.

Spelter.—There is no change in the spelter situation from last week. Demand if anything is a little quieter.

Pig Iron.—Owing to the heavy demand for iron and steel at present the local market is very firm while the primary market is a trifle higher than last week. Deliveries of bar iron and steel are very slow and are weeks behind promised delivery in most cases.

Babbitt Metals show no change from last week. Antimony is unchanged and aluminum remains the same.

Old Metals.—The prices paid for these materials have declined during the past week. Heavy copper and wire bring 11c.

Heavy yellow brass 8½c. Heavy Lead 3c. Scrap zinc 3c while No. 1 wrought iron is worth \$15.00.

TORONTO.

Toronto, Mar. 19.—There has been a tendency toward greater strength in the metal markets during the past week. An advance of 10c per hundred lbs. in the price of lead is the only change that is noted in prices. The advent of spring will have a tendency to advance prices.

The general situation warrants every confidence in the future of the metal markets. There has been a better feeling in financial circles during the past week. There is still a scarcity of many lines of iron and steel products. Railroad purchases in the United States involving iron and steel have decreased during the past few weeks, but it is claimed that it will have no effect on the iron and steel trade as railroad work is booked up solidly for months to come. Toronto metal dealers report business as being much improved.

TIN.—No change is reported in the price of tin this week. There is a good demand, no doubt partly caused by the decline of 1c per lb. last week.

COPPER.—Copper is quoted in Toronto at 16c. There is a fair demand in small lots.

PIG IRON.—No price changes are noted, but there is a distinctly better tone in pig iron than there has been for some time. With the advent of spring business in this line should improve to a great extent.

LEAD.—An advance of 10c per hundred lbs. is noted in lead this week. There is a fair demand.

SPELTER.—No price changes have taken effect and business in this line is quiet at present.

IRON AND STEEL.—There is still a big demand. New orders are not being placed in large numbers, but it will take some months to fill the orders already on hand.

STRUCTURAL STEEL.—There is a heavy demand for structural steel. A large amount of building, necessitating the use of structural steel, has been continued throughout the winter, and the advent of spring will result in the commencement of many more buildings.

ALUMINUM.—The demand for aluminum is normal, no price changes are reported.

Locomotive Building.

An order from the Pennsylvania Railway for 144 heavy freight locomotives

was given the Baldwin Locomotive Works last week. This is the largest order they have placed in a long time, and represents about \$3,500,000. The locomotive shops of the U.S. are working at fuller schedules than for several years, and this year's output is expected to be much larger than last year's, which was reported to be 4,915 locomotives for Canada and the United States. The Baldwin shops are working a full force, 24 hours a day and are booked ahead for 7 months.

WINNIPEG.

Winnipeg, March 17.—That structural steel is in great demand in the West to-day is very evident. Your correspondent noted a train load piled for shipment on the trackage of one of the big shops here, and all such concerns report plenty of work ahead.

As regards metals generally supplies are hard to obtain, but metal workers here are getting into line with conditions, and by ordering far ahead hope to keep pace with the demand.

Prices this week are steady, but dearer corrugated iron need not surprise. Lead and copper are reported as very firm.

PRODUCTION EXCEEDED.

Cleveland, O., March 20.—The Iron Trade Review to-day says: Specifications against contracts in most lines of finished steel products continue to exceed production by a broad margin, and buyers of finished material are placing orders for delivery during the second half of this year. A number of anxious consumers have showed interest in 1914 delivery. Some agricultural implement makers have bought additional material for this year, and others for the year beginning July 1.

The pig iron market has been more active at Pittsburgh, and, as was expected, lower quotations have come out for foundry and malleable grades. It is not at all improbable that further price concessions will be made, after which, it is expected, quotations will sharply advance. Sheets continue to be in good demand, and reports of price shading are denied. The wire market is extremely quiet, and no activity is expected until after jobbers' stocks are liquidated. The coke market is quiet, and the scrap market is both quiet and weak.

Weekly Market Report---Hardware

BUSINESS IS BRISK.

Hardware wholesalers are very busy at the present time. Orders are being placed freely in all spring lines.

No price changes of any note have been made during the week.

MONTREAL.

Montreal, March 18.—The demand for hardware continues very heavy and it is taxing the capacity of the local wholesales to the limit to keep up with their orders. Dealers all over the country are calling for their goods and it is expected that the bulk of the booked orders will be shipped prior to April 1.

Iron washers, some sizes of bolts, iron bars, etc., are very short as supplies are coming forward very slowly. Deliveries of these lines are weeks behind the orders and it begins to look as if last year's experience will be repeated. Factories are working to the fullest capacity to fill the orders but they are coming in too fast for the production.

Collections are improving in most cases and in others are not giving any cause for complaint whatever. The main excuse for non-payment seems to be real estate speculation. There is one good feature that, while collections may be slow, they are secure.

Household Goods are in excellent demand and are moving very freely this week. Clothes racks, washing machines, ice cream freezers, refrigerators, window screens, meat choppers, etc., etc., are all in excellent favor. Shelf hardware, builder's hardware and tools are in heavy demand. Lawn mowers, sprinklers, garden hose, farm tools and implements are moving quite freely. In fact, nearly all seasonable lines are in good demand and several lines are selling well that are not in season.

Enamelware and kitchen utensils are selling especially well this week and the demand seems to come from all parts of the country and is not confined to any one centre.

Booking for binder twine is heavy, but not as great as was expected, the reason given for this is that dealers do not relish the prospect of carrying over 1913 stocks for which they are paying high prices into 1914 stocks when prices may be much lower. As a result of this feeling dealers are buying more conservatively than in former years as they seem to prefer shortages to over stocks.

Other lines of cordage remain unchanged at last week's quotation. The demand for all lines of cordage is excellent.

Poultry netting is going to be short as the enormous demand for this wire throughout the entire country is greatly in excess of the supply and the dealers who have their supplies for this season in their own warehouses are indeed lucky men for the supplies in sight now are only sufficient for a couple more weeks at the present demand.

No price changes are noted this week.

TORONTO.

Toronto, Mar. 19.—Business with jobbers is exceptionally brisk. The spring like weather is having a good effect on the retail business and merchants are sending in requests for jobbers and manufacturers to ship their booked orders for spring without delay.

No notable price changes have taken effect during the past weeks. Rope is still being quoted at the same price as last week. The new price differentials which went into effect on Mar 11, and were published in the last issue of Hardware and Metal, have advanced the price of one or two sizes of rope. Some of the builder's hardware manufacturers have sent out their new price lists, but Toronto jobbers have not yet been advised of the new discounts.

Shelf Hardware.—There is a good demand for shelf hardware, and a scarcity exists on some lines. No price changes are noted.

ROPE.—Pure Manilla is still quoted at 12 c., British Manilla at 13c., Sisal at 12c. Prices are firm. Orders are not heavy at present on account of many dealers having taken stock some time ago when the prices were much lower than they are at the present time. There is no indication of a decline in price. The cost of raw material is exceptionally high and, as the raw material represents 80 per cent. of the cost of the finished article, it can be easily seen that there is no likelihood of a decline.

Binder Twine.—The new prices on binder twine published in Hardware and Metal on Mar 8, are still in effect. 650 ft. twine is still quoted at 12¾c; 600 ft. twine at 11c; 550 ft. twine at 10c; 500 ft. twine 9½c. On 5 tons or over an allowance of ¼c per lb. is made. On 10 tons or over an allowance of ¼c per lb. is made. Freight is allowed to the

nearest car point. Dealers are requested by the manufacturers not to sell twine for less than 1c per lb. profit, except on strictly cash sales when an allowance of ¼c per lb. can be made. Orders have been coming in freely, but there is a tendency on the part of a few merchants to hold back their orders. This handicaps the manufacturer to a great extent in figuring out the amount of the product that will be required. Merchants should endeavor to secure booked orders from the farmers in their communities and place the specifications with the manufacturers as early as possible. It is true that the manufacturers purchases of fibre have been heavier than usual, indicating their intention to be prepared for the demand, but there is no assurance that the product as planned will be sufficient. Dealers should remember the twine shortage of 1912 and endeavor to get twine orders from the farmers as early as possible in order to determine the amount of twine they expect to need.

Garden Tools.—Jobbers are securing many orders for garden tools. The demand has no doubt been caused by the continued fine weather. Booked orders for garden tools are also being sent out in large numbers.

Builder's Hardware.—Spring building has commenced and there is a good demand for nails, building paper, etc. No price changes have been noted. There is a good demand for finishing hardware. New lists and discounts on many lines, are being issued by the lock manufacturers this week. These will advance in some lines and decline in others, many new designs in lock sets are being offered to the trade.

WINNIPEG.

Winnipeg, March 17.—Mild weather and prospects of an early spring have boosted all lines of business, and hardware has picked up with the rest.

Although the business of the last ten weeks has hardly come up to expectations, it has exceeded that of previous years, and there is to-day a much more confident feeling than existed two weeks ago.

Building operations are now much in evidence, and builders' supplies are moving quite freely. Values are steady; there being nothing to report as regards changes in the price list.

Collections are slow, but improving.

Weekly Market Reports---Stoves

ACTIVITY NOTED.

Activity is noted in many lines. Good weather conditions prevail in most sections and this is helping business along.

Reports on collections are divergent. From some quarters word comes that collections have improved; in other sections, conditions are not as favorable.

MONTREAL.

Montreal, March 19. — Trading in stoves shows a little brighter tone than for some weeks past, but is confined chiefly to the spring lines, although there is considerable inquiry for heavy stoves. Stove manufacturers are looking forward to this being a banner year and unless the money market tightens there is every chance of their hopes being realized. Collections are again reported as being very slow and unsatisfactory, although some firms advise collections very promptly attended to. However this is no criterion of the financial condition of the country but is due more or less to heavy real estate speculation as this is the reason advanced in the majority of cases for failure to meet obligations on time.

Gas Stoves.—The demand for this line is very brisk and in some instances the manufacturers are several weeks behind in their orders. This is a good indication of the volume of business that is being transacted.

A few gas plates and ovens are being sold but the bulk of the trading is in the medium priced stoves. There is a good demand from the gas producing centres in the West and the local trading is all that can be expected of it at this season of the year. Shipping on booked orders seems to be general this week as the mild weather of last week seems to drive home to the dealers the fact that spring is at hand and that it is up to them to get busy with their spring lines.

Heavy Ranges.—The demand for these is limited at the present, although there are always a few moving. Quite a goodly number of inquiries for heavy stoves have been received but the volume of business accomplished has been small, but this can be expected at this season of the year. The outlook for the future is very bright and manufacturers are quite optimistic regarding the approaching season's business.

Radiators.—The outlook for radiator

business is very bright as there are approximately 4,000 permits issued for buildings to be erected in Montreal during the coming season. Of course, much depends upon the money market whether these plans will be carried out or not, but if they materialize it will mean big business for the radiator manufacturers. Trading in these goods at present is rather quiet and uninteresting.

Oil Stoves.—There is a good demand for these lines from country points and some of the city points as well. The volume of business is greater than usual for this line and the demand is much earlier this year than in former years.

Enamelware.—Trading in enamelware is brisk with quite a large volume of business being accomplished. Tinware is also moving freely and japanned goods are in good demand. Refrigerators, sprinklers, ice cream freezers, etc., are meeting with a brisk demand.



TORONTO.

Toronto, March 20.—The fine weather of the past week has caused considerable activity in the Toronto stove market. Manufacturers have received many orders for oil and gasoline stoves, ovens, gas plates and ranges. More furnaces have been sent out during the two previous weeks. Another cold snap would cause a halt in the orders for Summer stoves. The advent of spring and fine weather, generally causes activity in these lines.

A small number of ranges have been sent out during the week.

Manufacturers are now able to meet the demand for radiators, but have no surplus stock on hand. As a general rule, manufacturers have a stock on hand at this season of the year for future delivery, but these stocks have been depleted. This may have a tendency to create a shortage in the fall.

Collections in the city have shown considerable improvement during the past week.

Gas Ranges and Plates.—Increased activity is shown in these lines, the first sign of spring always has a tendency to create an interest in these lines. Retailers in Toronto are featuring gas ranges and plates at present. There has been a certain demand during the winter but it has increased considerably during the past week.

Summer Stoves.—There is a good demand for oil and gasoline stoves. This demand has been caused by the spring-

like weather. If the good weather continues there will be an increased demand, but the reverse will be the case if cooler weather sets in.

Ranges and Heaters.—Very few orders are being received for these lines at present.

Furnaces.—Several orders for furnaces have been received during the week. Building operations are showing more activity on account of the improvement in the financial situation.

Enamelware.—There is a big demand for enamelware. Prices are unchanged. There is a growing tendency on the part of retailers to push the good grades, this is very gratifying to the manufacturers who have been trying to educate the dealers and public as to the advantages to be gained by purchasing quality goods.

Summer Goods.—A large number of booked orders are being shipped. They include mostly refrigerators, ice cream freezers, sprinkling cans, gas tubing, etc.

Aluminum Ware.—There is a very fair demand for aluminum ware, and it is being featured at present by many dealers.



WINNIPEG.

Winnipeg, March 17.—The opening of the immigration season and the fact that incomers are already numerous is of considerable interest to stove dealers. All these people have got to be customers sooner or later, and now is the time to get after them.

Exceptionally mild weather and the prospects of an early spring should make it worth while to bring to the front gas stoves, oil stoves and electric cooking apparatus. For the latter there is a great field in all Western towns where Hydro-Electric power is available.

Spring trade in ranges is promising.

Enamelware and aluminum ware have been moving freely, and some orders are already in for freezers and other summer goods.



Forest, Ont.—Reg. F. Scott has sold the Arcade hardware store to Wm. Lawrie, who will take possession as soon as stocktaking is completed. Mr. Lawrie will move his entire stock to the Arcade store, combining the two businesses. Mr. Scott will devote his entire attention to the Forest Basket Co.

Weekly Market Report --- Paints

RUSH SEASON STARTS.

The manufacturers are extremely busy at the present time, filling orders. Activity is marked in every line and in some departments at least, it is found very difficult to fill orders promptly.

Weakness is reported in the turpentine primary markets. A new price list for Paris green has been issued.

MONTREAL.

Montreal, March 18.—The paint manufacturers are working overtime to keep up with the rush of business. Orders are coming in quite freely and are of good size. These are being shipped out just as quickly as possible, but some of the factories are behind their orders even at this early date which will give some idea of the volume of business being accomplished. The great activity in the building operations has created an enormous demand for paint and painting materials, glass, putty, white lead, etc., which is taxing the capacity of the different factories up to the limit.

Oils.—Linseed oil remains unchanged at last week's quotations. The market is firm at 57c for raw and 60c for boiled. The demand is a little better than last week, although there is still some little trouble with booked orders. Petroleum, benzine, gasoline, castor oil, remain steady at last week's prices with no changes in view at present.

Glass.—Reports from Belgium this morning state the National Committee on Universal Suffrage which recently called off the threatened National strike, as a result of the promise of the principal mayors in Belgium to do their utmost to persuade the Government to take up the question of the revision of the constitution, has now revised its action and has again voted for a general strike which is to be called on April 14. It is stated that this decision is irrevocable as the Government has refused to give consideration to electoral reform before the approaching elections.

Should this strike materialize, as it mostly likely will, it will create an unprecedented condition in the glass trade. Since the last labor troubles in Belgium, which caused so much delay in shipments, the world's consumption of glass has more than doubled while the production has not kept pace with this increase. While Canada imports immense quantities of Belgian glass there are other countries that consume as much if not more. The Argentine Republic, about which we know so little, imports more

glass than Canada and at present this Republic is being swept with a wave of prosperity that will equal our own and their building operations are very extensive. The class of buildings erected in Argentine call for more glass than Canadian buildings as they are much more elaborate. Japan, which began the manufacture of glass two years ago, cannot keep pace with her home demands and is now importing more glass than before the erection of these factories which gives one some idea of the development of this Oriental nation. China also is a heavy consumer of glass, the bulk of which comes from Belgium. These are only a few illustrations which tend to illustrate the immense increase in the world's demand for glass and as Belgium is the largest producer any labor upheaval that would shut down Belgian factories will surely cause prices to soar into the clouds and tie things up generally in the glass trade. Canada would be pretty hard hit as at present the local stocks on spot are comparatively low as dealers have allowed stocks to run low pending the opening of navigation and the coming of new stocks.

In view of the above situation prices have firmed quite sharply and advances are daily expected. The demand for immediate delivery is good while the booking for import is heavy.

Putty.—There is no change in last week's quotations.

White Lead.—The lead market is firm under a good demand.

Turpentine.—Turps are easier, but the local market has not declined. Prices, however, are very weak and liable to be changed at any moment.

Kalsomine, whiting, alabastines, water tints, etc., are in good demand.

TORONTO.

Toronto, March 19.—The springlike weather of the past few days has caused great activity in the paint business. Manufacturers are busily engaged shipping spring orders. Retailers who had booked for April delivery are asking manufacturers to make their shipments at once. Another decline is noted in the price of turpentine. White lead is firm, flax has declined in price, but linseed oil remains firm. Prospects for a large volume of spring business are exceedingly bright.

New prices for spring have been issued on Paris green.

Primary Markets Weak.

Turpentine.—Another decline is noted in the price of turpentine. The ruling quotations are now 63c per Imperial

gallon in barrel lots; 2 to 4 barrel lots 62c per Imperial gallon; 5 gallon lots 70c per Imperial gallon. It was expected in many quarters that an advance would have taken place, as is usual at this season of the year, but such has not been the case. The markets in the south have been rather weak.

Linseed Oil.—No change has occurred in the price of linseed oil during the past week. Flax seed has declined in price but the crushers have had difficulty in getting it transported. English oil is still quoted at the same price as has been in effect for some weeks. The prices in Toronto at present on raw linseed oil are 1 to 2 barrels 58c per 9 lbs.; 3 to 5 barrels 57c; 6 to 8 barrels 56c; 10 barrels and over open. Boiled linseed oil is quoted 1 to 2 barrels 61c; 3 to 5 barrels 57c; less than 1 barrel 7c per gallon additional. The spring-like weather of the last few days will help to a great extent in creating a demand for oil. There is usually a scarcity of oil during the month of April. There is no indication of an immediate change and the future of the oil market is hard to predict.

White Lead Strong.

White Lead.—Pure lead is still quoted at \$8.40 in ton lots. This price has been in effect for some time. Many dealers have been holding back their spring orders in the hope that there would be a decline. There does not appear to be any reason for a decline at present and a large number of orders are being sent in.

Paris Green Prices.

Paris Green.—The following prices are quoted for strictly pure Paris green:

	per lb.
In barrels about 600 lbs.....	19¼c
In Arsenic kegs, 250 lbs.	19½c
In 50 and 100 lb. drums	20½c
In 25 lb. drums	20¾c
In 1 lb. packets, 100 lb. in case...	22¾c
In 1 lb. packets, 50 lb. in case...	23¼c
In ½ lb. packets, 100 lbs.	23¾c
In 1 lb. tins	23¾c

Terms 3 mos. net, or 2 per cent. 30 days.

Ready Mixed Paints.—Large quantities of ready mixed paint are being shipped at the present time. The warm weather has caused many of the merchants to get busy, in preparing for their spring paint campaign, and they have asked the manufacturers to rush their orders.

Paint Brushes.—Good business is being done in this line at present. There has been an advance in the cost of long bristles but no change in the price of brushes has taken effect. A large number of spring orders are being shipped.

WINNIPEG.

Winnipeg, March 17.—Paints and oils, varnishes and kalsomines, have been moving freely during the past week, and the trade outlook is decidedly promising.

Sign painters report much activity in their line, and predict an extremely busy season.

Colors, glass, oils and turps. are all steady. Linseed oil is not likely to advance, as flax, which showed a little stronger at the beginning of the month, is weak and declining.

Now is a good time to feature spring cleaning specialties.

HARDWARE LETTER BOX



Corrugated Joint Fasteners.

Sumner Company, Moncton, N.B.—“Can you advise us the name of manufacturers of Corrugated Joint Fasteners.”

Steel Co. of Canada, Ltd., Hamilton, Toronto, Montreal.—Ed.

Paper Hanger's Supplies.

Toronto Paint Supply Co., 718 Yonge St., Toronto.—“Please give us name of manufacturer of paper hanger supplies.”

Ridgeley Trimmer Co., Springfield, O.—Ed.

Boat Clamps.

H. W. Marshall, Kingston, Ont.—“Please advise us through your paper what firm manufactures boat clamps.”

Jas. Smart Mfg. Co., Brockville, Ont.—Ed.

Garage Turntable.

Clements & Co., Milton, Ont.—“Kindly advise us through Hardware and Metal where we could procure castings for making a turntable in a garage.”

Polson Iron Works, Toronto.—Ed.

Pearce Oil Co.

W. E. Anthony, Brampton, Ont.—“Kindly give us the addresses of the Walter Pearce Oil Co.”

St. Louis, Mo.—Ed.

Sash Weights.

Ricard Bros., Sudbury, Ont.—“Can you give us names and addresses of some manufacturers of cast iron sash weights?”

Fittings, Limited, Oshawa, Ont.; Erie Iron Works, St. Thomas, Ont., James Smart Mfg. Co., Brockville, Ont.—Ed.

* * *

Hercules Fencing.

Fraser Hardware Co., Galt, Ont.—“Could you inform us who are the agents for the Hercules Wire Fence?”

Can any of our readers give this information?—Ed.

* * *

Street Sprinklers.

Dan Shannon, Marmora, Ont.—“Please advise me what firm manufactures a street sprinkler.”

American Road Machine Co., Goderich, Ont.; Wm. Heaman, London, Ont.—Ed.

* * *

ANNUAL BANQUET OF IMPERIAL VARNISH AND COLOR CO.

On Friday evening, March 14, the third complimentary banquet given by the management of the Imperial Varnish & Color Co., Ltd., to their factory and sales force was held in the entertainment parlors of Birrell & McIvor, Queen St. East, Toronto.

One hundred and twenty members of the staff and their wives and friends sat down to table. After the toast to the King, a toast to the management was proposed by Mr. Weir. He dwelt upon the industrial development of man from the earliest history to the present time. Mr. Sparrow, president and general man-

ager, replied in a very happy and apt speech.

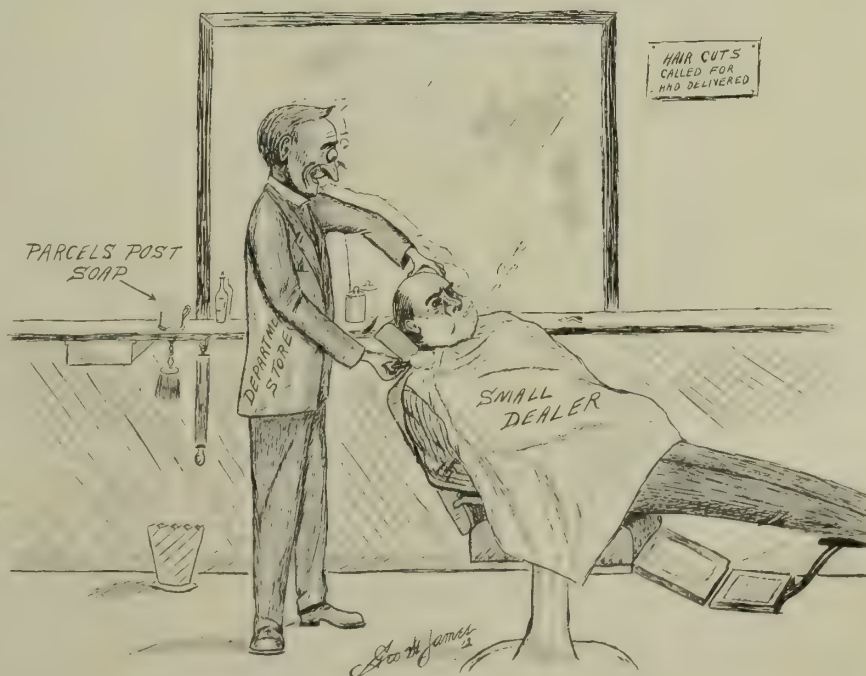
The event of the evening was the presentation of very handsome gold watch fobs to the members of the hockey team, who were runners up in the Riverdale Manufacturers Hockey League. Mr. McEwen who had carefully coached the team through the season, briefly replied and drew attention to the advantages of athletic associations in commercial enterprises.

In his speech he drew attention to the fact that the foremost nations of the world are those who are the greatest lovers of sports. At the same time bodies of men whose enthusiasm was promoted through sports, not only were drawn closer together but they had a side issue of common interest which permitted greater sociability.

Mr. E. Jules Brazil kept up the enthusiasm of the evening through his humorous, musical monologue, and leading the assembled guests in the singing of latest popular songs at intervals.

* * *

Messrs. Brittain, Crane and Robertson, managers of the Winnipeg, Saskatoon and Calgary branch houses, respectively, of The Canadian Fairbanks-Morse Co., have been down east for a few days on business. F. N. Newman, manager of The Canadian Fairbanks-Morse Co., of Toronto, is on a trip to England.



Barber: "How do you like my new soap?"

Customer: "It's the worst I ever tasted!"

Barber: "But I can shave you closer with this kind than I ever could with any other."

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.
Cookson's or Hallett's per lb. 11 00 11 00

RABBIT METAL.
Canada Metal Company—Imperial, genuine, 100 lb. Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Aortic Metal, XXX Genuine, 55c; Superior, 60c; A Special, 38c; Hoo. Hoo. 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoliummum Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES

Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40 2 50
Heads, per 100 lbs.	2 65 2 75
Tank plates, 3-16 inch, 2 70 2 80	
Boiler tubes, 100 ft. 1½ in.	8 95
" " " 2 " "	8 70
" " " 2½ " "	11 00
" " " 3 " "	12 70
" " " 3½ " "	15 80
" " " 4 " "	18 00

BRASS.
Spring sheets, up to 20 gauge.. 0 27
Rods, base ¼ to 1 inch, round.. 0 23
Tubing, seamless base, per lb.. 0 26
Tubing, iron pipe size, 1 inch base.. 0 25

BRASS GOODS, VALVES, ETC.
Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flairway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pipe-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

Casting ingot..... 16 25
Out lengths, round bars, ¼ to 2 in..... 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches..... 29 80
Copper sheet, tinned, 14 x 60, 14 oz..... 30 08
Copper sheet, planished, 14 x 60, base..... 37 00
Brazier, insheets, 6 x 4..... 29 00

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1, 21 50	21 50	22 50
Canadian foundry, No. 2, 21 00	21 00	19 00
Summerlee, No. 2 pig iron	24 50	
Carron, soft	25 00	
Cleveland, No. 1	24 50	25 00
Clarence, No. 3	24 00	24 50
Jarrow	25 50	
Glengarnock	26 00	
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3		25 00
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles, 6 x 4 base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel (domestic)	2 25	2 25
Iron finish steel (foreign)	2 30	2 25
Reeled machinery steel	2 75	3 00
Tire steel	2 35	
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird	0 15	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	
Cold Rolled Shafting.		
9-16 to 11-16 inch	0 06	
1 7-16 to 3 inch	0 05	
Montreal, 35 and 1 Toronto, 30.		

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 80	2 85
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

	Montreal	Toronto
Ordinary 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4 45	4 45
60	4 70	5 00
20x28x80	8 90	9 50
20x28x80	9 40	10 00

GALVANIZED SHEETS (CORRUGATED).

	Montreal	Toronto
22 gauge, per square	6 75	
24 gauge, per square	5 50	
26 gauge, per square	4 25	
28 gauge, per square	4 00	
Less 10 p.c.		

GALVANIZED SHEETS.

	Montreal	Toronto
B.W. Queen's Fleur-de-Lis	Best	Best
16-20	3 70	3 70
22-24	3 75	3 40
26	4 20	3 80
28	4 45	4 15
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		

IRON PIPE.

	Black.	Galv.
¾	2 04	2 86
¾	2 72	3 57
¾	3 16	4 31
1	4 54	6 19
1½	7 48	10 13
2	9 90	13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.35.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 09½
Heavy red brass	0 08½	0 08½
Heavy yellow brass	0 06	0 06½
Light brass	0 02½	0 02½
Tea lead	0 03	0 02½
Heavy lead	0 03	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	15 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 50	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail), pig, 110 lbs.	4 95	4 90
Imported pig, per 100 lbs.	4 95	5 00
Bar pig, per 100 lbs.	5 80	5 50
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50
Cut sheets ¾ c. per lb. extra.		
Cut sheets to size, ¾ c. per lb. extra.		

LEAD PIPE.

Lead pipe, 7½ c, 15 per cent. off.
Lead waste pipe, 9c; 15 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Bar, half-and-half, guarant'd 30½ 0 30
Wiping..... 0 28½ 0 28

SHEET ZINC.

	Montreal	Toronto
5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTIE.

Foreign, per 100 lb. 7 00 7 00

TIN AND TIN PLATES.

Lamb and Flag and Straits—56 & 28-lb. in got, 100 lbs. \$54 00 \$53 50
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00
"Dominion Crown Best"—Double Coated, Tissue.	
I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

Bright Cokes.

	Per box
Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

Charcoal Plates—Terne.

	Per box
Dean or J. G. Grade—	
I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

Charcoal Tin Boiler Plates.

	Per box
Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 50
XX, 14x60, 50 sheet bxs.	
XX, 14x65, 50 sheet bxs.	

Tinned Sheets.

	Per box
72x30 up to 24 gauge, case	8 50 8 00
lots	
72x30 up to 26 gauge, case	8 95 8 50
lots	
Less than case, 25c 100 lbs. extra.	

WIRE.

Annealed Cut Hay Bailing Wire. No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.65; No. 27, \$9; No. 28, \$9.30; No. 29, \$9.65; No. 30, \$10; No. 31, \$10.35; No. 32, \$10.70; No. 33, \$11; No. 34, \$11.35; Extras net. Tinned wire, Nos. 17-25; No. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Wire in Cords.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 35c, charcoal (extra quality) \$1.25, packed in cases or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ¼-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.50 per 100 sq. ft.

Wire Fencing.

Galvanized barb..... 2 42½
Galvanized, plain twist..... 2 95
Car lots and less.
F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$15.80.
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

	Per 100
Galvanized	2 85
Plain	2 55

PAINTS, OILS AND GLASS.

Paint.

In barrels, 5-gal. tins..... 0 80 0 80
In barrels, 5-gal. tins..... 0 80 0 80
Beeswax.

Per lb. 0 60

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone).....	0 87
Litharge, ground.....	0 07
" flaked.....	0 07½
Green copperas (green vitrol).....	0 01
Sugar of Lead.....	0 09

Colors in Oil.

	Per lb.
Venecian red, 1-lb. tins pure ..	0 12
Chrome yellow, pure ..	0 18
Golden ochre, pure ..	0 13
French ocre, pure ..	0 12
Chrome green, pure ..	0 10
French permanent green, pure ..	0 15
Signwriters' black, pure ..	0 19
Marine black, 25 lb. irons ..	0 64

Enamels.

	Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & Co.).....	1 80
Cee Pee Co. enamel ..	4 00
Sterling Enamels ..	3 20
Anchor Floorluster ..	1 80

Glue.

	Per lb.
French medal ..	0 10
German common sheet ..	0 10
German prima ..	0 15
White pigfoot ..	0 15
Brantford medal ..	0 10
" golden medal ..	0 11
" brown sheet ..	0 10
" Golden sheet ..	0 13
" Gelatine ..	0 22
" white gelatine ..	0 20
" white glue ..	0 12
" 100 flake ..	0 10
Perfection amber ground, No. 1230 ..	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. pack ages, 10c; ¼-lb., 15c; 1-lb., 25c. Discount.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	1 25
Pure asphaltum	1 40
Oilcloth	0 85
Lightning	1 00
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	1 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	1 40
"Flint-Lac" coach	1 85
B.H. Ltd., "Gold Medal" cases	2 25
Depend on Lt. H. Oil Finish	1 55
Elastic Floor	2 55
Flatline floor finish	3 00
Elastic exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 55
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
inches.	Star Diamond
Under 25	\$4.25 \$6.25
26 to 40	4.65 6.75
41 to 60	5.10 7.50
61 to 80	5.35 8.50
81 to 100	5.75 9.75
101 to 120	6.25 11.00
121 to 140	7.00 12.50
141 to 160	7.50 13.50
161 to 180	8.00 14.50
181 to 200	8.50 15.50
201 to 220	9.00 16.50
221 to 240	9.50 17.50
241 to 260	10.00 18.50
261 to 280	10.50 19.50
281 to 300	11.00 20.50

Size United	Double
inches.	Star Diamond
Under 25	3.40 5.00
26 to 40	3.60 5.25
41 to 60	4.00 5.45
61 to 80	4.25 5.65
81 to 100	4.50 5.85
101 to 120	4.75 6.05
121 to 140	5.00 6.25
141 to 160	5.25 6.45
161 to 180	5.50 6.65
181 to 200	5.75 6.85
201 to 220	6.00 7.05
221 to 240	6.25 7.25
241 to 260	6.50 7.45
261 to 280	6.75 7.65
281 to 300	7.00 7.85

White Lead Ground in Oil	Montreal	Toronto
Per 100 lbs.	Per 100 lbs.	Per 100 lbs.
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 65
Essex, Genuine (Windor)	8 55	8 65
Island City Decorators	8 25	8 40
pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead	8 25	8 40
Monarch (Windor)	8 50	8 60
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	8 25	8 40
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 55	8 65
Sterling Pure	8 25	8 40
Tiger Pure	8 25	8 40

White Zinc (Dry)	White Zinc in Oil
25-lb. irons	25-lb. irons
No. 1	0 07
No. 2	0 06
Whiting	
Plain, in bbls.	0 70
Gliders bolted in barrels	1 00

Carpenters' per doz.	Adzes
Plain ship	13 50 14 00
Single bit, per doz.	6 75 9 50
Double bit	10 50 12 00
Beach axes	6 75 10 00
Broad axes	22 25 25 00
Hunters' axes	5 00 6 00
"Boys" axes	5 75 6 50
Lathing hatchets	4 70 10 00
Claw hatchets	1 45 6 00
Barrell hatchets	3 50 8 50

Buckworth, per lb	Ammunition
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 16 p.c.; Primers 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1,200 per 100 lbs.; bags less than 25 lbs., 4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	
Augers and Bits	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47 1/2

Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	Special
Zenith	9 00
Atlas, steel covered	5 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	8 50
Perfect, No. 2	9 50
New Milo, flexible	10 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	
Storm King rail	6 25
Crown	4 25
Crescent	4 85
Sovereign	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Boots and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	0 85
Tarred Slaters' Paper, per roll.	0 85
O.K. Paper, No. 1, per roll.	0 70
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 80
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 82
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 82
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	35 00
Carpet felt, per cwt.	2 50
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 55	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Plated, bower barf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 25
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 23 00 28 00	
" American, low	23 00 25 00
" high	27 50 31 00
Fire clay (Scotch), net ton	5 50
Fire clay (American) net ton	5 00 10 00
Chalk and Penicils.	
Carpenters Colored, per gross 0 65 0 80	
" lead pencils, p. gr. 2 40 6 75	

Cold chisels, 5 x 5 in. doz.	2 30
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lbs., 3/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.40.	

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$3; No. 1, \$3; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	3 50
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 26

Cotter Pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitts, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 5c doz. more than list price.	
Canadian.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutecheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 88
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5. Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	

Files and Rasps.	Per cent.
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClelland, Globe	75
Black Diamond	65
Delta Files	80
Nicholson	65
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Timbers setting, 3/4 lb., doz.	4 50
Machinists, 3/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	6 00
Sledge, Masons, 5 lbs. and over.	6 00
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 25
Web	2 40
Sisal Halters (Snap and Ring).	
3/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 8-in., 100 lb.	

net	7 00
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 00
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$15.10; No. 10, \$19.50; No. 20, \$29.25; No. 50, \$20.50; No. 61, \$35.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1172, \$19.55.	
Chicago hold back screen door, from, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triple spring hinges, 40 p.c.	
Chicago surface cor. (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—1/4 x 5, per gross	3 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Grand City like house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks,	
Wrought iron hooks and staples—	
3/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square	
hooks, 60 p.c.	
Horse Nails	

Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$5.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toeclaks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.00 per box. Put up in 25-lb. boxes.	

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$5.75. F.O.B. Montreal.

HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axe handles, dozen, from	6 50
Axe handles, dozen, from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calks	4 00 4 25
Mallets.	
Tinmiths' 2 1/2x5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 85
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Wire door mats, standard, 16x24, doz.	
	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, 56 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.85.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Oakum.	
Plumbers'...per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davison oilers, 40 per cent.	
Tine and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singeale" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitta, 30 and 5 p.c.	
Clay Picks.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50 11 00
Boker's King Cutter	13 20 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 72
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/2-lb. packages 1c per lb.; 3/4-lb. pkgs., 2c per lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50 nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" " plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.		
Sectional, 1 lb. each, per 100 lbs....	2 20	
Sectional, 1/2 lb. each, per 100 lbs.	2 35	
Solid, 3 to 30 lbs.	1 63	
Sash Cord.		
No. 3, per lb.	0 30	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Diston's Hand, 10 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows, Doz.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10	
Beaver window screens, 11x18, open 2 1/2 inches	1 00	
Perfection window screens, 11x15, open 2 1/2 inches	1 80	
Model window screens, 11x22, open 3 1/2 inches	2 25	
Scales.		
Gurney Standard, 30 p.c.; Champion, 50 per cent.		
Burrow, Stewart & Milne — Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.		
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel.....	85 10 7 1/2	
" R.H., bright	80 10 7 1/2	
" F.H., brass	75 10 7 1/2	
" R.H., brass	70 10 7 1/2	
" F.H., bronze	70 10 12 1/2	
" R.H., bronze	65 10 12 1/2	
Drive screws	85 10 12 1/2	
Set, case hardened	60	
Hexagon cap	50 and 65	
Hexagon cap	45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros., No. 30, per doz.	16 80	
Scissors and Shears.		
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 35 per cent.		
Baker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$6.25.		
Pucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	60 55 and 2 1/2	45
Draining tools	60 60	
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels	60	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.		
Above discounts on Black Goods only		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz. net	\$2 85	
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 15.		
Tinners' trimmings, 72 1/2 and 15.		
Saw Spouts.		
Bronzed iron with hooks, per 1,000	7 50	
Eureka tinned steel, hooks, per 1,000	8 00	
Staples.		
Poultry netting, 100 lbs.	6 70	
Bed, 100 lbs., No. 14	6 75	
Blind, per lb.	0 12	
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1-3 p.c.		
Store Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths....	7 82	
7 inch, per 100 lengths	8 18	
Nestable, 40 per cent.		
Stovepipe Elbows.		
7-inch common, per doz.....	1 20	
7-inch, per doz.	1 35	
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock	18 75	
Stones—Oil and Scythe.		
Washita Oil No. 1, 6 in., Dozen	5 10	
7 in., 8 in.	3 50 4 00	
No. 2, 6 in., 7 in., 8 in., 2 50 3 10		
Hindostan	per lb. 0 06	
" slip	0 18 0 20	
" Axe	0 15	
Deer Creek	0 10	
Deer Creek	0 25	
" Axe	0 15	
Lily White, 6 in., 7 in., 8 in., doz.	6 00 6 60	
Arkansas	6 75	
Water-of-Ayr	0 18	
Scythe	per gross 3 50 5 00	

Tacks, Brads, Etc.	
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozen, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, blue, 55 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 6; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, 254, 66 ft., ea.	0 90
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 p.c.	1 95
" Steel, No. 1840, 60 ft.,	Trowels.
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	1 20
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 60 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dorrsell, Style A	101 25
New Century	180 00
Ideal Power	73 25
Daisy	72 00
Stephenson, net	165 00
Puritan Motor	120 50
Connor Ball Bearing	112 60
Connor Gearless Motor Washer	120 50
Gem	101 25
I.K.L.	121 50
Winner, C. Cor, No. 2 & 3	85 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Osborne E331	60 00
Favorite E511	64 00
Sunlight, 11	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " " "	34 in. 1 00
" " " "	36 in. 1 25
" " " "	38 in. 1 25
" " " "	40 in. 0 95
" " " "	42 in. 0 95
" " " "	44 in. 0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	
Canadian, 40 per cent.	

William, \$1.81 Winnipeg; Plain twist, \$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carrage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 50 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small bolts, 2 1/2; stove bolts, 7 1/2; sleigh shoe bolts to 1/2, 50c; 7-16 and up, 40c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$5.50; Jessop, \$15.

Blocks—Steel, 60 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.60 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4 1/2c per lb.

Corrugated Iron—28 gauge, \$1.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/4c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 18 gauge, \$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.55; 28, \$5.05.

Galvanized Varnish, 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$1.80; No. 2 and larger, \$1.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.55; 8, \$2.55; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/2 in., \$2.40; 3/4 in., \$2.55; 1 in., \$3.35; 1 1/4 in., \$4.00; 1 1/2 in., \$4.75; 1 3/4 in., \$7.80; 2 in., \$9.35; 2 1/2 in., \$12.50; 3 in., \$19.35; 3 1/2 in., \$26.15; 4 in., \$32.60; 4 1/2 in., \$37.30; 5 in., \$43.75; 6 in., \$48.75; 6 in., \$53.25.

Galvanized pipe—1/4 in., \$3.40; 1/2 in., \$3.60; 3/4 in., \$4.30; 1 in., \$5.20; 1 1/4 in., \$7.55; 1 1/2 in., \$10.25; 2 in., \$12.25; 2 1/2 in., \$16.40; 3 in., \$28.15.

Logging Chain—1/4 in., \$3.00; 5-16 in., \$6.50; 3/8 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.50 per cwt.; cut coil, \$8.50 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 6, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 46c; 12, 50c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c. Steel Squares—40 off net list.

Shovels and Spades—Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, 3-handled, "Black Cat," No. 2, \$7.40; No. 4, \$8.20; No. 5, \$8.80; No. 6, \$9.30; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$28 per cwt.

Screws—Bright iron round head, 55 and under, p.c.; flat head, 85 and under, p.c.; round head, brass, 70 and under, p.c.; flat head, brass, 75 and under, p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.25 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$8.25; American's pure, \$8.25; in small advance prices, 10c per cwt.; red lead, kegs, \$8.10; yellow ochre, in barrel lots, 2 1/4c; 1/2 ton barrel lots, 3c; golden ochre, barrels, 3 1/4c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 1 1/2 English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3 1/4c; English purple oxide, in cases, 3 1/4c; Stone's Nanticas, 4c per lb.; Bl Stone, per cwt., \$5.50.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100 cases, \$3.40.

Paris Green—2 1/4 cents per 115-lb.



PAINTING?

GET

ENDURANCE

TRUTHS

FIRST

TO you, as a *seller* of paint, the striking paint truths inside this little book are *important*.

Thousands of people will soon be reading this book—and buying from the dealer whose name appears on the back cover.

We will send you a copy, on request.

BRANDRAM-HENDERSON
LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

For "Goodness" Sake

Every Dealer Should Stock

JAMIESON'S

Pure Prepared Paints



"Quality" has been
Our Motto For
Fifty-Four Years.

Guaranteed To
The
Last Drop.

Sell JAMIESON'S PAINTS this season
and increase your sales.

WRITE TO-DAY FOR
PARTICULARS

R. C. Jamieson & Co., Ltd.

MONTREAL

Owning and Operating P.D. DODS & CO., Limited



Re-Orders and
Stephens



Paints, Varnishes and Stains

Go Hand in Hand

Full of
Quality



Full of
Durability

House
Paints.

Barn, Roof
and Elevator Paints

Shingle Stains and
Floor Stains

Structure Iron
Paint

Silk Stone
Flat Wall
Colors

Stephens
Interior Enamels

Stephens
Yacht Enamels

Carriage Paints

Stephens products have established a reputation in the West for quality and service.

Our paints are made to withstand the extremes of the Canadian climate, and do so efficiently.

Stephens Products are business builders—every can you sell brings other sales.

We have one of the best agency propositions in the Dominion—a proposition by which the dealer can reap a splendid profit.

Write for it to-day.

G. F. STEPHENS & CO.

LIMITED

Paint and Varnish Makers

WINNIPEG,

:-

:-

:-

CANADA

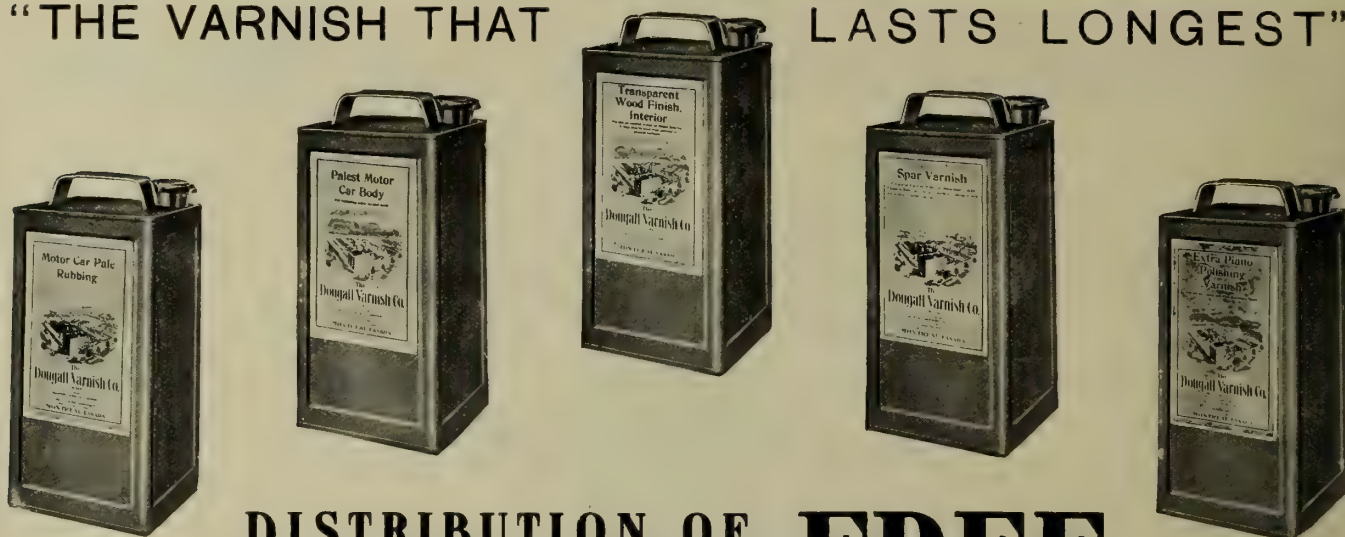
Branch at Calgary, Alta.

DOUGALL

VARNISH

"THE VARNISH THAT

LASTS LONGEST"



DISTRIBUTION OF VARNISH TEXT-BOOKS **FREE**

You Will Find These Text-Books of the Greatest *Value* to You if You Are Interested in the Using or the Handling of Varnishes.

There is a book which covers the problem *you* are interested in—no doubt it contains the exact information you have been looking for.

The books include Architectural Varnishes — Exterior, Interior and Floor Finishes (these are specially well gotten up)—Marine Varnishes—Automobile Varnishes — Carriage Varnishes — Furniture Varnishes—Konkreto (which gives concrete a dustless tyle-surface.) For the general Varnish Dealer there is a 60-page book, crammed full of varnish pointers, suggestions, helps—a really valuable book.

THERE IS ONLY A LIMITED NUMBER OF CERTAIN OF THESE BOOKS,
SO WRITE AT ONCE FOR THE ONE IN WHICH YOU ARE INTERESTED.

THE DOUGALL VARNISH COMPANY
LIMITED _____ **MONTREAL**

"ASSOCIATED WITH THE MURPHY VARNISH COMPANY, U.S.A."

Lampblacks

Throughout the Paint and Color Trade, Martin's Germantown is known as the synonym for Lamp Black in its purest and best form.

The history of the Lamp Black Trade is the history of the immense business of the L. Martin Co. It is the oldest firm of Lamp Black makers in the United States, having succeeded to the century old business of Caleb Fox in Germantown, Philadelphia, taking out its articles of incorporation in 1849.

The Philadelphia Works alone of the L. Martin Co. comprise several large buildings covered by over 100,000 square feet of roofs.

The purity and excellence of our blacks have won several Gold Medals, Grand Prix and Diplomas in open and International Competition, and in the course of our long history of over six decades we have received patronage from several Governments and the largest railroads and manufacturing corporations in the world.

This record of honors is a tribute, showing how after sixty years of competitive industry, The L. Martin Co. is still foremost; that while advancing with the times and initiating the most modern methods and machinery, we have maintained undeviatingly our standard of the highest purity and quality in our goods and the fullest value for money.

Whatever bears the name of the L. Martin Co. is the Best. By no other means could a firm have so triumphantly stood the test of time.

Why buy the "Near Brand" when the "Best" is procurable?

THE L. MARTIN CO.

Originators and manufacturers of the famous "Old Standard," "Eagle," "Pyramid" and "Globe" Germantown Lampblacks.

New York City

Philadelphia, Pa. Cincinnati, O. Johnsonburg, Pa. Middletown, Conn., U.S.A.

London, England

CANADIAN AGENTS:

J. A. TAYLOR, Montreal.

JAMES HAYWOOD, Toronto.

H. P. PENNOCK & CO., Winnipeg



ENDS ALL FLOOR TROUBLES

TRADE

ELASTICA

MARK

FLOOR FINISH



The one perfect
Floor Varnish.

BRINGS
BIGGER BUSINESS,
BETTER PROFITS.



STRAIGHT VARNISH TALK

About the Maple Leaf Paint and Varnish Proposition

MAPLE LEAF VARNISHES

Perfect satisfaction to the customer in the matter of varnishes is the ideal of every dealer.

Twenty years of varnish making in Canada has enabled us to adapt M. L. VARNISH FORMULAE to the exact requirements of Canadian climatic conditions.

Many varnishes successful in other climates are being introduced on the strength of their reputations built up elsewhere. Many of them have failed because they failed to anticipate extraordinary conditions.

It takes time to adapt such varnishes to new conditions. M. L. VARNISHES are already there. They are sure to meet the requirements of Canadian conditions. Twenty years of growth and development right in Canada makes them sure to be right for Canadian trade.

M. L. ELASTILITE for
inside and outside use.

M. L. OROLITE OIL
FINISH for use inside
only.

M. L. GRANITINE
FLOOR FINISH for floors
only.

THREE TRADE WINNERS EVERY CANADIAN DEALER
SHOULD INVESTIGATE, AS THEY ARE SURE TO BE RIGHT
FOR HIS TRADE.


OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

The selection of suitable varnishes for either floors, inside or outside work, is often-times puzzling to the consumer.

This department explains the best varnish to use, and why—together with the best methods of applying each. Then directs them to the M. L. agent for their requirements. Everything co-operates to bring the customer to the Maple Leaf dealer.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

THE MOORE LINE



of Paints and Varnishes
is a line of real quality
goods that you can handle with
satisfaction and profit.

Only the very best quality of raw
materials are used in the manufacture
of MOORE products, and the greatest care,
highest skill, and most up-to-date methods are
employed throughout the various processes.

Here are some of our leaders—each of them a
guaranteed trade winner.

MURESCO

The best wall finish

HOUSE COLORS

Ready for use.

FLOOR PAINT

Dries hard over night.

MOORAMEL

A perfect flowing enamel.

TILE-LIKE

Varnish and stain combined.

SANI-FLAT

A flat oil paint.

Write for Prices and Color Cards

Benjamin Moore & Co., Limited

West Toronto

New York

Cleveland

Chicago

The F. R. Murray Co., Ltd., distributors for British Columbia

The House For Good Quality And Prompt Service

Our Line Of

**PAINTS, OILS,
VARNISHES,
GLASS, ETC.**

Will Bring You Many
New Customers and
Good Profits



**Sanderson Percy & Co.
Limited**

THE OLD AND RELIABLE HOUSE
Wholesale Paints, Oils, Glass, etc., etc.

61-63-65 Adelaide St., West

TORONTO, ONT.

RAMSAY'S PAINTS

SPELL PROFIT



A Good Proposition for the Dealer

In the manufacture of RAMSAY'S PAINTS, quality is the first consideration, and price comes second. RAMSAY prices, however, are not high, though RAMSAY values are highest.

Dealers who handle RAMSAY'S PAINTS make better profits and give their customers better goods.

Our Guarantee is Your Protection

Let us Send you our Proposition—Send us a Trial Order, if you are not entirely satisfied. The Experiment Will Cost You Nothing.

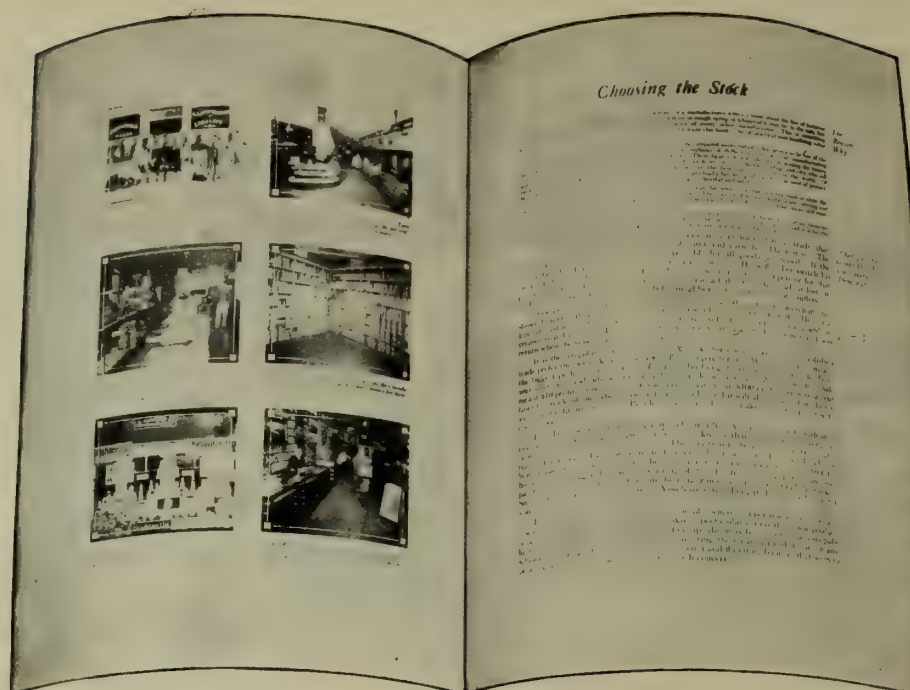
A Post Card Will Bring Particulars

Write To-day

A. RAMSAY & SON CO.

MONTREAL





Every Hardware Merchant wants to make as much profit as he can, out of his paint business.

Ideas and suggestions as to how best to develop your paint business on profitable basis will interest you. This is the kind of information given in a new book just published by The Sherwin-Williams Co., entitled, "How to Make Money in the Paint and Varnish Business."

If you are in the Paint and Varnish Business to make money, be sure and write for a copy of this book to-day, as you will find it helpful and interesting.

It tells about "Choosing the Stock," "Arranging the Stock," "Advertising your Store and Merchandise," "Getting New Business," "A Successful Spring Campaign," etc.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE PROTECTION OF PAINT

The dealer has a mighty strong argument for business who talks the value of paint as a protector. Paint protects against wear and decay.

MARTIN-SENOUR PAINT 100% PURE

saves the citizens of Canada thousands of dollars every year in the added life and usefulness it gives to all sorts of paintable property. Use this argument, Mr. Paint Dealer—sell MARTIN-SENOUR Paints and Varnishes then your profits will grow as your customers see the saving. Write today for our dealers' proposition.

The Martin-Senour Co. Limited

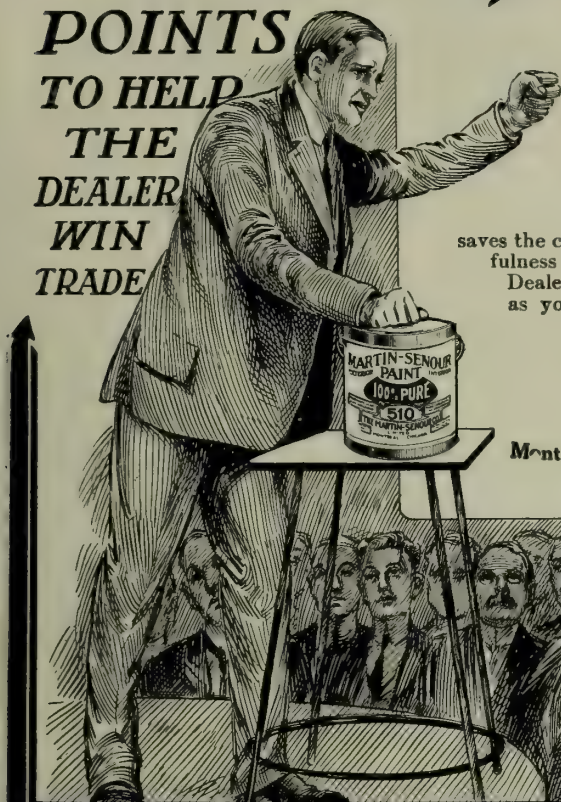
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

New Era Flat Wall Coating IS AN EXCELLENT BUSINESS-BUILDER

—every sale will lead to other sales.

It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR --:-- ONTARIO

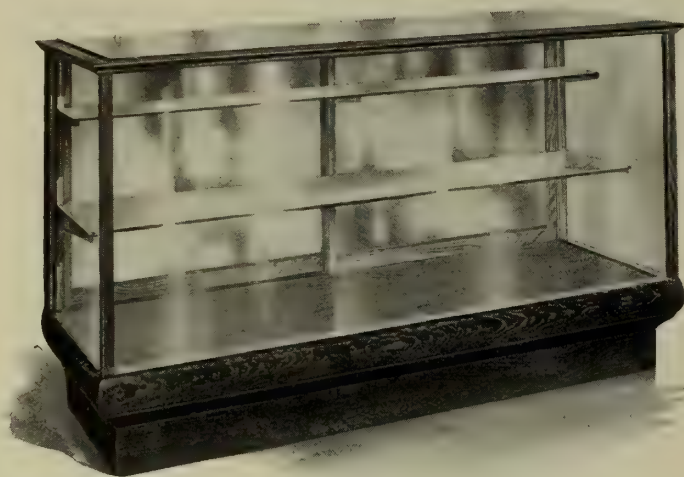
FORD BITS STAND FOR QUALITY
Carefully Made, Carefully Inspected

FORD



FORD

It Makes Good Wherever Tried
FORD AUGER BIT CO., Holyoke, Mass.



Give Your Goods a Chance

to sell themselves by displaying them to the best advantage. No matter how large or how small your floor space is, we can supply you with attractive show cases which will show your goods most advantageously, be an ornament to your store, and protect the goods. We carry a very large stock of show cases in a wide range of styles and our factories are equipped to turn out special designs if you require them. We will be glad to send you our new Show Case Catalogue and any information you may wish about our facilities for supplying you with store equipment of all kinds.

The Winnipeg Paint & Glass Company, Ltd.

"Everything for a Building."

Calgary Paint & Glass Co., Ltd.
Calgary

WINNIPEG

Edmonton Paint & Glass Co., Ltd.
Edmonton

THIS IS A LETTER, NOT AN AD.

We are glad that we let ourselves be made members of the "High Standard" Paint family for in looking over our books we find that we have belonged to this happy family just six months and in that time we have done more than four times the paint business done in the same months in previous years.

We are not surprised at the growth of our paint department when we consider the great help we have had in the way of advertising. The best advertising, we believe, is quality, and the quality as shown up by the first few sales was the direct result of many sales. The spring mailing campaign and the result of the "High Standard" Paint week **advertising matter**, was far greater than we expected.

The success of the paint department this season has shown us what quality and co-operation will do and if the same co-operation has been extended to all "High Standard" Paint dealers, we can only say that in another year we will be members of a far greater family.

Wishing you more success, for your success brings our success,

We are,

Can you say this about your paint line?

if not, write us and we will show you how, or we will give you the name of the agent who wrote this letter.

Johnson Paint
& Varnish Co.
Limited
Vancouver, B.C.

Lowe Brothers
Limited, - TORONTO

Lyon-Monkhouse
Limited
Winnipeg, Man.

CP PAINTS

The Canada Paint Co. is one of the oldest concerns in Canada manufacturing Ready Mixed Paints. We have for years made and marketed several well-known trade-mark brands, which are pushed and sold by Hardware Merchants from one end of the Dominion to the other. The growth of our business on these brands has been steady and consistent. We intend to market them and to push them more vigorously than ever.

ELEPHANT PAINT

This is an old reliable brand that has been sold for years all over the Dominion. It has won for itself an enviable reputation for satisfactory quality. It is a splendid paint at a moderate price, and in many localities it is an ideal paint for the paint dealer to feature. It will help him build up a good paint business.



CP CANADA PAINT. This is a new brand that we have put on the market this year. There is no better paint made than Canada Paint. It is made of the most carefully selected materials, that have been tested for their purity. It is thoroughly mixed and ground by special machinery. It embodies the latest advances in paint chemistry and paint manufacturing. We are particularly anxious to interest our old customers in the CANADA PAINT Exclusive Agency proposition.

In addition to the excellent quality of the product itself—which will go far to help the dealer build up a profitable business—this line is backed by a new and very complete system of advertising, which should be of interest to every paint dealer.

PRISM READY MIXED PAINT

This is another of our old brands which has been sold in all parts of Canada for a number of years, and has given good satisfaction to the Hardwareman handling and pushing it. Like Elephant Paint it is handled and pushed by many of our leading jobbers, which is an added convenience, as it ensures quick delivery of fill up orders during the rush of the painting season. Shipments can be made by your nearby jobber along with other goods.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



HERE'S A NEW MEMBER OF THE "MINERVA" FAMILY "FRESCONETTE"



The one perfect washable flat wall finish. For use on walls, ceilings and woodwork of homes, hospitals and public buildings, where economy, beauty of finish and absolute sanitation are a first consideration.

It is a specialty that will immediately appeal to your customers.

You should have a full assortment on your shelves. It will prove one of the fastest selling, and most profitable lines you ever put in your paint department.

Write for descriptive color folder, showing the 16 handsome tints in combination, in which "FRESCONETTE" is made.

PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

MINERVA HOUSE

Toronto, Winnipeg, Vancouver, London, England

Established 1834.

S-47



Every Can Of Sterling Prepared Paints



which you sell will be an advertisement for your store. Sterling Paints are full of quality and the user is not long in finding this out. He comes back for more when his supply is exhausted.

Sterling Paints are real live business builders—stock them now and watch your paint business grow.

You will be interested in what hardwaremen who sell Sterling Paints have to say—let us get you in touch with some of these dealers. They'll tell you all about the selling qualities of our paints.

Write Us To-day

Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



The Better You Serve Your Customers —The Better Your Business

Satisfied customers will help you build your business.

Here's one way to satisfy them. When you have a call for bronze paint be prepared to sell



and **BRONZE POWDER**

You can't say too much to your customer regarding the service-giving qualities of this combination.

It has been proved time and time again that these ingredients when mixed together form a bronze paint that does not deteriorate as quickly as the prepared kind.

Any novice can easily mix **Reflex Bronze Liquid** with bronze powder—and mix it right by following directions.

Send us your trial order to-day.

The Ault & Wiborg Co.
of Canada, Limited

WINNIPEG

TORONTO

MONTREAL

"NO OIL
TO SOIL"

HOWARD

"NO OIL
TO SOIL"



DUST MOP AND FLOOR
POLISHER



*Reg. U.S. Pat. Office.

NO DUSTER EVER MADE LIKE THE HOWARD



HANDLE
DUSTER

None That Retain Their Properties After
Being Sterilized with Hot Water and Soap

NO OTHER MANUFACTURER HAS OR CAN USE OUR PROCESS

The Howard ^{Is} The Standard

**In 5000 Best Stores, 1000 Institutions, Public Buildings, Colleges
and School Boards—IT IS THE ORIGINAL, THE GOVERNMENT
STANDARD AND THE STANDARD OF THE WORLD**

SOME OF THE PLACES WHERE THE HOWARD IS USED:

UNITED STATES GOVERNMENT:

U. S. White House	Washington, D. C.
U. S. Treasury Department	Washington, D. C.
U. S. Department of Interior	Washington, D. C.
U. S. War Department	Washington, D. C.
U. S. Department Public Printer	Washington, D. C.
U. S. Department Agriculture	Washington, D. C.
U. S. Navy Department	Washington, D. C.
U. S. Surgeon-General Department	Washington, D. C.
U. S. Patent Office	Washington, D. C.
U. S. Bureau Supplies and Accounts	Washington, D. C.
U. S. Smithsonian Institute	Washington, D. C.
U. S. Military Academy	West Point, N. Y.
U. S. Navy Yard	New York, N. Y.
U. S. Recruiting Station	Meadville, Pa.
U. S. Bureau of Education	Washington, D. C.
U. S. Quartermaster's Department	West Point, N. Y.

**FORTY-SEVEN POSTOFFICE BUILDINGS IN ALL
PARTS OF U. S.**

Also

300 School Boards Throughout the U. S.
16 Y. M. C. A. Buildings Throughout the U. S.
46 National Bank and Trust Co., Buildings.

Masonic Temple	Washington, D. C.
Agricultural College of Utah	Logan, Utah
Alfred University	Alfred, N. Y.
The Art Institute of Chicago	Chicago, Ill.
Boston University	Boston, Mass.
Bradford Durfee Textile School	Fall River, Mass.
Brooklyn Inst. of Arts and Sciences	Brooklyn, N. Y.
Brown University	Providence, R. I.
Dartmouth College	Hanover, N. H.
Drake University	Des Moines, Ia.
University of Chicago	Chicago, Ill.
Harvard University	Boston, Mass.
Harvard Dental School	Boston, Mass.
Harvard College Library	Boston, Mass.
Mass. Institute of Technology	Boston, Mass.
New York Public Library (all branches)	New York, N. Y.
Smith College	Northampton, Mass.
Penn. State College	State College, Penn.
Simmons College	Boston, Mass.
State Board of Health	Jackson, Miss.
State Board of Health	Nashville, Tenn.
Tufts College Medical School	Boston, Mass.

THE DUSTER THAT MADE IMITATIONS POSSIBLE

The Proof of the Profit is in the Selling—The Howard Dusters Sell

See that you get the "HOWARD," with RED DIAMOND.

**12 different styles, including Dust Mop.
Send for Dust Book and PRICE LIST.**

Howard Dustless Duster Co.

New York

Boston, Mass., U.S.A.

Chicago

**STANDARD SIZE
CLOTH**



A remarkable—



A truly wonderful paint.



This is the Original
BURMAN'S
No. 17
British Clipper

Has Cut Gears and Interchangeable Parts

Clips the thickest coat in 30 minutes and leaves a finish like silk.

All British built and made from the best materials in the world.

This is a line which will meet with the approval of your customers and one which will net you a good a profit.

Every Clipper is Guaranteed

We also manufacture—
Hand Clippers, Barbers' Clippers,
Sheep Shearing Machinery,
Clippers of all kinds.

Sold by all jobbers.

Full Stock of all parts carried at Montreal

Sole Agents for Canada

B. & S. H. Thompson & Co., Ltd.
Montreal



MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

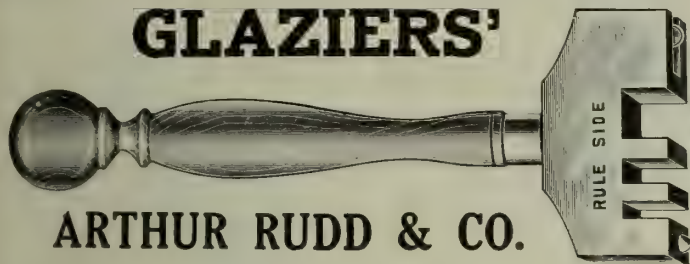
Office and Factory

225 Ambrose Street Montreal



GLAZIERS'

DIAMONDS



ARTHUR RUDD & CO.



ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.
Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

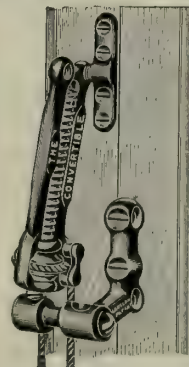
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

3/8 screw 4/-
1/2 " 6/6

1795 BRASS

3/8 screw 5/6
1/2 " 8/6

1797 GUN METAL

3/8 screw 6/6
1/2 " 10/6
each.

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

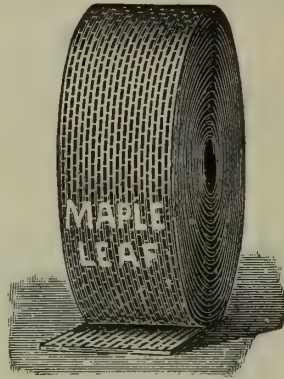
TO THE HARDWARE TRADE

If you are not already doing so, study your own interests and order a stock of

"Maple Leaf" Brand Stitched Cotton Duck Belting

It will give you a better return for the money invested than any other kind of belting.

Get a move on among the factories in your neighborhood, and you will be convinced of the utility of stocking "Maple Leaf."



You should know our jobber's prices. If you don't, write us, and we will be pleased to post you.

"Maple Leaf" is the strongest, truest running, most economical and efficient belt on the market.

**Manufactured
only by**

Dominion Belting Co., Limited

HAMILTON, ONTARIO

COTTON WASTE

MADE IN CANADA

Our brands for sale by Hardware and Oil Dealers.

Polishing Grades—Cream, White.

White "XXX Extra, Grand, XLCR, Empire, Star

Colored "Fancy, Lion, Standard, RR.

Made by

The Dominion Waste Mfg. Co., Limited

Sole Selling Agents:

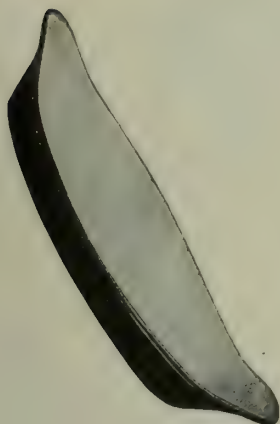
Scythes & Company Limited

18-22 Church Street
TORONTO

ALSO HEADQUARTERS FOR

33 Common Street
MONTREAL

Cordage, Twines, Cotton Duck, Tents, Tarpaulins, Flags



Guernsey

Earthenware

BROWN-WHITE LINED-ENAMELED

Cooking with the new Guernsey Ware is so good, so easy, and so convenient that the Guernsey demand would grow WITHOUT our advertising.

Yet we ARE advertising—to speed up things—for our own benefit—and for YOURS, Mr. Dealer.

During nineteen - thirteen Guernsey advertising will be bigger than ever—MORE women will want Guernsey Ware—more will buy it.

With a stock of Guernsey Ware in your store you will do much to get the coveted trade of women. You will sell the ware—first by individual dishes—later, by whole sets.

Our introductory assortment of best sellers includes casseroles, ramequins, custards, cocottes, shirred egg dishes, au gratin dishes, pudding dishes, pie plates, jelly molds—all in beautiful white lined, enameled, Brown Guernsey Ware.

Write for 1913 ad plans and catalogue 7. Write to-day.

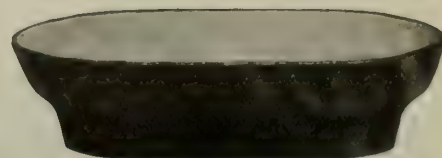
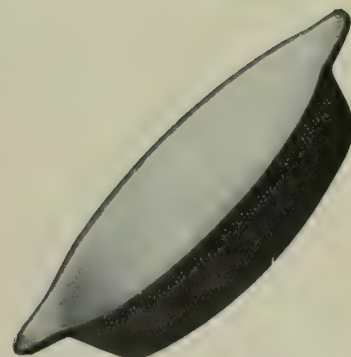
The Guernsey Earthenware Co.
CAMBRIDGE, OHIO, U.S.A.

Full Line of Samples at Bates & Ledden, 65 W. Broadway, N. Y.

This Mark
on



Every
Piece





Show him a Hamilton, and the extremely low price, and he won't be happy till he gets it.

And then when the other boys see him with his Hamilton, they won't be happy till they get Hamilton's, too.

You can build up a big sale on this wonderful little rifle in mighty quick time in your neighborhood.



are straight-shooting, hard-hitting game rifles that will please the boy as well as guns costing twice as much.

The barrel is made by our own process covered by exclusive patents.

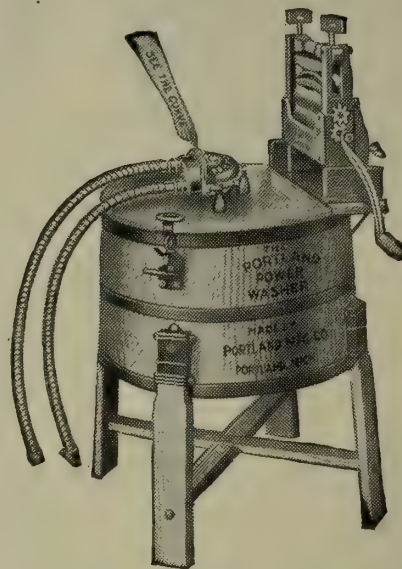
You need Hamilton Models 27 and 027 now to make your stock complete. Order from your jobber now. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World



You Sell

Preston Metal Shingles

From Catalog

We Allow Big Commissions
And Do Most Of The Work



One of the Cuts shown in Catalog "BETTER BUILDINGS"

Some dealers made from \$300 to \$1,000 in commissions last year selling from "Preston" Catalog. You can do the same if you are a hustler in looking up prospects.

When you think you have a man interested, write us. We will send our expert salesman, immediately, to help you close the sale. His services will cost you absolutely nothing.

Remember we do most of the work, but you get ALL the commissions.

Write us to-day.

When a man buys a keg of nails he's starting something.

Ask him if he is going to put up a new building or renovate an old one.

In either case show him this catalog—point out the economy of using "Preston" Metal Shingles and corrugated iron. Point out that they make the property more valuable, besides making it more attractive.

MAIL US THIS COUPON.

Please send us your latest catalog on "Better Buildings," also agency proposition.

Sign name here.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO



**WIRE NAILS,
WIRE STAPLES**
For Ordinary Use
And For Poultry
Netting,

**WIRE BALE TIES,
And
SPECIAL STEEL
BALING WIRE**



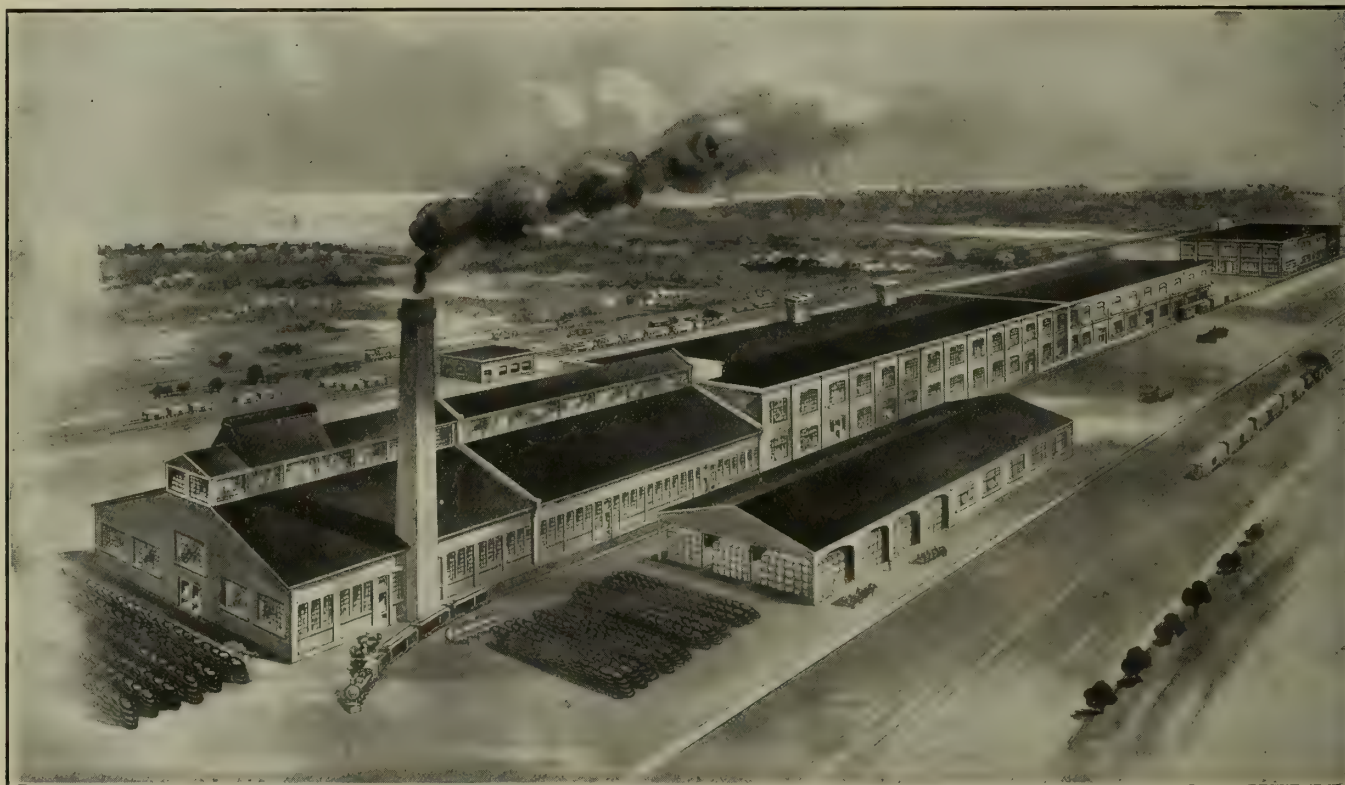
We have most improved machinery for producing high grade **Wire Nails, Wire Staples** for ordinary use and for poultry netting, **Wire Bale Ties and Special Steel Baling Wire.** Our nails have perfect heads and points, and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

Our Oiled and Annealed Wire, is extra soft and exceptionally well coated.

Our shipping facilities are the very best in the Dominion.

We can ship quickly by G. T. R., C. P. R., T. H. and B. and M. C. Ry.

Exclusive manufacturers for Canada of The Carnegie Steel Company's Brainard Patent Steel Barrel Hoop for all slack cooerage.



Our New Plant Erected 1912-13.

The Laidlaw Bale-Tie Co., Ltd.

**Hamilton,
Ont.**

Geo. W. Laidlaw, Vancouver, B. C.

Harry F. Moulden & Son, Winnipeg, Man.



Retail Bill and Charge Machine.

THIS is one of the 25 special-purpose Underwoods. With it any capable typist can look after all charge transactions of a retail store.

The Underwood Retail Bill and Charge System gives you the daily, progressive invoice.

The statement and the duplicate office record are made with the same operation—there can be no discrepancy.

All transcriptions are avoided, and the possibility of error is reduced to a minimum. With the addition of an automatic roll, which shows the amount posted each day, we have a positive check on the work, not possible with any other retail accounting system.

A complete, detailed statement of the customer's account is ready for him any day of the month.

The preparation of statements is continuous—not piled up at the end of the month.

The office record is specific, compact and legible; the clean-cut typewritten bill an evidence of progressive business methods.

It is one of the greatest time and money-saving systems ever introduced to the retail trade.

For particulars, samples of forms, names of users, prices, demonstration, etc., communicate with

Special Machine Department

United Typewriter Company, Ltd.

All Canadian Cities.

Head Office: Toronto

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

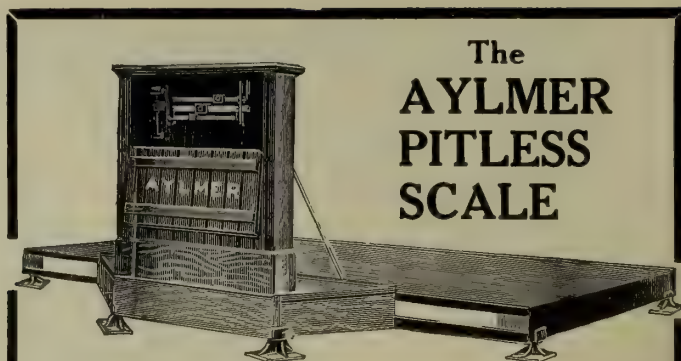
The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well.

We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West TORONTO



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario



The Carpenter Says:

The Master Brace

is his idea of what a brace ought to be.

Its general appearance delights the lover of fine tools. The metal parts are hand-somely nicked and the head and handle are of finely finished cocobola.

The chuck securely holds straight shanks from ½ to ¾ inch, and all styles and sizes of bits, tapers and irregular shaped shanks. The milled jaws have eight sharp holding points of contact with the shank, giving unusual tenacity of grip. Jaws adjust themselves exactly to the shape to be held. Our patent cap washer prevents chuck from working loose.

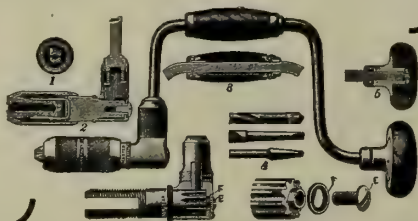
**A Distinct
Masterpiece in
its every Function.**

The effective and positive ratchet device is concealed, protecting the parts from dust. Has ball bearing head and centre handle, the latter being adjustable. The sleeve is of a new patent, just fitting the hand, and is reinforced at the lip to meet the strain at that point. The tail socket is made from solid bar steel, unbreakable under the severest usage. The jaws are so hinged upon a spring as to transmit any strain to the stout sleeve.

The Master Brace is made in 4 sizes—8, 10, 12 and 14 in. sweep.

**Millers Falls
Co.**

28 Warren Street
NEW YORK



Guaranteed by
The MARK of the MAKER

THAT trade-mark protects you and guarantees to your customers the fine English tool steel, high temper, sharp edges, well turned and fitted handles and fine finish of P. S. & W. Chisels and Gouges.

The largest and finest chisel line manufactured.

Write for Catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood, Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co., Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.
MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware

Established 1819

Address 29 Murray St., New York, N. Y., U. S. A.



Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 MCGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

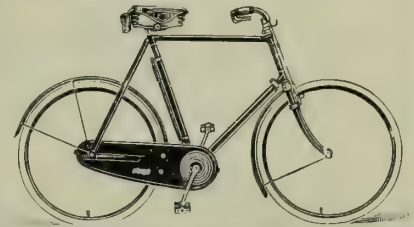
Maxim CYCLES

BUY BRITISH BICYCLES!!

Because they are QUICK SELLERS and GIVE SATISFACTION

The WORLD-RENOWNED "MAXIM" CYCLES have a splendid record for Reliability and Fine Finish and the Price is Right.

Drop us a line Now for our Export list and Special Quotations to Canadian Dealers. AGENTS WANTED where not represented.



The MAXIM CYCLE MANUFACTURING CO., Dept. 19 COVENTRY, ENGLAND

HEINISCH TAILOR SHEARS

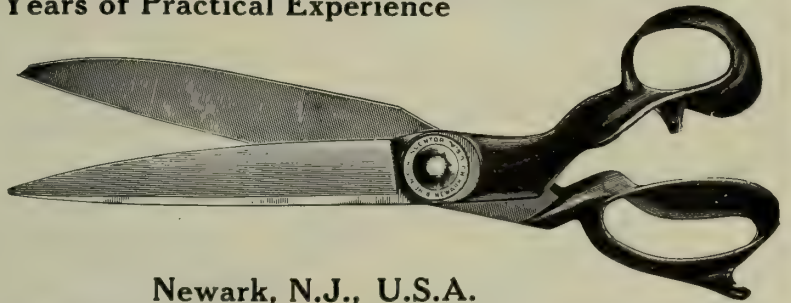
*Are Reliable
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinisch's Sons Co.,

Newark, N.J., U.S.A.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Siding
Sewer Pipe and Tiling
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 870

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

Morrisburg Tack Manufacturing Co., Limited

Head Office and Works: Morrisburg, Ont. Branch Office and Warehouse: Montreal, Que.

A complete line of
Tacks, Nails, Shoe
Rivets, Escutcheon
Pins, Moulding and
Finishing Nails for
the hardware jobber.



A complete line of
Shoe Finders' Goods
for the Shoefinding
Jobber and the Shoe
Manufacturer.

QUALITY
SERVICE
PRICE

- Satisfaction: We Give all Three

A copy of our new Illustrated Catalog and Price List will interest you—Mailed on request.

ST. JOHN, N.B.,
W. A. MacLauchlan,
56 Union Street.

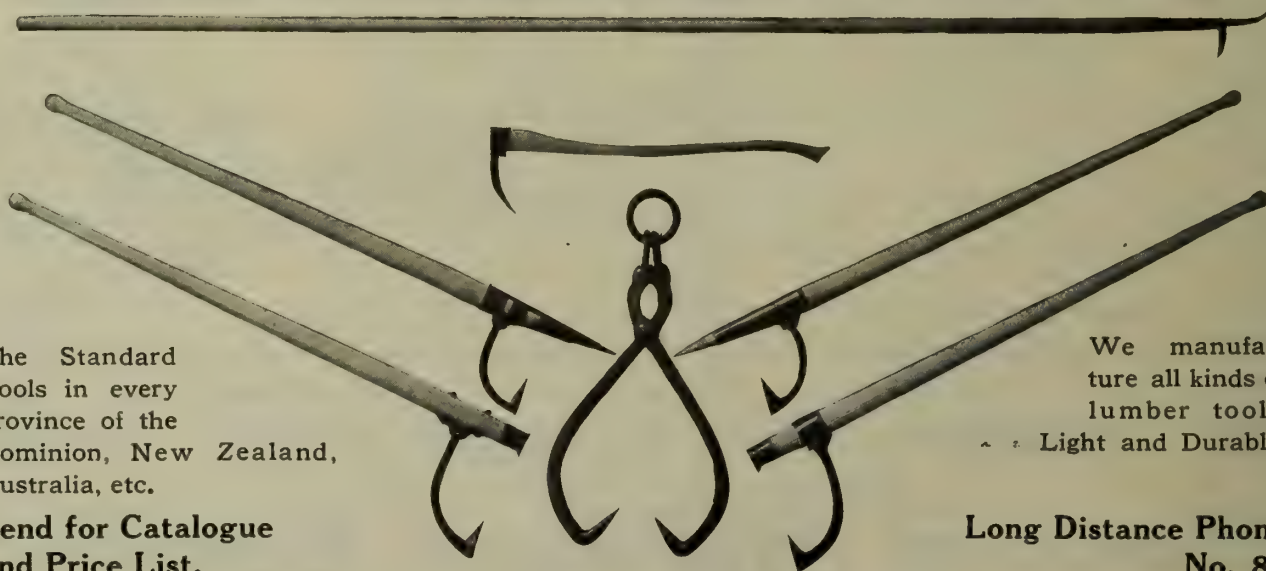
WINNIPEG, MAN.
John A. McEwan,
603 Union Bank Bldg.

RESIDENT AGENTS:

MONTREAL, QUE.
W. G. Pyper,
713 Can. Exp. Bldg.

VANCOUVER, B.C.
F. R. Murray Co., Ltd.,
1116 Hamilton St.

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

We manufac-
ture all kinds of
lumber tools.

Light and Durable.

Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL-AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.



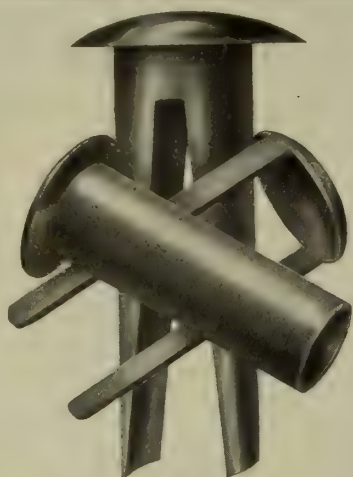
No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

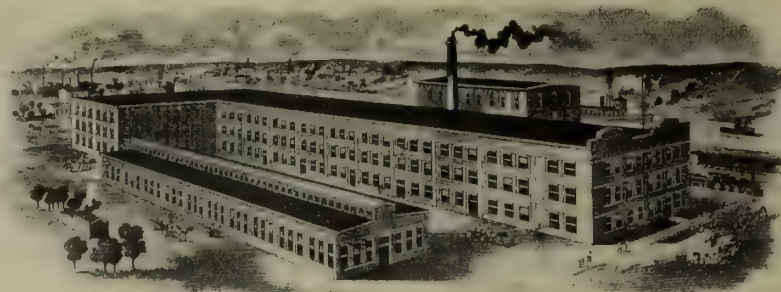
ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE, - N. J.



Bifurcated, Tubular and
Outside Prong Rivets



ESTABLISHED 1864

RIVETS, Iron, Copper and Brass
BURRS and Small Washers
WIRE NAILS, Steel and Copper

Escutcheon Pins Hardware Specialties

The Parmenter & Bulloch Co., Ltd.
Gananoque, Ontario

MONTREAL: 32 St., Dizier St. Phone Main 1023.

TORONTO: 34 Front St. W., Phone Main 2829.



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES
Etc.

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

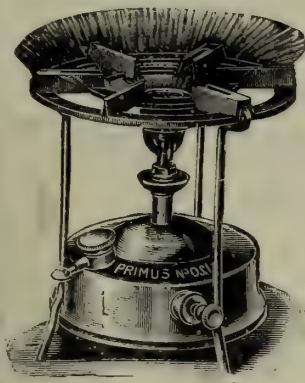
Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

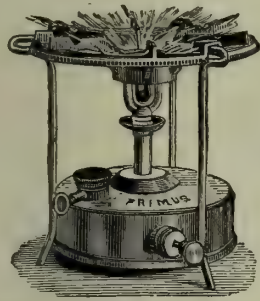
Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

The
JOHN
STEVENS
Co., Ltd.

Wholesale Plumbers'
Supplies,
WINNIPEG



The "PRIMUS ROARER"
Pattern



The "PRIMUS SILENT"
Pattern

THE "PRIMUS STOVE"

Burns Coal Oil without wick and
with a Blue Smokeless Flame

INTENSE HEAT

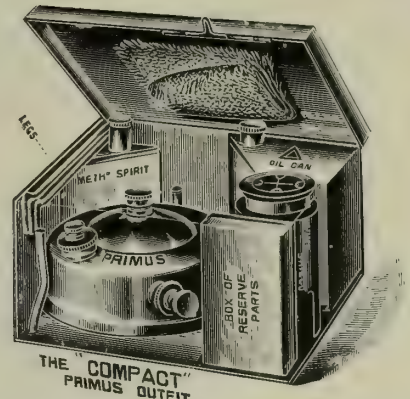
NO SMOKE NO SMELL NO DANGER

Easily Lighted, Regulated or Extinguished
like a Gas Flame.

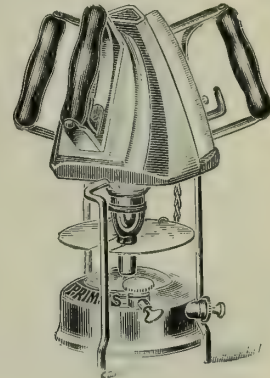
Also supplied with "HESTIA" Ovens. Will
cook a full dinner for 2 to 10 persons

Please write for Illustrated Catalogue,
Immediate Delivery.

SOLE DISTRIBUTORS FOR CANADA



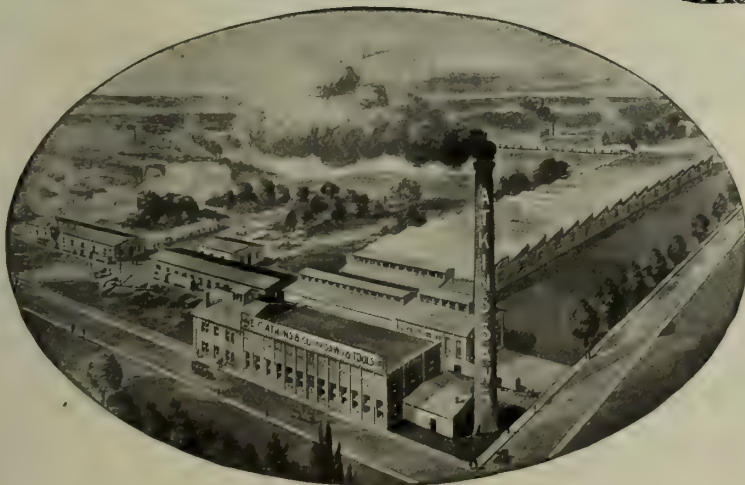
Suitable for Yachting and Camping, etc.



IRON HEATERS

The British Hardware & Importing Co., Limited, Montreal

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

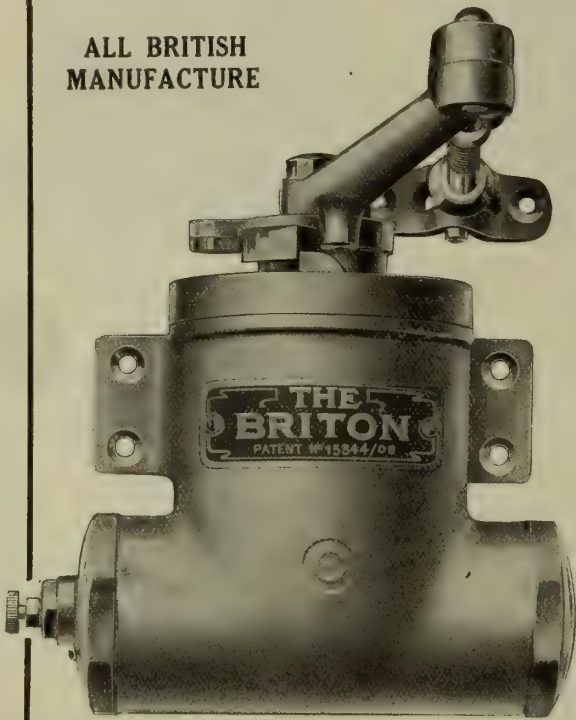
Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

The "BRITON" Patent Door Check & Spring

ALL BRITISH
MANUFACTURE



SUITABLE FOR EITHER HAND
WITHOUT ALTERATION

The horizontal cylinder which contains the checking device, is filled with a special oil, and is so sealed that the oil cannot exude.

The check-regulating screw is placed in the end, opposite to the checking end of the cylinder, and, being therefore immune from pressure of any kind, is not liable to leak.

MADE BY

WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

"RELIABILITY IN RUBBER"



Rubber Goods

FOR THE HARDWARE TRADE

We make Hose of all kinds; Packings to suit every requirement; Belting for all purposes; Tubing, Valves, Valve Discs, Force Cups and Plumbers' Supplies; Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, etc., etc.

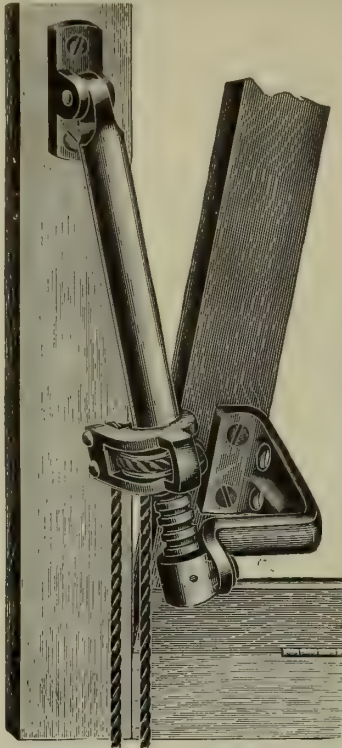
Send for Catalogue and Booklets.

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Company of Toronto, Limited

Toronto Montreal Winnipeg Calgary Vancouver
Sydney, Melbourne and Perth, Australia



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

CONNOR BALL BEARING WASHER



is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. The many

**Exclusive Features Make
it Easy to Sell**

as they attract unusual attention and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address.

*Drop us a card. Send for a copy
of our new catalogue, now ready.*

J. H. Connor & Son

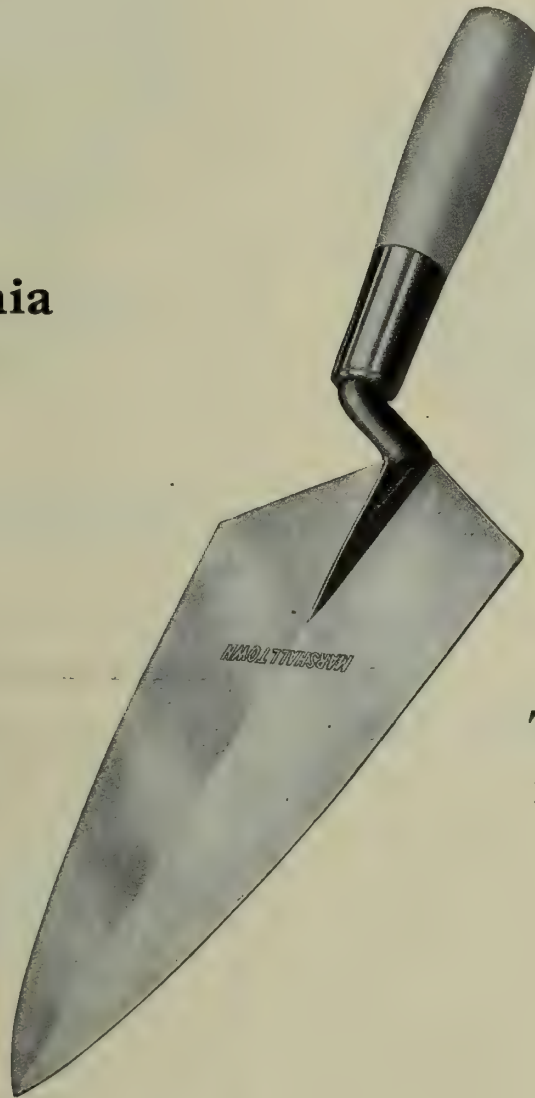
Limited

OTTAWA, ONTARIO

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia
Pattern



The Hang
is Perfect

THE QUALITY IS THE BEST

We have created the demand. Now, then, it is up to the dealers to supply it.

MANUFACTURED BY
MARSHALLTOWN TROWEL COMPANY
MARSHALLTOWN, IOWA

Windmill Power

is Growing in Popularity



for pumping, and it is not equalled by any power. Thousands of farmers who have done their first power pumping by gasoline engine have become tired of it and are buying windmills.

The Cost of a Baker can be Saved in One Year

The cost of gasoline, oil, batteries and repairs in pumping for 150 head of stock and the average farm home with a gasoline engine will buy a BAKER BACK GEARED Ball-Bearing Pumping Mill every year.

Our dealers' proposition is very attractive and will make you money. You cannot afford to neglect this opportunity.

Send for catalog—and list of satisfied users.

The Heller-Aller Company
Windsor, Ontario

Wire and Sheet Metal Goods

That Pay Good Profits

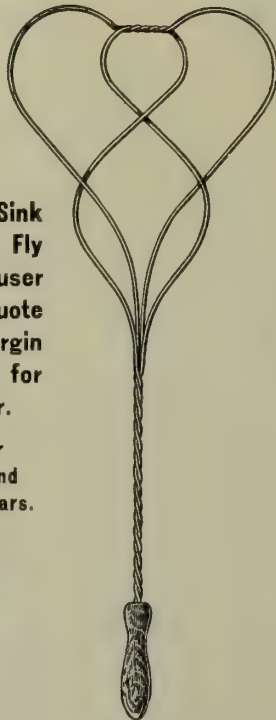
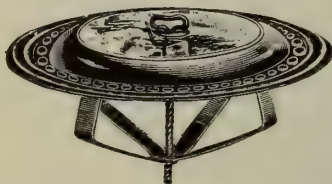
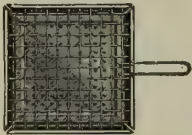
A Splendid Quality For Your
Notion Counter

We manufacture

Potato Mashers, Electric Egg
Beaters, Toasters, Flue Stops, Sink
Strainers, Carpet Beaters, Fly
Killers, Vegetable Sifters, Trouser
Hangers, etc., on which we quote
prices that have a splendid margin

for profit for
the dealer.

Write for
Catalog and
full particulars.



Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.

Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools



A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury,

Mass., U.S.A.



"A hanger for any door that slides." This is the "Royal" W222, a center-hung, ball-bearing Trolley Hanger in maple-lined Steel Track with Header. Noiseless and everlasting. Write for prices.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

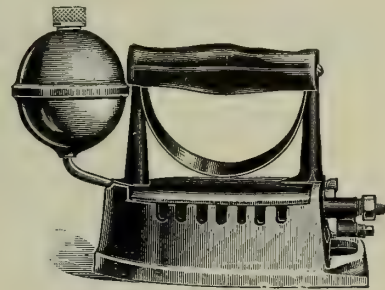
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS -:- ONT.

The Ideal Self-Heating Sad Iron

This is the iron that has met with such success in the States; it is being manufactured in Hamilton, Ont., from which place orders will be filled on and after April 1st.



"IDEAL"

The Iron That Heats Itself.

In the Spring and Summer, when the stove isn't running with all flues open, and ironing day comes round, the housewife is ready to listen to the story of the iron that heats itself.

There's no better ironer than the "Ideal." There is no cheaper heat-getting method than that of the "Ideal" gasoline fuel and generator.

"Ideal" will sell—it's the best thing the housewife can buy.

You can guarantee it.

Write us for prices or ask your jobber.

The Ideal Sad Iron Mfg. Co.

Hamilton, Ont.

on and after April 1st. 1913.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of
the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots,
"Anglo" Enamelware. All kinds of Builders' Hardware,
Night Latches, Rim Locks, Cylinder Padlocks, Steel and
Brass Butts, T. Hinges, Meat Choppers, Potato Mashers,
Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

Wide Galvanized Sheets.

Sheets now being Machine
Coated up to 54 in. wide,
in 10 gauge and lighter.

These sheets are clean and
evenly coated and are much
superior to sheets coated by
the usual dipping method.

**THE DEFOREST SHEET
& TINPLATE CO.**

Niles, Ohio.



Quick Deliveries
Superior Quality

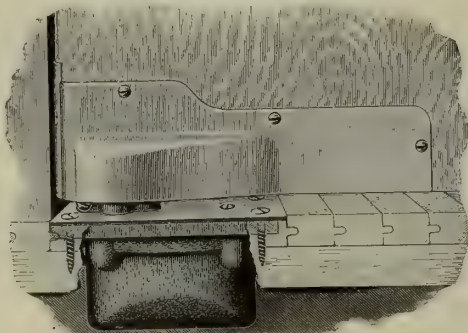
6,000 tons of standard
sizes carried in Mill
Warehouse.

Canadian Sales Agents:

WITTING BROS.

Montreal,

P.Q.



Patented Oct. 31, 1911.

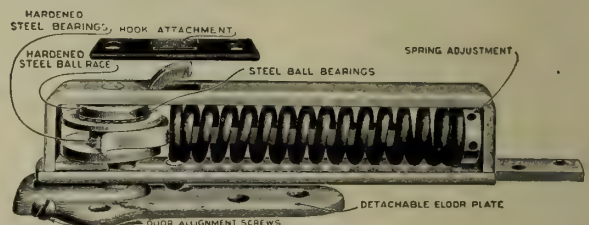
A double acting checking spring hinge for
doors between dining room and pantry or
kitchen; also used extensively in Banks,
Churches, Hospitals, etc.

"STANDARD"

**Double Acting Spring
Floor Hinges**

It is a door check and hinge
combined.
It automatically closes the
door without a slam.
It prevents children from be-
ing knocked down.
It prevents injury to hands if
caught when door is closing.
It stops door exactly at centre.
It holds door open automati-
cally when desired.
It renders the action of door
absolutely noiseless.
It will outwear three of the
spring hinges now in com-
mon use.

We also make Pivot Check for
double acting doors, as well
as other hardware specialties.



Patented April 20, 1909.

FOR UNCONTROLLED DOORS.

Our hinges are made from the best quality of ma-
terial and by skilled workmen, and guaranteed
against any defects in material or workmanship.

Write us for further information.

STANDARD MFG. CO.,

SHELBY

--

OHIO, U.S.A.

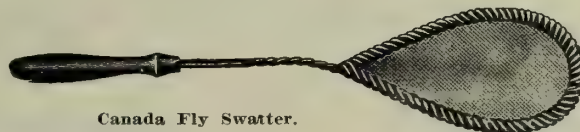
THE COMING OF SPRING

Means a Change and Readjustment in Your Stock



Balloon Fly Trap.

The first warm days of the early Spring, which it seems certain we are to have this season, will bring Mr. Housefly out of his winter quarters. THEN is the time to "get him"—before he has an opportunity to set up housekeeping—and here are two of the best means of ending his career before it is started—our Balloon Fly Trap and Canada Fly Swatter. The Balloon Trap this year shows an improvement in one, which is stronger and neater.



Canada Fly Swatter.

the bottom, the old wooden base being replaced by a metal



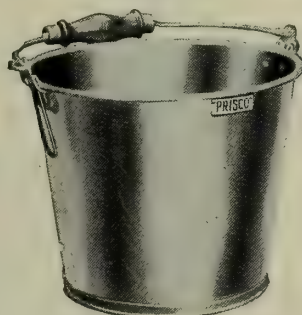
With the advent of Spring, building and roofing operations take a decided impetus, and roofing supplies are wanted quickly. Our stock of Trough, Pipe, Elbows, in all styles and angles, hooks, mitres, roofing tools, etc., is always complete, and shipments will be made the same day orders are received. Conductor Elbows are now packed in cartons, which are more convenient and safer than crates in shipping small orders.

"WRICO WARE"

At the first of the year we erected new buildings, installed some very heavy presses and machinery, and constructed a new department for the manufacture of a new line of extra high-class Tinware and Galvanized Ware, to meet the growing demand throughout Canada for a better class of goods than the usual run. The "WRICO" line is very heavy and strong, and while, of course, somewhat higher in price, is well worth the difference, considering its strength and wearing qualities.

"Wrico" Ware consists of
Galvanized Pails, 4 sizes.
Tubs, 3 sizes.
Ash Cans, 2 sizes.
Wash Boilers, 4 sizes.
Dairy Pails, 4 sizes.
Strainer Pails, 4 sizes.

Write us for
prices and
description.



"Wrico" Dairy Pail.

LANTERNS

Two types with but a single price.

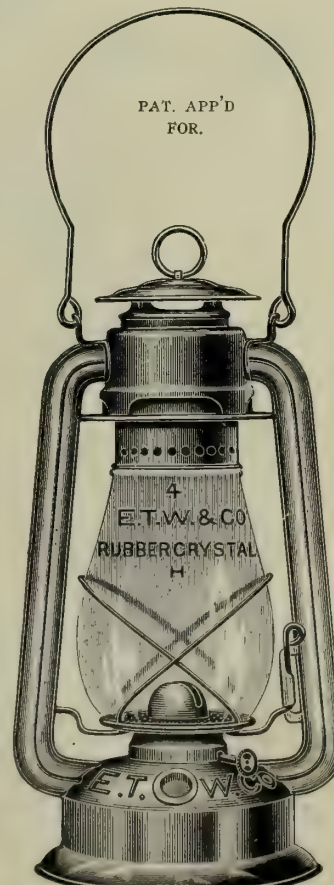
With Rubber Crystal Globes, patented swaged ears and self-righting handle, dome well, pressed tubes, I.X. stock throughout, and the guarantee of a firm which introduced the first Cold Blast Lantern into Canada thirty years ago, and has been manufacturing, experimenting and improving the type ever since.

Our No. 3 Wrightlight is ready to ship now, and all orders will be filled the day they are received. Note the dome well, inside bottom lift, patented ears and self-righting handle, and swing back cone burner—four features which are found on no other No. 3 Lantern but the Wrightlight.

THE PRICE BEING EQUAL, WHAT LANTERN ARE YOU GOING TO HANDLE?



No. 3 Wrightlight.



No. 4 Cold Blast.

E. T. Wright Company, Limited

HAMILTON,

CANADA

Agencies at Vancouver, Winnipeg, Toronto

Robert Sorby & Sons, Ltd.**High Quality****Sheffield****Tools****Stocked in
Canada****at
Winnipeg
and
Vancouver****Send in
your orders to****Geo. H. Saywell Co.****Winnipeg**

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited**GALT, CANADA**

RE-SHIP AT REGINA

Why?

It is the Hub of the West

and you need a point to which you can consign your goods in carloads or large quantities, taking advantage of the low long-haul rates, and from which you can distribute with the greatest directness.

We are located at Regina for storing and distributing. Our warehouse may be your Western Branch. By storing we save you time. By re-shipping we save you money. The plan is practicable, our charges are reasonable, our service experienced, our shipments prompt, our reports regular.

Write your particular needs. We believe we can meet them. We are serving scores of Eastern wholesalers and manufacturers.

**REGINA STORAGE AND FORWARDING CO.
LIMITED**

REGINA

MAYMORE



IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY**48, YONGE ST. ARCADE TORONTO.***Manufactured by***MAY & PADMORE LTD. BIRMINGHAM.**

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

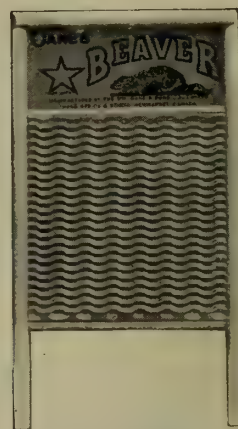
W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

Woodenware

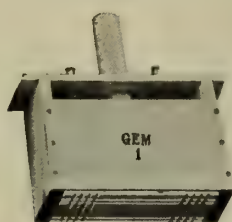


BRASS WASH
BOARDS

A Line of Real Live



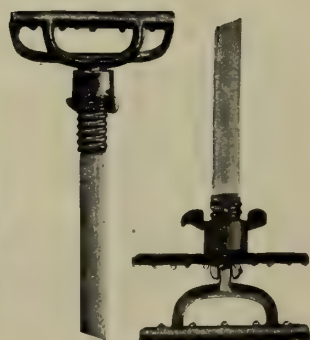
ACME BUTTER
MOULDS



GEM BUTTER
MOULDS

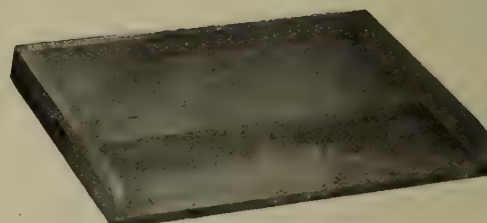


JERSEY BUTTER
MOULDS



MOP WRINGERS

**The Wm. Cane &
NEWMARKET,**

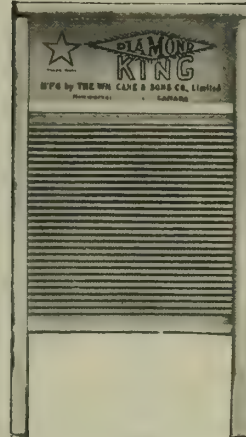
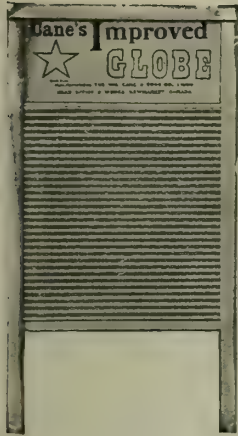


BAKE BOARDS

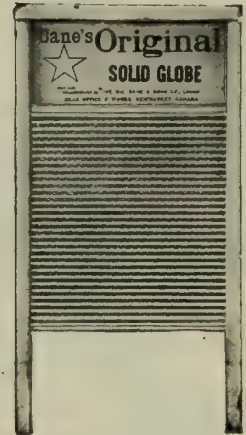
The dealer should be just as particular in his selection of woodenware as he is in other lines. Poor quality will ruin any business—good quality will make it successful.

You can handle **Canes' Woodenware** with the greatest confidence. The quality of material used and the construction are the assurance of perfect satisfaction—are the assurance of re-orders and many new customers.

of Quality



GLASS WASH
BOARDS



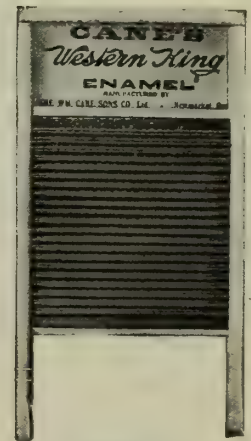
ZINC WASH
BOARDS

Business Getters

Canes' Woodenware is well and favorably known. It is finely finished and very attractive.

Canes' Standard Wooden Tubs are better than metal or any other kind of tub because they hold heat and keep wash water hot longer—and there is no chance of the wooden tubs rusting the clothes.

Every article that we sell is absolutely guaranteed. We will give you your money back if any should not be as we claim. Let us send our catalog. Ask your jobber for prices.



ENAMEL
WASH BOARDS

Sons Co., Limited
ONTARIO



PAILS



FOLDING
SAW HORSE



WASH TUBS

SMITH'S SPRAYERS

This Pump quickly attached to any barrel. All working parts brass. Requires no priming. Brass ball valves and valve seats, paddle agitator. 5-ply hose. Brass Vermorel Nozzle, throws any size spray or stream 50 feet, and impossible to clog. Adapted for spraying fruit trees, whitewashing stables. Forty other styles to select from. For spraying garden vegetables, trees, shrubbery, washing wagons, windows, etc. Write for free catalogue and agents' proposition on full line.



D. B. Smith & Co.

500 Genesee St., Utica, N.Y., U.S.A.

No 25 Fig. 300-bbl. Spray Pump.

Step Ladders 4 to 12 Feet



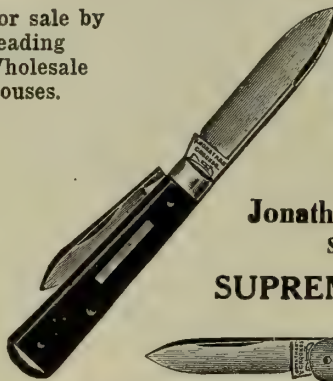
Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.
Limited

OTTERVILLE ONT.

For sale by
Leading
Wholesale
Houses.



Jonathan Crookes & Son
Sheffield, Eng'and

SUPREME CUTLERY



ARCTIC METAL

For Cool Bearings

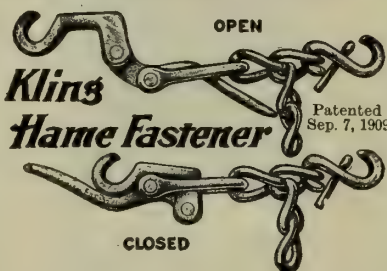
**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER**

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

CAVERS BROS.

MANUFACTURERS

GALT ONT.



When in the market for good, yet reasonably priced cutlery, particularly

Table and Butchers' Knives

investigate the lines made by G. Perkinson, 113 Broad Lane, Sheffield, England.

For prices and samples apply to our sole agents (to the wholesale only).

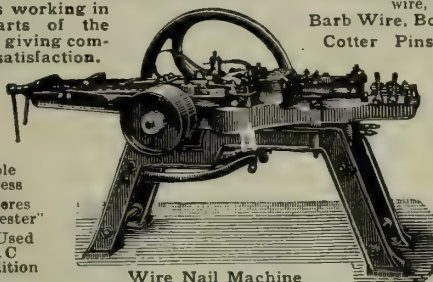
Godfrey S. Pelton & Son
203 St. Nicholas Bldg., Montreal

ED. BRAND Machinery for

Specialist in the Wire Trade
for 15 years

472 Moss Lane East
MANCHESTER, ENG.

Plants working in
all parts of the
world giving com-
plete satisfaction.



Wire Nail Machine

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from
wire, such as:

Barb Wire, Bolts, Coach Screws,
Cotter Pins, Cut Nails and

Tacks, Electric

Welded Chains.

Furniture Springs.

Hinges, Hooks.

Locks, Nails.

Rivets, Screws.

Staples, Wire

Nails, Etc., Etc.

Etc.

Cable
Address
"Filliers
Manchester"
Code Used
A.B.C
5th Edition

BEAR BRAND LAMP BLACKS

The Bear Brand is

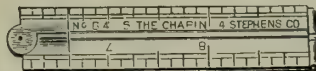
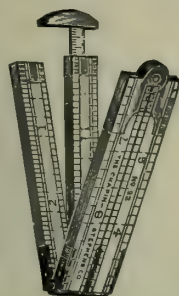
the only Germantown Lampblack

We are the Largest Producers and
Shippers in the United States.

This Black is used by all consumers who are able to dis-
criminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St.,
Toronto; H. W. Glassco, Winnipeg.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

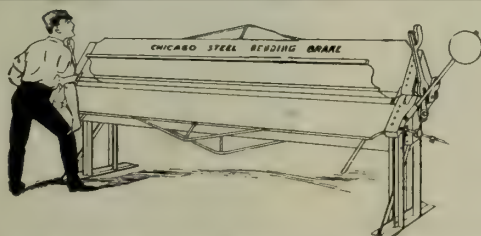
Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South
HAMILTON, ONT.



CHICAGO STEEL BENDING BRAKES

They can be best judged by what the users say. A cus-
tomer writes: "Received Brake all O.K. and are well pleased
with same, which is by far the best machine of its kind we
have seen."

"Yours truly,

"G. B. HOSKIN & SON,"

Strathroy, Ontario.

The Steel Bending Brake Works, Chatham, Ont.

G. BRAULIK

Manufacturer and Exporter of all Electrical Supplies

8 Lambeth Hill, Queen Victoria Street
LONDON, ENGLAND

Cablegrams: A.B.C. CODE, 5th EDITION.

SPECIALTIES:—Motors, Motor Generator sets, Arc
Lamps, Accumulator sets for private lighting, train
lighting, etc. Accumulator Hand Lamps for use in
mines and factories, Metal Filament Lamps, Current
Limiters, Time Switches, Lighting Accessories, Fittings,
Shades, Bells, Telephones, Medical Apparatus, Novelties,
Pocket Flash Lamps, etc., etc.

ANY OF THE ABOVE SECTIONS OF CATALOGUES MAILED
FREE UPON REQUEST.

ARE

YOU

ALIVE

To the possibilities which a Want
Ad. in Hardware and Metal
holds for you? Do you know that
for a few cents you can gain the
attention of every hardware re-
tailer, wholesaler, manufacturer and
clerk in Canada?

RATES: payable in advance.

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

MAKE A NOTE OF THE GEM AND JEWEL LINE OF CITY MAIL BOXES

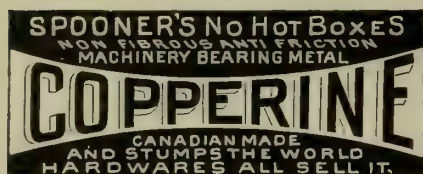
THEIR PROFIT PRODUCING
POSSIBILITIES COMMEND
THEM TO THE DEALER.

THEIR MANY
POINTS OF
MERIT
SUPERIORITY
OF
CONSTRUCTION
AND
HANDSOME
APPEARANCE
COMMEND
THEM TO THE
PURCHASER.
MADE BY
THE
PECK-HAMRE
MFG. CO.
BERLIN, WIS.



BABBITT METAL.

MANUFACTURERS' AGENT.



H. E. JOHNSON
Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

BUILDERS' SUPPLIES.

RIVETS AND STEEL PRODUCTS.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Fellow Plates.

CLIPPERS.

STAPLES.



Hardwaremen: Ask your job-
ber for Poultry Netting Staples
put up in handy packages to
retail at 5c and 10c.
JAMES & REID, Perth, Ont.
Makers of Good Staples

COAL BAGS.

TOOLS.

Coal Bags made of No. 2 or No. 6
heavy duck, well sewn with heavy twine
and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.



Send For Our New Catalog

Most complete line of

**SCREW DRIVERS AND
SMALL TOOLS**

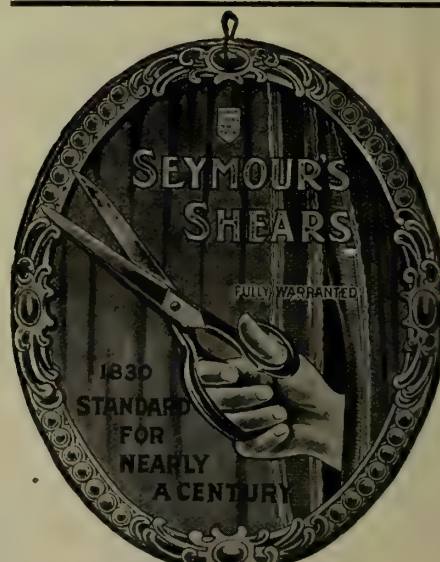
PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

HOOKS.



A want ad. in this paper will
bring replies from all
parts of Canada.



Reproduction of
NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO. Montreal
Canadian Agents



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

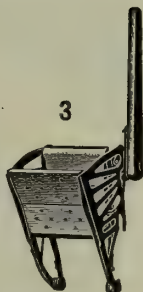
JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



The
WHITE
MOP
WRINGER



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



WHITE MOP
WRINGER CO.
FULTONVILLE,
N.Y.



**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair
dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

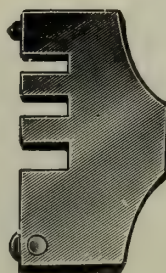
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

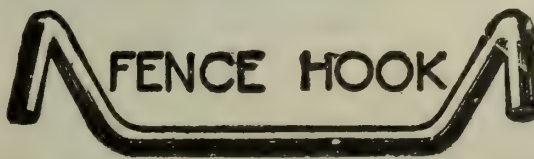
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



There's A Splendid Profit and Much Satisfaction in Selling

D. PERES Barrel Brand CUTLERY

If you are particular about the quality of cutlery you handle, sell "Barrel Brand."
It is the best assurance of absolute satisfaction and good, clean profits.
The fact that the demand is rapidly increasing is proof of good quality.
A trial will convince you that "Barrel Brand" Cutlery is the best to handle.

Write to-day for particulars.
Canadian Agents:
GREEFF-BREDT & CO., TORONTO
Western Office: Feilman & Jardine,
222 Portage Ave., Winnipeg.



(Razors, Pocket Knives and Scissors)

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANYWARE

MADE IN CANADA

Best Goods
Best Prices
Best Deliveries

Write to-day for our special bargain assortment offer this month

THIS TRADE MARK
WARE M'FG.CO.LTD.
OAKVILLE
PURE ALUMINIUM WARE
ON EVERY ARTICLE

THE WARE M'FG.CO. LIMITED OAKVILLE, ONT.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

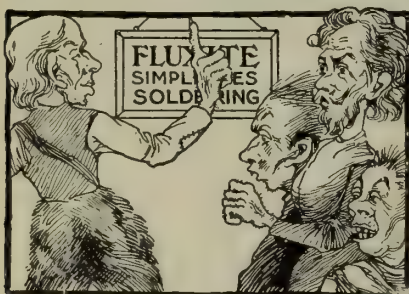
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, - - 19 Jarvis Street, - - F. J. SCHUCH, Agent.

Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

The Canada Metal Co.

LIMITED

Head Office and
Factory
TORONTO



Branch Factories
MONTREAL
and
WINNIPEG

EVERYTHING IN

METALS

COPPER, TIN, LEAD,
ZINC, ALUMINUM
and all
INGOT METALS

"Write for prices"
**LEAD PIPE,
SOLDER**
ALL GRADES



W. G. HARRIS,
President

Sheet Lead, Lead
Wool, Traps
and Bends

We manufacture

**Babbitt Metals
of Quality**

and our reputation for
manufacturing

GOOD GOODS

is well deserved and well
maintained



HARRIS HEAVY PRESSURE
The Babbitt Metal without a fault.



W. G. HARRIS, Jr.,
Vice-President

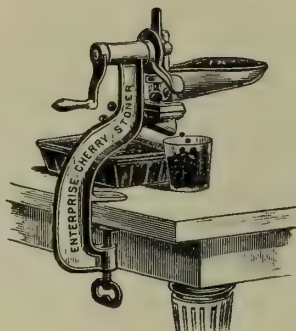
Service and
Reputation for
Quality

have made us the largest
exclusive

Metal Men
in the Dominion of Canada.

The ENTERPRISE

Cherry



Stoner

Will sell quickly because housekeepers are quick to realize the advantage of using such a machine.

Housewives who have used the Enterprise Cherry Stoner find it indispensable, because *it saves time and makes work more pleasant.*

Our machines do rapid and effective work. They are far easier to adjust than other machines, and the jaws absolutely retain their position when set.

The parts are interchangeable. In the Cherry Stoner we embody high grade materials, as we do in all our other products. It is built to give a very long service.

It is the best investment the housewife can make.

Enterprise Goods pay the dealer splendid profits and protect him against dissatisfied customers.

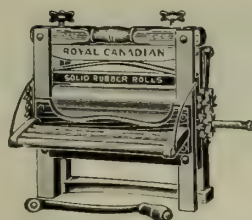
Write us for full particulars and prices

**THE
ENTERPRISE MANUFACTURING CO. OF PA.
PHILADELPHIA**

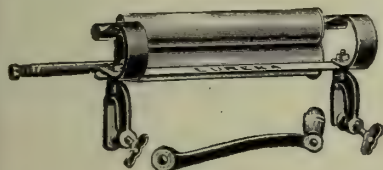
29 Murray St., New York City

530 Golden Gate Ave., San Francisco, Cal.

176 N. Dearborn St., Chicago, Ill.



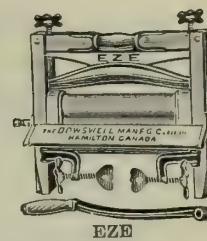
Royal Canadian



Eureka



Melrose



EZE

WASHERS and WRINGERS

Many Kinds. All Dependable

The Most Reliable and Best Selling Machines on the Market.

A line that embraces sufficient variety to satisfy every requirement of the most extensive trade.

They're made for the trade that appreciates **QUALITY** and that sticks to a line they know can be depended upon.

They appear in the catalogues of the best wholesalers and in the showrooms of the best dealers.

PLAYTIME
(Hand or Power)



Made by

CUMMER - DOWSWELL

LIMITED

HAMILTON, -:- CANADA

The largest makers of Washing Machines and Clothes Wringers in the British Empire

Agents: W. L. Haldimand & Son, Montreal
H. S. Moulden & Son, Winnipeg



NEW IDEA

HENRY BOKER'S

"ARROW"  BRAND

Every Piece **HARDWARE** is Guaranteed

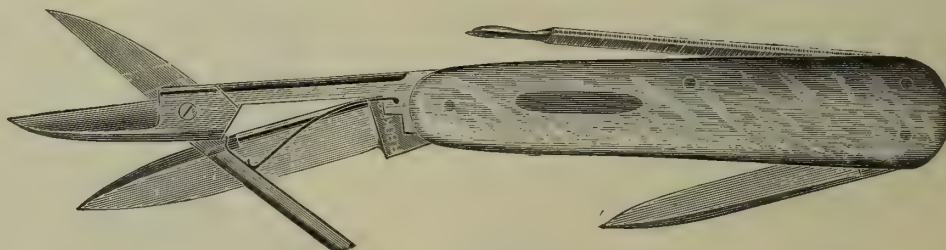
Pliers of Every Description,
Style and Finish



Every Pair Tested and Warranted

H. Boker & Co.'s

Knives, Razors, Scissors and Shears
Acknowledged to be the Best on the market



*A Wide Range of Patterns
to Select From*



For Sale by all Leading Wholesale Hardware Firms

Your Business Will Increase If You Sell **Barton-Netting** GOODS OF QUALITY

Our up-to-date methods of manufacturing, the quality of materials used, and the employment of skilled mechanics are responsible for the high quality of our products.

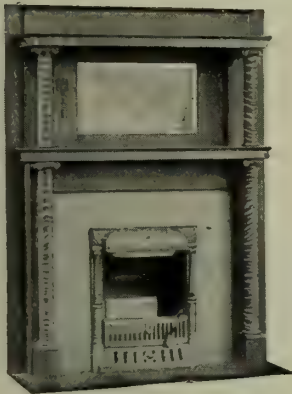
A trial will convince you that our goods are very profitable as well as reliable.



Wood Mantels—70 Patterns Any Finish

Keep a sample mantel or two in stock. When it comes to installing them all you have to do is to send us measurements and we will promptly send you full instructions to install any work of this description.

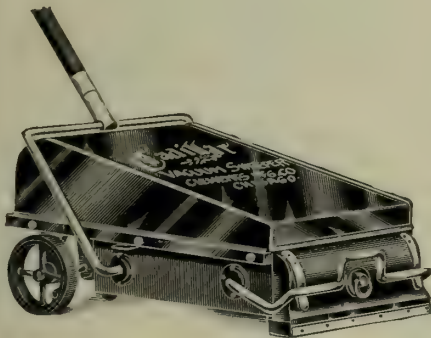
Write for our catalog and proposition.



Grates for Coal, Gas or Electricity

[Baskets, Andirons, Fenders, Fireplace Furnishings
of all kinds.

Tile Work in all its Branches, for Floors, Walls
and Fireplaces.



The Windsor Vacuum Sweeper

Works like a carpet sweeper. Power is generated from axle in such a way that the suction is continuous. Weighs only nine pounds. Can be retailed cheaper than any Vacuum Cleaner on the market—therefore there will be a big demand.

Pays about a 50% profit.

Ask us for descriptive matter.

We have the very best facilities for quick service. Will be pleased to receive inquiries.

The Barton-Netting Co., Ltd.

38 Ouellette Ave., Windsor, Ont.

Gas and Electric Fixtures, Mantels, Grates, Tiles and Fireplace Furnishings

ANTI-DUST

**SWEEPING
POWDER**

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg



Increase Your Spring Sales By Handling The "Norcross" Line of GARDEN CULTIVATOR-HOES AND WEEDERS

Close hand cultivation is best, and "NORCROSS" Cultivators, Hoes and Weederers are like a human hand; the fingers of which work closely around the delicate plants without injuring them; stirring the soil to any depth, and leaving it level and loose, without a footprint upon it. The "NORCROSS" is the only Cultivator-hoe with detachable handle ferule (Pat'd.), which provides for its use as a wheel plow attachment. Professional Gardeners declare that no wheel plow on the market has an attachment equal to our Cultivator-hoe. All prongs are detachable. Write any of the following Canadian jobbers for circulars and prices. McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; Merrick-Anderson Co., Winnipeg; J. H. Ashdown Hardware Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.

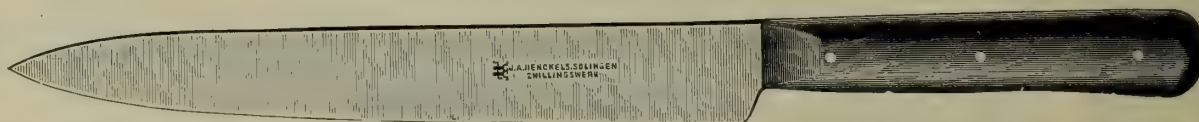
C. S. NORCROSS & SONS, - Bushnell, Ill., U.S.A.
Patentees and Sole Manufacturers

J. A. HENCKELS

Henckels Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

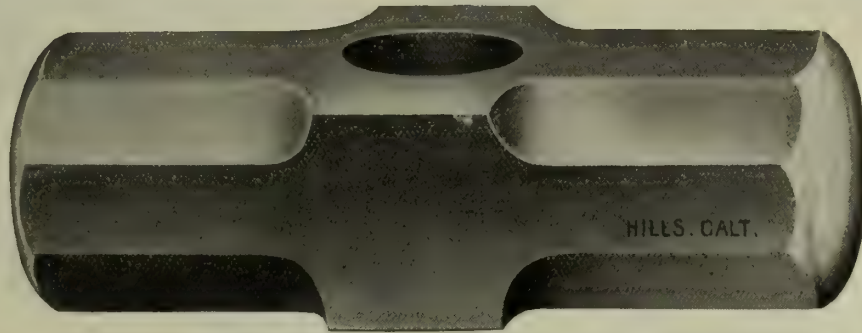
Cutlery of every description



Sole Agents, **F. W. LAMPLOUGH & CO.**

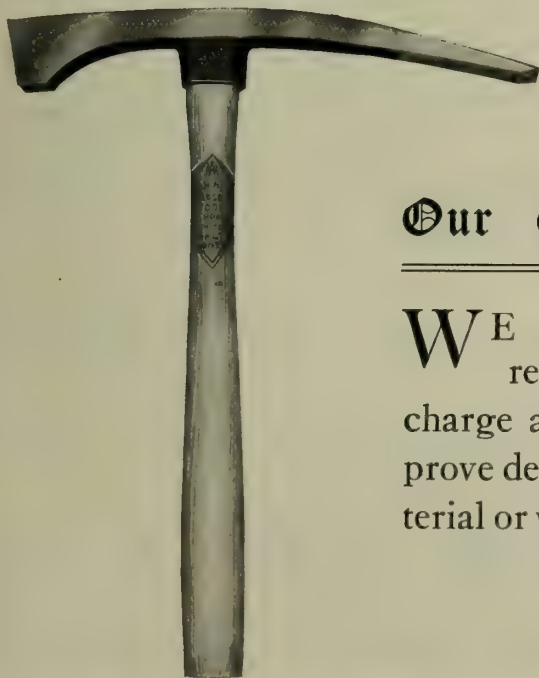
9 Debresoles St., Montreal

WE MANUFACTURE
**AXES, CHISELS, HAMMERS, DRAW KNIVES,
LUMBERING TOOLS, ADZES, Etc.**
Of The Highest Quality



We Use The **BEST ENGLISH STEEL** Suitable for
Each Tool

WRITE FOR CATALOG



Our Guarantee

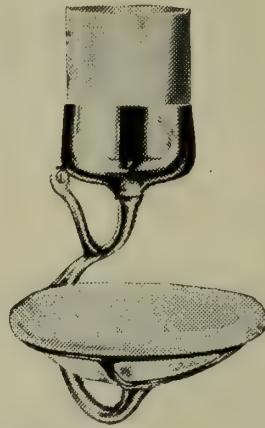
WE guarantee to
replace free of
charge any tools that
prove defective in ma-
terial or workmanship



Allan Hills Edge Tool Co.

LIMITED

Galt, Ontario, Canada



BATHROOM FIXTURES

—OF QUALITY—

Made And Guaranteed By Us.



We carry a full stock of all the lines illustrated in our new 40-page catalogue; so we can fill mail orders immediately.

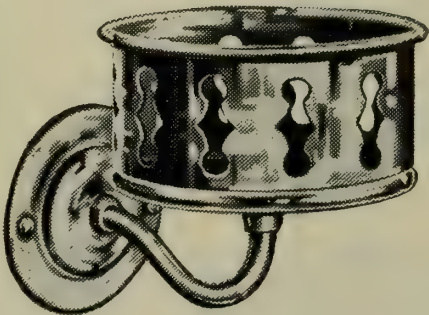
We carefully inspect every piece before putting into stock; and are very proud of the finish and workmanship and design of our goods.

The Nickel Plating is the best possible and is *guaranteed for five years*.

MAY WE SERVE YOU?

KINZINGER, BRUCE & CO.

NIAGARA FALLS, LIMITED - - CANADA



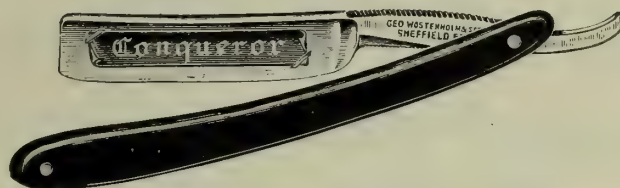
This Trade Mark stands for
QUALITY and
FINISH



WOSTENHOLM'S CELEBRATED I-XL CUTLERY

Full Hollow Ground Razors

I*XL and  Brands



No. 1000—"CONQUEROR," $\frac{1}{2}$, $\frac{5}{8}$, or $\frac{3}{4}$ in. blades, finest English steel, fully concaved and etched in Gold. Black oval handles. **Per doz.**.....\$11.00

No. 2000—"PEERLESS," $\frac{1}{2}$, $\frac{5}{8}$, or $\frac{3}{4}$ in. blades, finest English steel, fully concaved and etched in Gold, oval imitation ivory handles, with stop. **Per doz.** \$11.40

We have a full assortment of Pocket, Jack, Sporting and Butcher Knives; Razors; Table Cutlery; Steels; Carvers in pairs and cases; Cabinets of Cutlery; etc., etc.

Pipe Razors were first manufactured in 1694 and the I-XL Cutlery in 1787, since which time the quality and assortment have constantly been improved.

All Pocket Knife Blades are guaranteed hand forged and fully warranted by us.

I-XL costs no more than other makes and will outwear any.

**ALL JOBBERS CARRY A
COMPLETE ASSORTMENT OF I-XL CUTLERY.**

**SEND FOR ILLUSTRATED CATALOG OF
TABLE CUTLERY IN CASES AND CABINETS.**

George Wostenholm & Son, Limited
SHEFFIELD, ENGLAND

A. MACFARLANE & CO., MONTREAL
CANADIAN REPRESENTATIVES



Metallic Ceilings

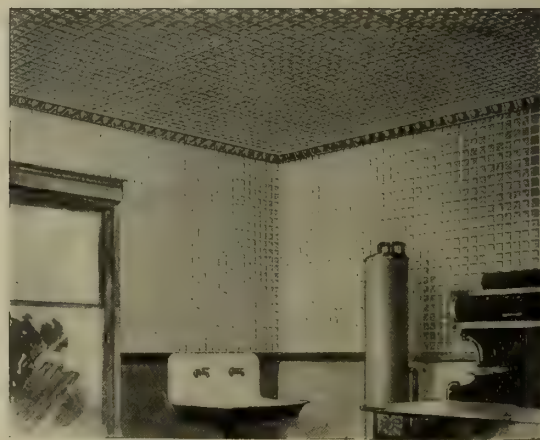
are a source of three profits to
The Hardware and Tinsmithing Trade

FIRST—On the Sale of the Material.

SECOND—On the Labor Erecting.

THIRD—On the Paint to Re-coat them.

Are YOU making these three profits ?



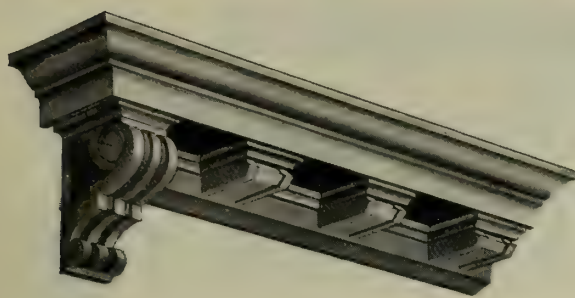
Get the "Metallic Ceiling" name in your town
by linking up with the "Quality House" and displaying a few of their samples.
We'll gladly supply the samples, also catalogue, price list and estimating tables.

WRITE US

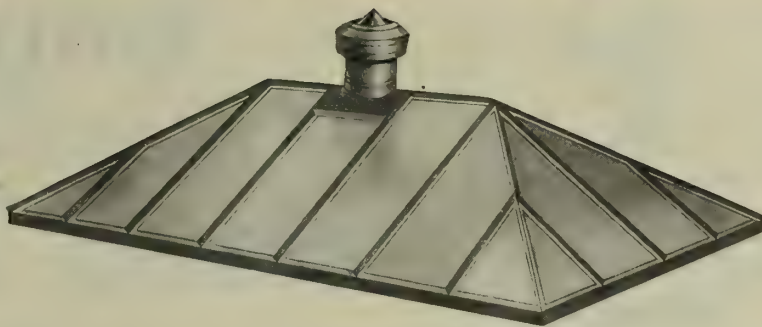
THE METALLIC ROOFING

TORONTO, ONT.

MANUFAC



Galvanized Cornices



Metallic Skylights

27 Years
Service Record



27 Years
Consumer Advertising

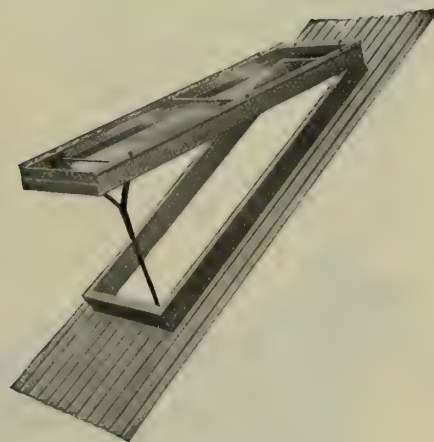
“EASTLAKE” STEEL SHINGLES

Why sell a shingle that needs talking when the “EASTLAKE” sells itself?



Halitus
Ventilators

*Two
Profitable
Specialties*



Acheson
Barn Roof Lights

Corrugated Iron

All Gauges, Galvanized or Painted, Straight or Curved.

CO. OF CANADA, Limited
WINNIPEG, MAN.

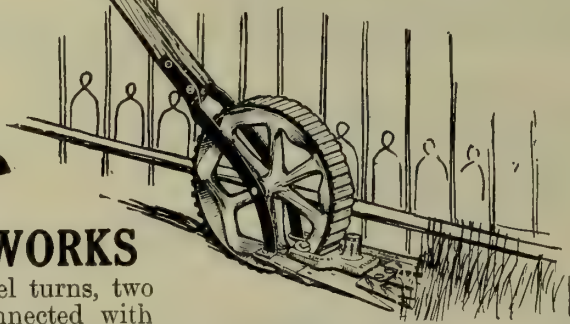
TURERS

Eliminates Back-Breaking Hand Trimming



The Stover Lawn Trimmer and Edger is unequalled as a labor-saving device—it will trim the edges of private lawns, public parks, golf links, cemeteries, etc., in one-third the time and with one-tenth the labor of hand work.

It will get into spots where no lawn mower *possibly* can. And it's guaranteed to give satisfaction.



HOW IT WORKS

As the big wheel turns, two little rollers connected with the cutting teeth bear up against the corrugated sides and, following the ups and downs there, impart a side-wise clipping motion to the cutting teeth. Simple and durable.

STOVER LAWN TRIMMER

You need this Lawn Trimmer in your store—it is the best of its kind and is the only device for the purpose which you can unreservedly guarantee. You need the Stover.



DEALERS:

We are making a very attractive proposition to hardware dealers. We offer the lightest and most simple, **durable** trimmer on the market, at an unusually low price.

Write for that price to-day!

**STOVER
LAWN TRIMMER WORKS**

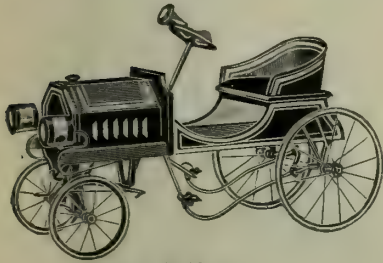
MUSKEGON,
MICH.

It is issued for your help, do not fail to get a copy. The new edition of our

CATALOGUE

"EVERYTHING ON WHEELS" is out

It shows all these goods and at the right price. This is the most complete catalogue in the line and will be useful. We want you to have it, ask us for it if you have not received one.



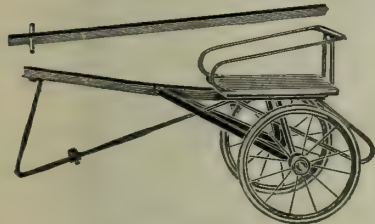
From \$3.08 up.



Velo up-to-date in design.



All kinds, steel and rubber tires.



From \$1.24 up.



Largest line in Canada.



The right kind at right price.

Big
stock
on
hand
for
you



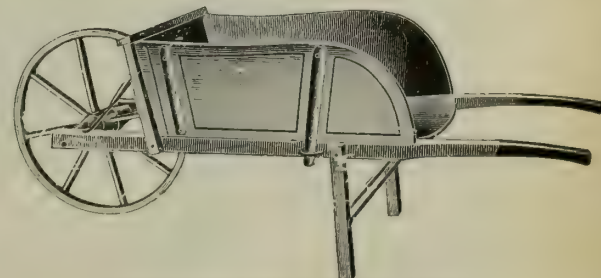
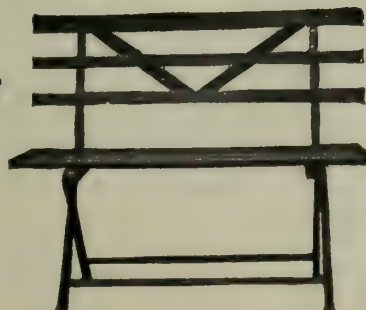
Get
few
Nos.
to
try



From 35 cts. per pair up.



Are very strong and useful



From \$3.15 a dozen to \$27.00 a dozen.

THE MONTREAL SALES CO.

Main 3584

61 ST. SULPICE STREET, MONTREAL, CAN.

There's A Big Demand For This Goulds Air and Water Force Pump

Every home owner who does not have city water works service is a good prospect for the sale of one of these pumps.

The pump can be furnished either for attic tank or pneumatic pressure tank water supply systems. When supplied for pneumatic tank service it is equipped with an air valve and furnishes both the air and water for the tank.

By means of the Goulds jack, the pump can be easily adapted for power drive as shown.



FIG. 1613—Jack connected to the Fig. 1604 Pump, adapting it for power drive.



Fig. 1604

Write For Our Pump Catalog

The Canadian Fairbanks-Morse Company

LIMITED

Montreal

St. John

Ottawa

Toronto

Winnipeg

Saskatoon

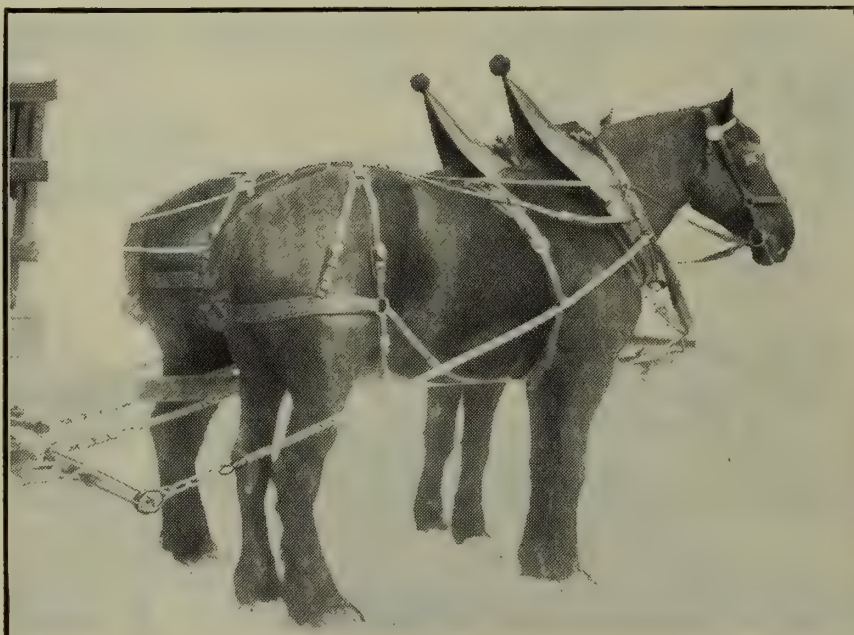
Calgary

Vancouver

Victoria

The "Giant" Rope Trace

Stronger than Leather and Cheaper



The tensile strength of one of these traces is 9,000 lbs.; of an ordinary 1½ in. three-ply leather trace, only 1,564 lbs. They are made of one-inch Pure Manilla Rope with front end ready to fasten to hame. The back is fitted with heavy clip and Heel Chain, and there are also loops for the Backband and Bellyband. Just the thing for a plow harness.

Be prepared to take advantage of our advertising by having a sample set on hand. They will be advertised along with a number of our other lines, in the leading Farm Journals, throughout the year.

Prices to dealers: Set of four traces with Heel Chains, \$3.50; Set of Billets, \$1.75 extra; Set of Iron Bound Wood Hames, extra, \$1.25. The retail price is \$5.00 (\$5.25 west of Fort William), which leaves a good margin for the dealer.

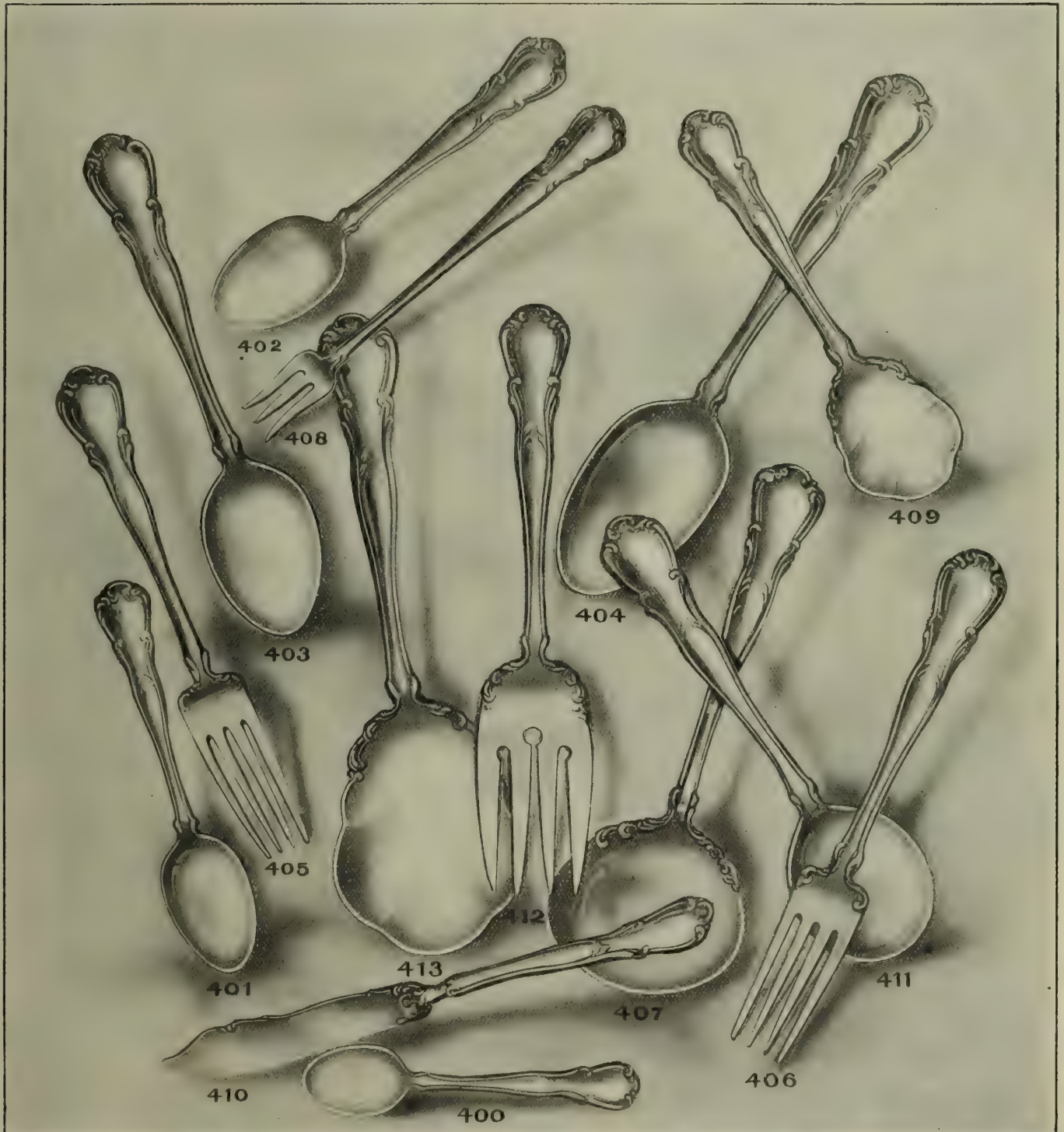
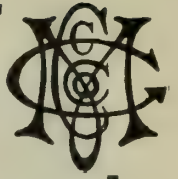
Also Halters, Rope Ties, Harness, and other Horse Specialties.

G. L. Griffith & Son, :: Stratford, Ont.



High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware

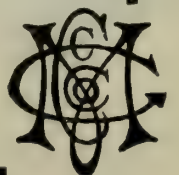
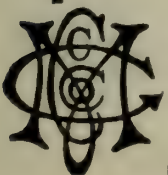
LEONORA PATTERN



One of our patterns that has become most popular and is a profitable line for
the Canadian Hardware Store.

McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

AGENTS:—J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
BEN. J. ROGERS, Charlottetown, P.E.I.

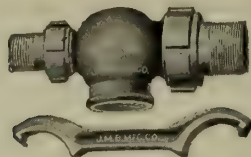




Pop Safety Valve.



J. M. T.
Globe Valve



"Gem" Ejector.



STEAM COCKS
J. M. T. Standard
Substantial in Design with
Plug well "Ground-in."



Genuine
Hancock Inspirator.



Safety Valve—Lever
and Weight Type.



Highest Quality

ENGINEERS' SUPPLIES, BRASS GOODS, PIPE FITTINGS AND TOOLS

Cuts illustrate part of our line of steam goods.

We guarantee every article to completely satisfy both dealer and user.

You will soon draw a large trade, because most engineers know our products to be reliable, efficient and economical.

We have built a reputation for quality, and it is our aim to maintain it at all costs.

All inquiries will be given our prompt and careful attention.

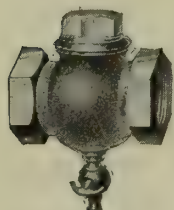
Drop us a card to-day for particulars on any line in which interested.



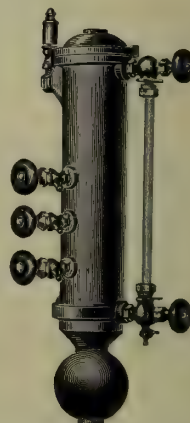
Forked Lever
Air Cock



Steam and
Oil Separator.



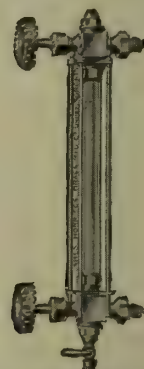
Check Valve
with Drip Cock.



Water Column
with high and low whistle
Alarm.



J. M. T.
SWING CHECK VALVES
Adjustable lift.

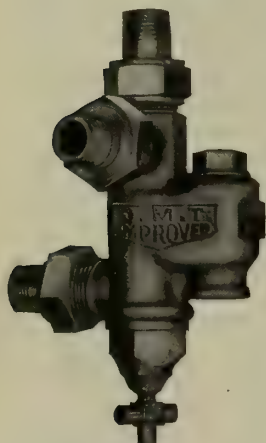


Water Gauge Mounting
Brass Wheel Handles.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West

TORONTO



J. M. T. INJECTOR
(improved)



Relief Valve.



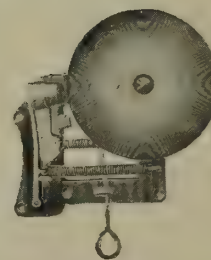
Oil Cup—Quick
Stop, Sight Feed



Steam
Whistle



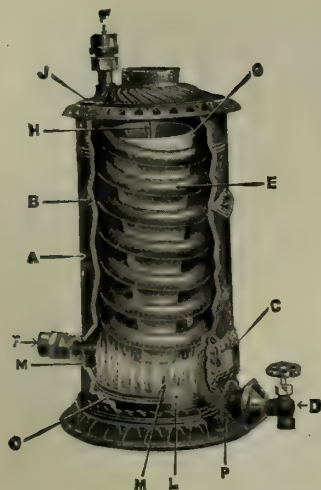
Gauge Cock
Brass Wheel Handle.



Gong Bell



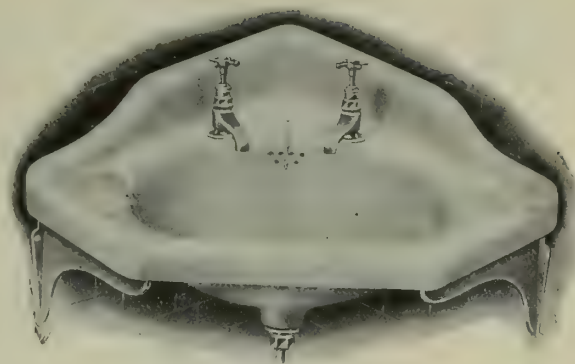
J. M. T.
Hose Gate Valve
with Cap and Chain



Water Heaters



J. M. T.
Cushion Compression Work



No. 805 "Victorian" Porcelain Lavatories.



Highest Quality PLUMBING GOODS

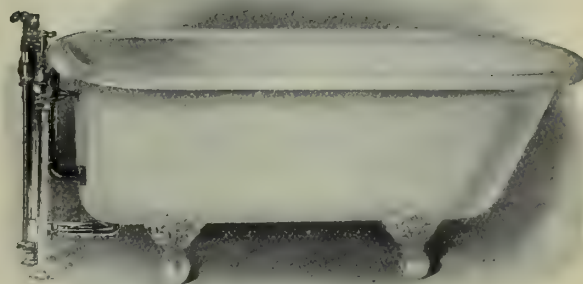
Dealers who do plumbing work can make a good profit and give **absolute satisfaction** by handling our lines.

We have everything in the line of plumbers' supplies that you will require.

Before placing your next order get in touch with us—our prices are right for that of good quality.

**The James Morrison Brass
Mfg. Co., Ltd.**

93-97 Adelaide Street West
TORONTO



Enameled Bath.



The "ELGIN,"
Low Tank Closet Combination.

MAXWELL'S SPECIALTIES

Make Housework Lighter

THE "EXCEL-ALL" WASHER

is the latest model from the Maxwell factory, and is the most improved example of reacting type Washers. The tub is made from thoroughly-seasoned Louisiana Cypress, finished in Golden Oak and hooped with Aluminum. This washer is portable, the weight being only nine pounds, owing to the tubular frame and aluminum finish, which give lightness and strength combined.

The tub can be lifted from the stand. The easy working of the tub is secured by ball bearings, whilst an assisting spring is fitted, making its operation additionally easy.



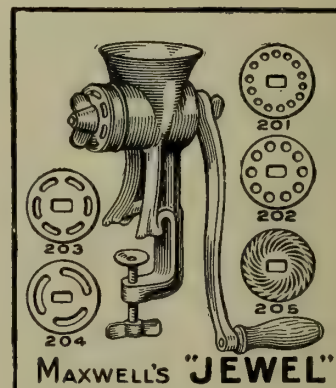
THE "BLUE BELLE" WRINGER

is a fitting mate for the "Excel-All" Washer. It has double gear, entirely enclosed, ball bearings, swivel tub attachment and Solid Rubber Rolls. Guaranteed for five years. It is one of the best of the Maxwell line of nearly 60 wringers, one to suit every customer's need.



THE "FAVORITE" CHURN

Recommended by Canadian Agricultural Colleges and Government Inspectors—used and endorsed by the majority of buttermakers in this country, and by many abroad—Maxwell's "Favorite" Churn is naturally the best seller.



THE "JEWEL" FOOD CUTTER

is made for those of your customers who want a good serviceable food-cutter at a reasonable price. It is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine, simple in construction, easy to clean and not liable to get out of order.

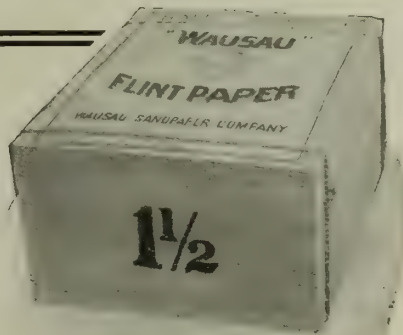
Write for our big Illustrated Catalogue.

David Maxwell & Sons
ST. MARY'S, ONT.



"Wausau" Sandpaper

Is Easy To Handle And Very Profitable



BRANDS :

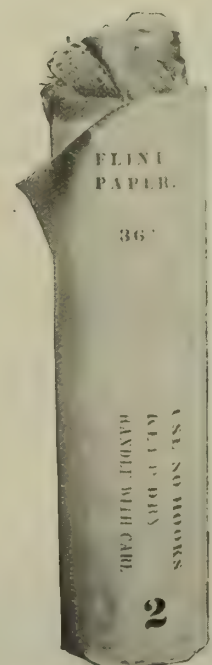
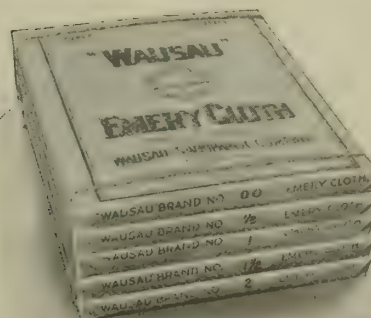
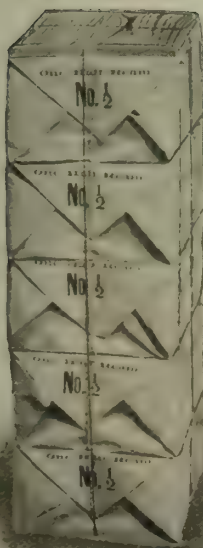
**Flint Paper
and Cloth**

**WAUSAU
WAUKRAFT
MARATHON
PIONEER**



**Garnet Paper
and Cloth**

**Emery Paper
and Cloth**



WAUSAU SANDPAPER CO.

Manufacturers

WAUSAU, WIS., U.S.A.

Sole Representatives for Ontario and Quebec

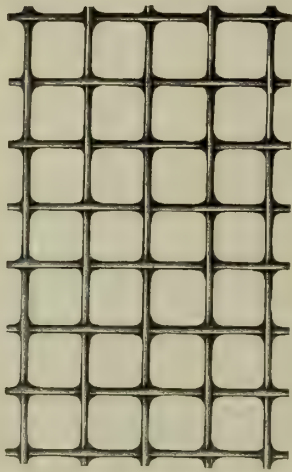
FINEGAN & ELLIS

BOARD OF TRADE BUILDING

TORONTO



Necessaries For The Spring Trade



Sand Screen Cloth

Regalvanized Cloth

Tie Out Chains

Dog Chains

Poultry Netting

Wire Rope

Perforated Metals

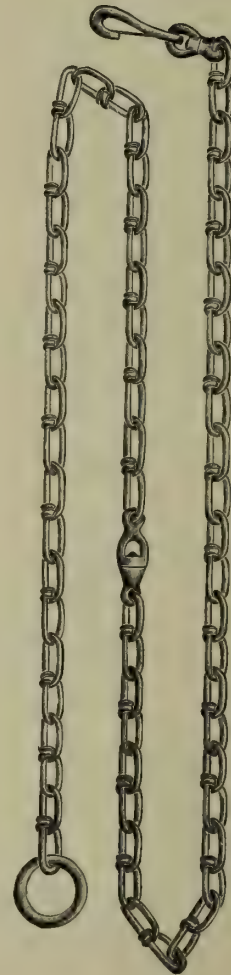


MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.





*Write for Sample
The Greening Wire Co. Limited
Hamilton Canada.*

The better trade is now demanding
Rustless Bronze Cloth on their doors
and windows. Every Retailer should
have a few rolls.

MANUFACTURED BY

The B. Greening Wire Co., Limited

HAMILTON, ONT.

MONTREAL, QUE.



We Are THE BASEBALL BAT AND HOCKEY STICK SPECIALISTS

We concentrate on the manufacture of these products, resulting in a goods that are, we believe, superior to all other in design, material and finish.

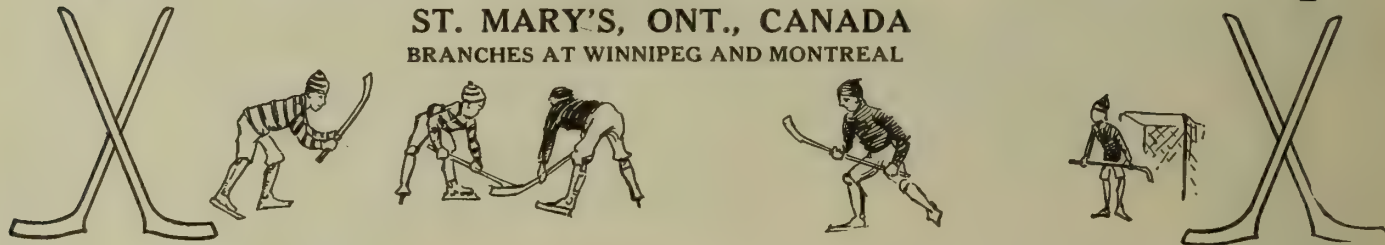
We have experts on our staff who supervise the manufacturing, from the raw material to the finished product.

We use only the Best Quality of Second Growth Timber. Special care is taken in finishing and branding, which makes our goods attractive. **They Look Well, Sell Well and Last Well.**

We have recently built a new Handle Factory. Ask about our Pick, Axe and small Handles.

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONT., CANADA
BRANCHES AT WINNIPEG AND MONTREAL



DOMINION
BRAND TARRED FELT
—
SHIELD BRAND TARRED
AND DRY SHEATHING
—
GOOD LUCK TARRED
AND DRY FIBRE
—
BLACK CAT TARRED
AND DRY SULPHATE

QUALITY ROOFING

SHIELD BRAND
READY ROOFING
2 AND 3 PLY
—
GOOD LUCK RUBBER
ROOFING
1, 2 AND 3 PLY
—
CEMENT, COAL TAR AND
PITCH

TO BE SUCCESSFUL you must have something better than your competitor and quote a fair price.

This has been our experience, and as a result, we have secured an enormous trade.

Every article that we handle is full of quality and has advantages over other makes.

After a trial you will agree with us that our goods are the best on the market. You will soon notice your business grow.

Success depends on quality, price and ability to execute orders promptly.

We have all these qualities.

Send us a trial order to-day.

J. H. McCOMB, LIMITED, 97 SHANNON STREET, MONTREAL

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,
SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM
ADMIXTURE OF GERMAN OR
ANY OTHER FOREIGN DRY
WHITE LEAD.

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 Laurence Pountney Hill, - Cannon Street, - LONDON

ESTABLISHED OVER 130 YEARS

"Describe the
Need—We
Can Furnish."



Our Motto:
If It's Made
of Wire We
Make It."

WE MANUFACTURE

Double Crimped Wire Cloth
Gravel and Stone Screening
Bank and Office Railings
Metal Clothes Lockers
Wire Guards for all purposes
Trelises and Arches for climbing plants
Perforated Sheet Metal

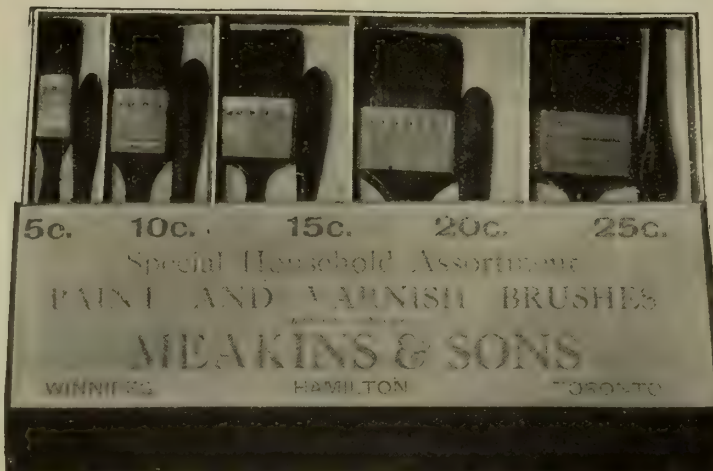
General Wire and Iron Work
Cement Testing Sieves
Tool Room Partitions and Machinery
Guards
Door Mats
Plant and Tree Guards

Concrete Re-inforcement
Jail Cells and Prison Construction
Heavy Wrought Iron Guards and Grilles
Wire Baskets for factory purposes
Garden Bordering
Settees



Paint and Varnish **BRUSHES** That are Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

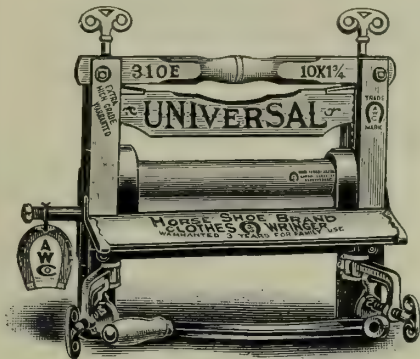
Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons
Limited
Hamilton, - Ontario

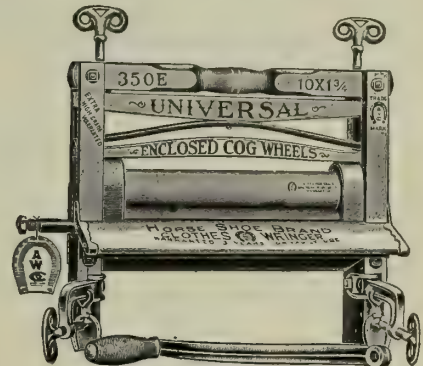
Horse-Shoe Brand Wringers

Universal,
Warranted for 3 years.
Plain Bearings and Steel Ball Bearings.
Enclosed Cog Wheels.



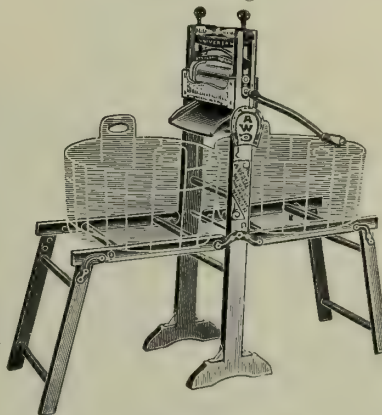
Plain Bearings.
No. 350E Rolls 10 x 1 $\frac{3}{4}$ in.
No. 351E Rolls 11 x 1 $\frac{3}{4}$ in.
Steel Ball Bearings.
No. 380E Rolls 10 x 1 $\frac{3}{4}$ in.
No. 381E Rolls 11 x 1 $\frac{3}{4}$ in.

Universal,
Warranted for 3 years.
Plain Bearings and Steel Ball Bearings.
Enclosed Cog Wheels.

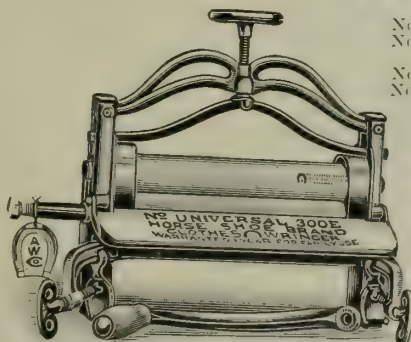


Plain Bearings.
No. 310E Rolls 10 x 1 $\frac{3}{4}$ in.
No. 311E Rolls 11 x 1 $\frac{3}{4}$ in.
Steel Ball Bearings.
No. 317E Rolls 10 x 1 $\frac{3}{4}$ in.
No. 318E Rolls 11 x 1 $\frac{3}{4}$ in.

Universal
Folding Bench Wringer.
Warranted 3 years for
family use.
Plain Bearings and Steel
Ball Bearings.
Enclosed Cog Wheels.



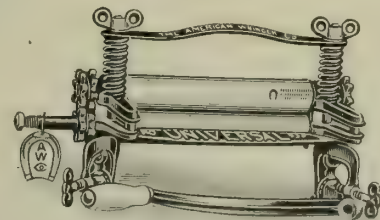
Universal
Warranted 3 years.
Plain Bearings and Steel Ball
Bearings
Exposed Cog Wheels
Malleable Iron Frame



Plain Bearings
No. 330 Rolls 10 x 1 $\frac{3}{4}$ in.
Steel Ball Bearings.
No. 370 Rolls 10 x 1 $\frac{3}{4}$ in.

Plain Bearings.
No. B 350E Rolls 10 x 1 $\frac{3}{4}$ in.
No. B 351E Rolls 11 x 1 $\frac{3}{4}$ in.
Steel Ball Bearings.
No. B 380E Rolls 10 x 1 $\frac{3}{4}$ in.
No. B 381E Rolls 11 x 1 $\frac{3}{4}$ in.

Universal
Warranted 3 years.
Plain Bearings and Steel Ball
Bearings
Exposed Cog Wheels
Malleable Iron Frame



Plain Bearings
No. 300E Rolls 10 x 1 $\frac{3}{4}$ in.
Steel Ball Bearings.
No. 390E Rolls 10 x 1 $\frac{3}{4}$ in.

Special Wringers for Power Washing Machines, etc., made according
to Specifications.

THE AMERICAN WRINGER CO.
NEW YORK, U.S.A.

S.M.P. Galvanized Ware

Anti-Rust

Extra Heavy

Galvanized Buckets

Straight Pattern



No. 100
12 inches across top.

Each pail has our label on, which is a guarantee of quality, and is artistically decorated with two red bands, giving it a most attractive appearance.

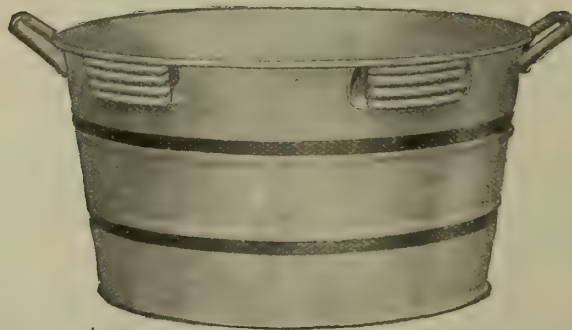
Flaring Pattern



No. 140
14 inches across top.

Galvanized Wash Tubs

With Wringer Attachment. Red Bands.



Nos.	10	20	30
Inches	20 1/4 x 11	23 1/4 x 11	25 1/4 x 11

PRICES ON APPLICATION.

THE SHEET METAL PRODUCTS COMPANY

of Canada,

Limited

Successors to

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

S. M. P.

1913 No. 3 BEACON

Means

A Decided Change In Lantern Design

The strongest and best lantern made. Has all the latest lantern features—short bowl-shaped globe which prevents breakage; deep flange on burner dome, making a better fit than the shallow flange; extra large seamless oil well, holding sufficient oil to burn 24 hours.



New
Extinguishing
Device

New
Self-Righting
Adjustable
Bail

New
INSIDE
LIFT

THE SHEET METAL PRODUCTS COMPANY

of Canada,

Limited

Successors to

Kemp Manufacturing Company

Montreal

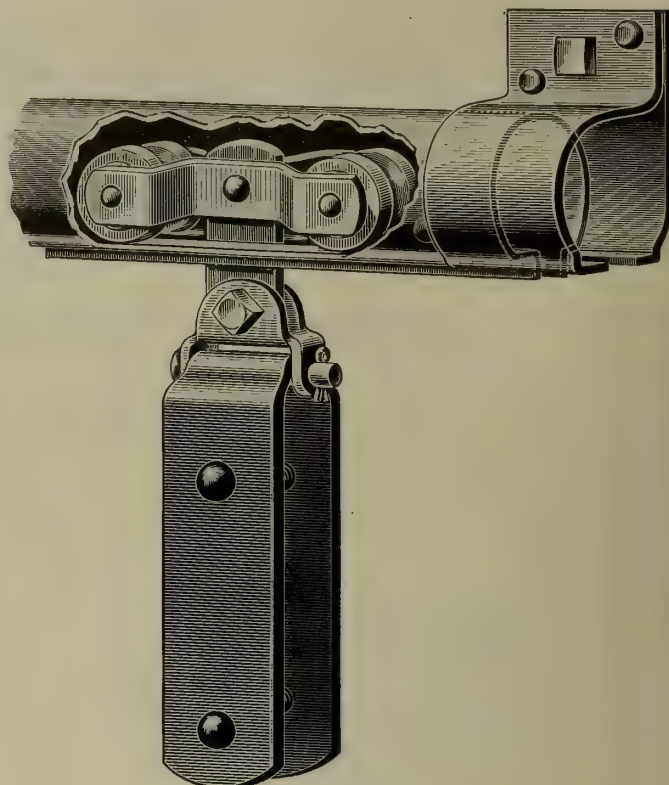
TORONTO

Winnipeg

THE TORPEDO TROLLEY HANGER

Roller Bearing

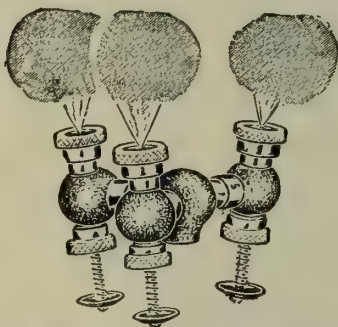
The tandem trucks distribute the weight of the door evenly on each set of rollers. The round enclosed track makes jumping an impossibility and insures an easy and quiet action. Roller bearings are used, making the trucks run smoothly and steadily.



Canada Steel Goods Co., Ltd., Hamilton, Ont.

"I want a new set of nozzles for my Spramotor. Jones has them on hand. Might as well get the paint and lawn mower there, too."

It certainly pays to stock

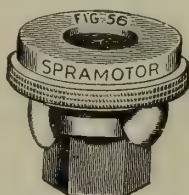


SPRAMOTOR ACCESSORIES

The direct profit is reasonable—just about what you think it should be. But, handling Spramotor Accessories means much more to you than that. When a man wants some of our accessories he wants them at once. Isn't he pretty likely to buy other articles while in your store? That's up to you.

N.B.—We may want a special agent in your town. Our agents make money.

Spramotor Works
70 King Street, - London, Can.



CASTOR OIL

"HOMCO" BRAND

British Manufactured.
Guaranteed absolutely pure.

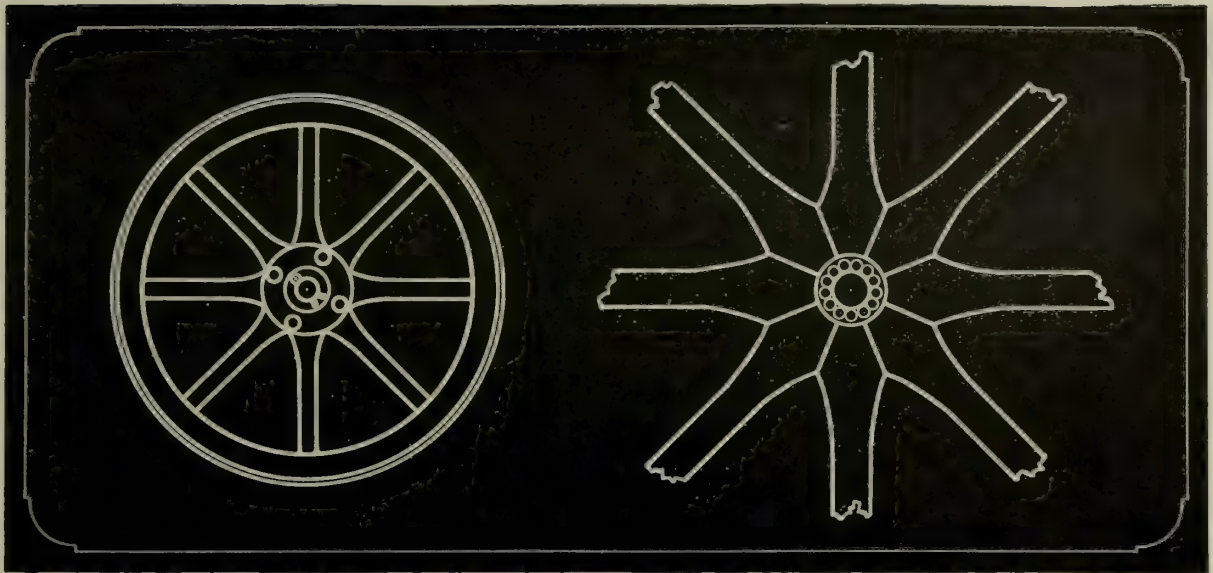
**PHARMACEUTICAL
FIRSTS
SECONDS**

For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

B. & S. H. THOMPSON & CO.
Limited

MONTREAL - TORONTO - WINNIPEG



Showing Complete Wheel

Showing Construction of Wheel

The Auto-Wheel Coaster Wagon

The Wagon That Has No Weak Parts

The SPOKES are not round sticks but are oval shape like a standard farm wagon or an automobile—and mitred at the hub.

The Wheel is very **strong**—it is made to carry a load.

SOME OF THE FEATURES:

Steel Axle. Thirteen Steel Roller Bearings in each wheel.

Steel Lined Hub. Everything turns on steel—there is nothing to wear out. We use a regular “fifth wheel” for the front bolsters to turn on instead of the ordinary flat metal.

Strong, Easy Running—
Attractive in Appearance.
Made in four sizes.

The Auto-Wheel Coaster Wagon is the cleverest, best designed, best built and best value coaster wagon ever offered to the trade.

Wheels are painted light red and striped with black.

Moulding around top of the bus is red. Body is finished in natural color.

Each wagon is carefully packed in a corrugated fibre box which requires but little space.

If your jobber does not carry it write direct to us.

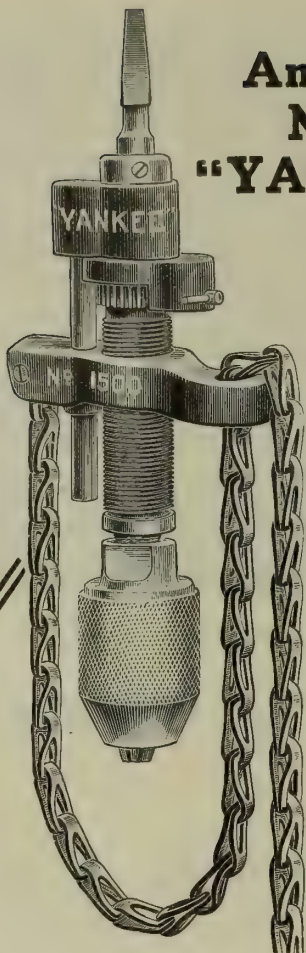


The Canadian Buffalo Sled Co., Limited, Preston, Ont.

Another
New
"YANKEE"

No. 1500 with
3 Jaw Chuck.

No. 500 with
2 Jaw Chuck.



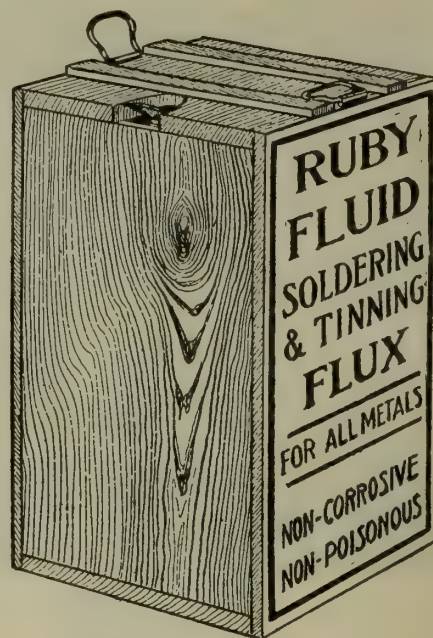
"YANKEE"
CHAIN DRILL

with Positive Automatic
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

BETTER WRITE YOUR JOBBER

North Bros. Mfg. Co.
PHILADELPHIA, PA.



Get This Can
On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

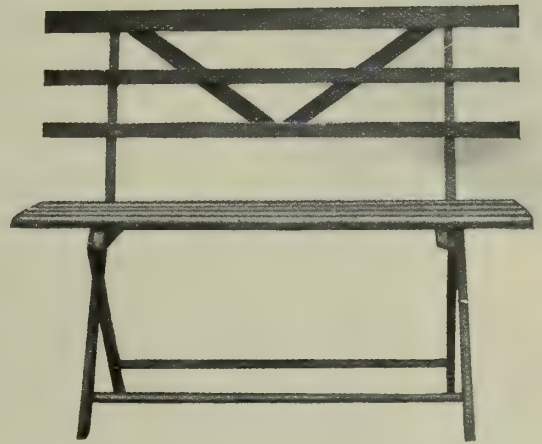
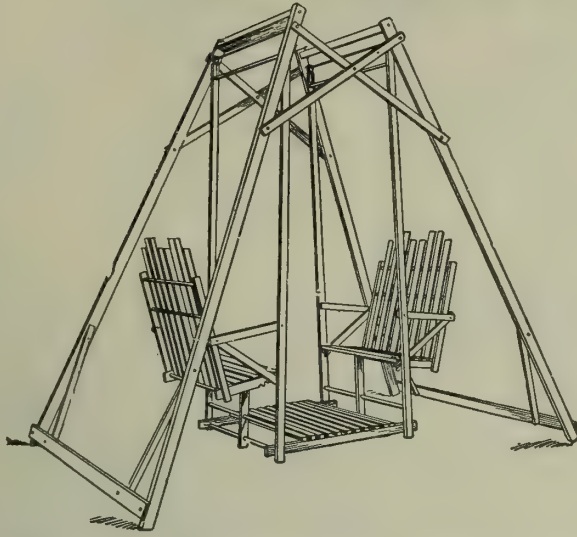
Therefore Give Them
"RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.



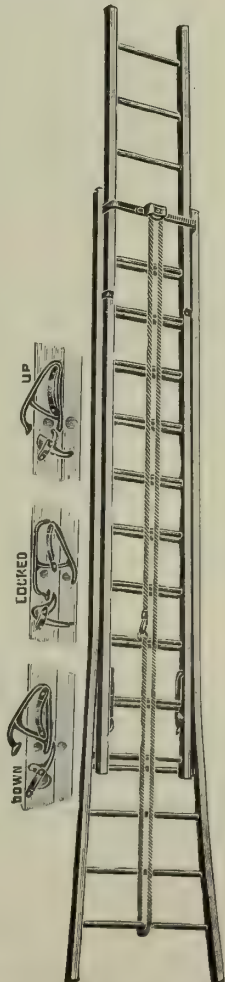
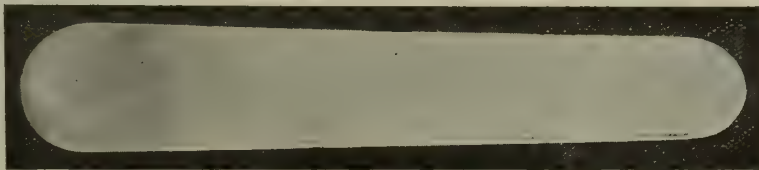
High Grade Ladders, Lawn Swings, Ironing and Bake Boards, Clothes Bars, Camp and Lawn Furnishings, Etc.



We take great care in the selection of materials and in the manufacture of our goods so that they are always of A1 quality and absolutely reliable.

Give our lines a trial and they will prove that they are a good line to handle.

We ship quickly. Write for catalog and full particulars.



The Stratford Mfg. Co., Ltd.

STRATFORD, - ONTARIO



THE BOWSER Wire Cloth Display Rack

Saves Floor Space, Eliminates Much Handling,
Is Very Convenient, And Adds Much to the
Appearance of
the Store.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen — We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN

When our Wire Cloth Display Racks are so valuable to other hardwaremen they certainly will be valuable to you. Write us to-day for full particulars and prices on the different sizes.



R. M. Bowser & Son, Renfrew, Pa.
Dept. A

The "THERMO" Washer Sells Quickly

Because the Housewife can Easily See Its Advantages.

The fly wheel, combined with lever motion, necessitates only about half the power of the ordinary washer.

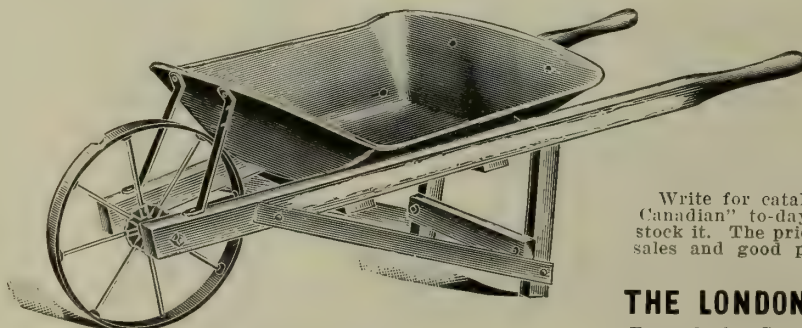
The "Thermo" can be used with forward or backward motion, or up and down motion, by simply changing the lever.

The working parts are simple and the entire washer of a quality and construction which gives long service. There is nothing to get out of order.

Stock a sample and see for yourself that it is preferred by those who want a good, easy working washer.

The "Pan Canadian" Steel Barrow

will give the buyer the fullest value for his money. It is the most substantial low cost barrow on the market. Has heavy steel tray and steel spoke wheel.



Write for catalog on the "Pan Canadian" to-day if you do not stock it. The price assures quick sales and good profits.



THE LONDON FOUNDRY CO., LTD.,

LONDON
CANADA

For sale by Canadian Metal Products Co., Limited, Toronto,
Ont.; Macpherson & Teetzel, Vancouver, B.C.

Now Is The Time To Push "BLASTERS' FRIEND"

An Ideal Explosive For Stumping
And Breaking Up Land

An Attractive Window Display Such as the One Shown
Below Will Bring You Many Inquiries and Sales



"Blasters' Friend" can also be used safely and effectively for:
CULTIVATING FRUIT TREES, DRAINING SWAMPS, DITCHING, FELLING TREES, EXCAVATING of every kind, **PLANTING FRUIT TREES, POST HOLE DIGGING, LOG SPLITTING, SINKING WELLS, ICE BLASTING, BREAKING LOG JAMS, ETC.**

It is put up in cartridge form, in various sizes, and in various grades, such as 40, 50 and 60 per cent., and is packed in wooden cases containing fifty pounds each.

Used by the Dominion Government and contractors on account of its power and its **time and labor saving qualities.**

"Blasters' Friend" can be stored in any dry building protected from dampness or rain.

"Blasters' Friend" pays a good profit, and is certain to create a large demand.

Write for booklet, "Explosives and Accessories."

Dominion Explosives Limited, OTTAWA,
CANADA.

WALL CASES And METAL SHELF BOXES

Made of Good Materials and Well Constructed



The Most Up-to-date Hardware Store in Canada. The Northern Hardware Co'y, Edmonton.

Note what an Air of Distinction they give to this Store.
They will also make Your Store very Attractive.

Our wall cases not only make the store attractive—they promote system and quicker service and will be the means of procuring the patronage of particular people.

With our **Patent Metal Shelf Boxes**, the articles are displayed on the outside of each box. This enables the customer to make his selection quickly, and often calls his attention to articles which he would otherwise have forgotten.

These Metal Shelf Boxes cannot be equalled in **strength and durability**.

We can furnish complete wall cases with metal shelf boxes or sections as you may require.

Write us for full particulars and prices.

Cameron & Campbell
Sole Manufacturers TORONTO, CAN.

DOMSTEEL WIRE PRODUCTS

FROM ORE TO FINISHED PRODUCT
WIRE

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS
All Standard and Special Gauges



We own and operate our own coal and ore mines; we make our own pig iron and steel; therefore, we can produce the necessary grades of steel for any purpose.

**SPECIFY DOMSTEEL
WIRE PRODUCTS.**

DOMINION IRON & STEEL CO., LTD.
HEAD OFFICE AND WORKS—SYDNEY, N.S.

Sales Offices—Sydney, N.S., and 112 St. James Street, Montreal

You cannot help making your money's worth out of your Subscription to Hardware and Metal, if you read it carefully.

A few days ago, a prominent Eastern Ontario Manufacturer told us that he found it very profitable to read Hardware and Metal's Weekly Market Reports.

He mentioned one deal in particular. It was when copper was at 19½ cents a pound, and Hardware and Metal's report advised buying for an advance. This Manufacturer took our advice, and, in a short time, copper was up to 24 cents.

Just at this juncture, he received an order for half a ton of copper products.

On that deal alone, he made \$45.00 through having studied Hardware and Metal's Market Reports—enough to pay the subscription price of Hardware and Metal for more than 22 years.

If you are not a subscriber to Hardware and Metal, don't dodge these money making opportunities any longer. Mail your subscription to Hardware and Metal, Montreal, Toronto, Winnipeg or Vancouver.

AND HERE'S ANOTHER CUS-
TOMER FOR

Carborundum Sharpening Stones



THE FARMER

THE Carborundum Niagara Scythe Stone—the Carborundum Bench Stones—he needs them both.

All you have to do is to tell him that the Carborundum Scythe Stone cuts quicker—lasts longer than the old time whet rock—doesn't glaze—and gives just the edge required for Scythes, Brush and Grass Hooks. Tell him that the Carborundum Bench Stones will give a quick, keen, smooth edge to his chisels, plane bits, etc.,—will always cut—not merely rub the edge on. Explain the reason is because Carborundum is the hardest, sharpest, quickest-cutting material you know of.

Use these sales arguments—Carborundum goods will back you up.

THE
CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

NEW YORK CHICAGO BOSTON
PHILADELPHIA PITTSBURGH
CLEVELAND CINCINNATI
MILWAUKEE LONDON, ENG.

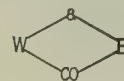


Definite Drill Service

Have you ever tried to eliminate the possibility of speculation when buying drills?

Apparently good drills snap under normal loads and leave a doubt as to the best way to select a drill for definite service.

Tools of Quality



Bear These Marks.

To find a drill of known service value, do as thousands of drill users have done—go to your nearest jobber for a try-out set of "Hercules" Drills.

Give them the third degree test and let their performances sway your decision.

"Hercules" Drills are twisted while hot from HIGH PERCENTAGE VANADIUM HIGH SPEED STEEL. This process leaves the steel undisturbed and retains its original toughness.

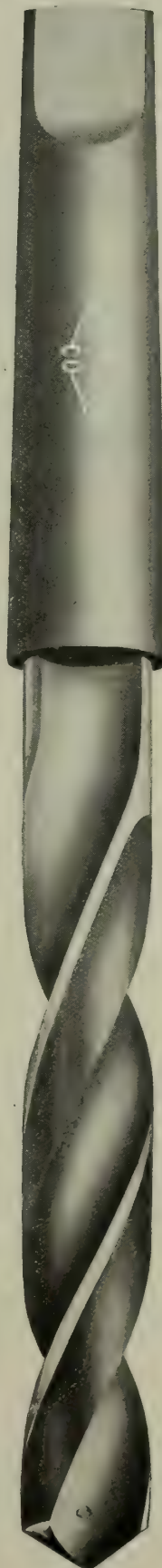
Use "Hercules" and get in line for drill economy.

Catalog No. 82-G upon request.

The
Whitman & Barnes
Mfg. Co.

Established 1854.

Offices and Factory at St. Catharines, Ontario. Stocks carried at Winnipeg and Montreal.



Just One of
Goodell-Pratt's

No.
5 $\frac{1}{2}$



Best Sellers

Goodell-Pratt's No. 5 $\frac{1}{2}$ Hand Drill is a leader.

Its sales are very large.

It is the most popular two-speed Hand Drill on the market.

Cocobolo Handle, Cut Gears, Ball Bearings, Goodell-Pratt Chuck, are only a few of its many unique advantages.

Increase your Hand Drill Sales by stocking 5 $\frac{1}{2}$.

No.
5 $\frac{1}{2}$

Goodell-Pratt Company

Toolsmiths

GREENFIELD,

MASS.

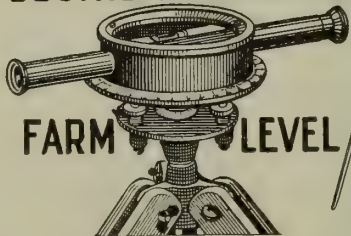
U. S. A.

BOSTROM'S FARM LEVEL

has been on the market nearly 30 years and the sales get bigger every year.

We are proud of that record and as the

BOSTROM IMPROVED



FARM LEVEL



SHIPPING
WEIGHT
15 LBS.



LIST \$20.00

which has Telescope enabling you to read the target over 400 yards away, is the most simple, accurate, durable and complete outfit ever made for

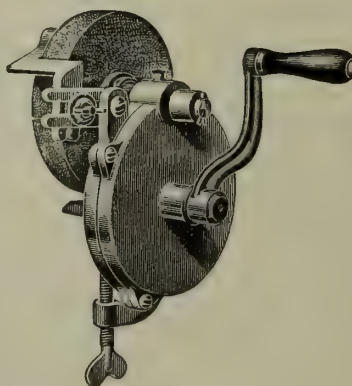
**TILE DRAINING,
IRRIGATING, TERRACING, ETC.**

We sell and guarantee it to have no equal at a similar price.

Write to-day for description and discount sheet,

**MARSHALL-WELLS CO., LTD.
WINNIPEG, MAN.**

Grinder Buyers Will Appreciate The Improved and Patented Features of **PERFECTION GRINDERS**



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the 'Perfection' — then you will be sure to satisfy him.

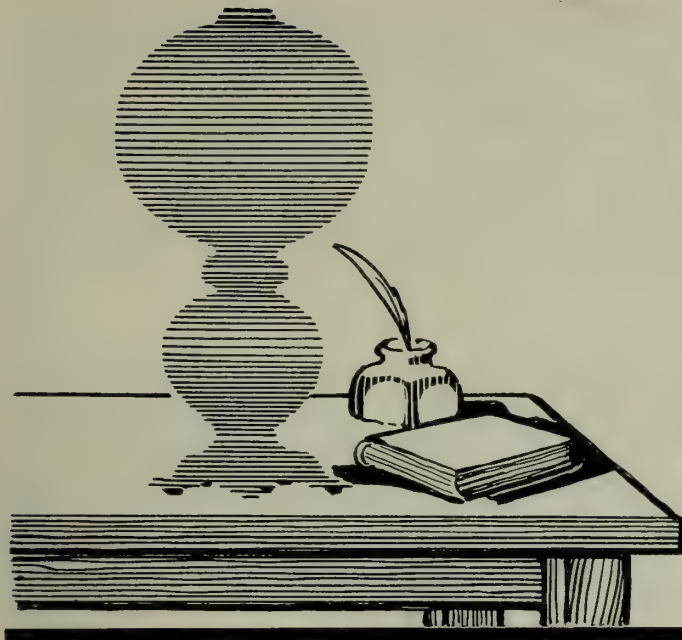
Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

**El Starr Manufacturing Co.
Milwaukee, Wis., U.S.A.**

Canadian Representative:
T. Mortimer, Empire Bldg., Toronto, Can.



Make Your Lamp Trade Pay

Extreme beauty and high efficiency are perfectly combined in these lamps. All equipped with the famous "Success" burner, known from coast to coast. Burn without flicker, emit no smoke or odor, give a powerful light with a minimum oil consumption.

Success All-Metal Lamps.
Plain and Decorated Glass Lamps.
Copp's Solid Color Glass Lamps.
Library and Hall Lamps.
Pittsburgh Mammoth Store Lamps.

A lamp for every need, a style for every taste, a price for every pocket-book, and a handsome profit for YOU on every one. If you don't handle the Pilabrasgo line, you ought to. Drop us a card for photos.

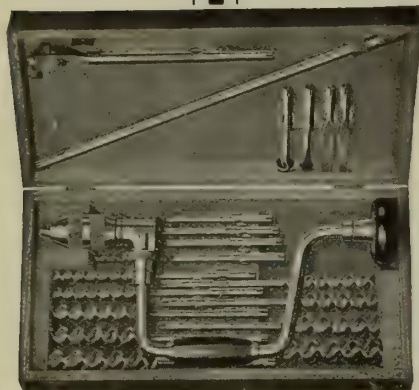
The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,
London, Ontario



R. E. Davis,
Representative.

Profits to Canadian Dealers on Russell Jennings Bits



Carpenters will buy bits that do not work loose in the chuck and do not wobble or pull out, because they have had so much annoyance from bits that do work loose and pull out. The only bit that won't work loose or pull out is a turned shank bit. But when a customer asks you for a turned shank bit you cannot sell him unless you have a stock of

Russell Jennings Precision Bits

because they are the only turned shank tools made. That is one big reason for stocking them now.

Here is another. Do you realize that Manual Training Schools are making these bits their standard, because of their combined boring and chucking qualities? And are you aware that if you can get an order from a Manual Training School these tools will be admitted "duty free"?

Look into this matter. It concerns your profits. Write us now for information—before your competitor gets the business.

Russell Jennings Mfg. Co.
Chester, - - - - - Conn.

21-116

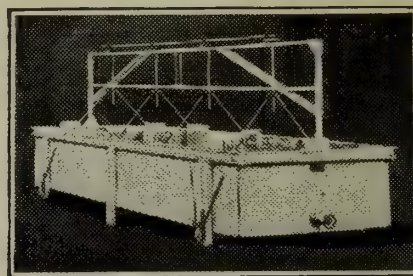


Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

Our "Perfect" Steel Cheese Vat



PAT. AUG. 14, 1906.

The vat that will give buyers the greatest service and satisfaction.

The main frame, legs, etc., are made of a combination of steel channel and steel angle—the strongest kind of material for the weight, same as is used building bridges and all structural work. The outer tank is made of heavy galvanized steel, thoroughly riveted and soldered, and is perfectly steam and water tight. We make the inner vat of No. 20 tinned with the fewest possible seams.

If you should sell one of these vats and it does not be as represented or give entire satisfaction, we will be perfectly willing to take it back.

Our confidence in this vat is the result of long experience and the embodiment of quality material and expert workmanship.

Any infringement on our patent rights will be promptly dealt with.

Write for full particulars.

The Steel Trough & Machine Co.
Limited

TWEED

:-:

:-:

ONTARIO

SOCLEAN

*The Dustless
Sweeping Compound*



Extra large PAIL, 25c.

Pays a Good,
Clean Profit.

Housewives Who
Know "Soclean"
Want It
Because

It prevents dust
from rising, kills
moths, disinfects
the home and

makes rugs or floors bright and clean.

Soclean Sweeping Compound is inexpensive or
very cheap when the comforts derived from its use
are considered.

The Spring House-Cleaning Will Soon
begin---

Now is the Time to Boost "Soclean."

While spring is a splendid time to introduce "Soclean" to new users it is
a good year-round seller. One sale of "Soclean" nearly always leads to re-
orders. "Soclean" was formerly sold in a **PAIL** with a 3½ lb. capacity. **PAIL**
now contains 4½ pounds and sells at the same price.

It will pay you to give this Sweeping Compound a trial.

We help you create a demand by supplying window displays, cards and
counter booklets.

You cannot afford to loose the excellent profits that come with every
sale. Write us to-day.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg, Man.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

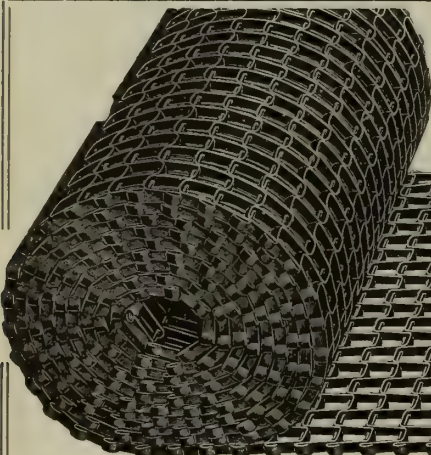
MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.
 Every wire is No. 9 hard steel and well galvanized.
 The "Monarch" has the best ring lock in Canada, and cannot slip or come loose.
 Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.
 Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



You Can Make a Good Profit by Selling

"Keystone" Flexible Steel Matting

It Makes the Most Durable Mats on the Market

Simplicity of Construction and Thorough Practicability are to be found only in the "Keystone Flexible." **N O T FLIMSY, BUT A FREE AND SUBSTANTIAL FLEXIBILITY.**

Send us a trial order.

Kuhne-Anderton Mfg. Co.
PORT HOPE, ONT.

Established Over 100 Years

Latest Award Medals Japan-British Exhibition, London, 1910
Franco-British Exhibition, London, 1905

FLOUR and RICE MILLING, MINING, ETC.
WOVEN WIRES of Every Description.
PERFORATIONS IN ALL METALS for Colliery Screens, Gold Mining, Etc.
GAUZES, in Silks, Brass, Steel, Copper, Silver, Bronze and Plated Wire.
BRUSH MAKERS for every known make of Brush Machine.
SILKS for Centrifugals and Reels.

John Stanlar & Co., Manchester, Eng.



Manufacturers' Agents

HARDWARE SPECIALTIES
EXCELLENT STORAGE FACILITIES

Moncrieff & Endress

WINNIPEG .. CANADA

THOMAS BLACK

HEAVY HARDWARE AND BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

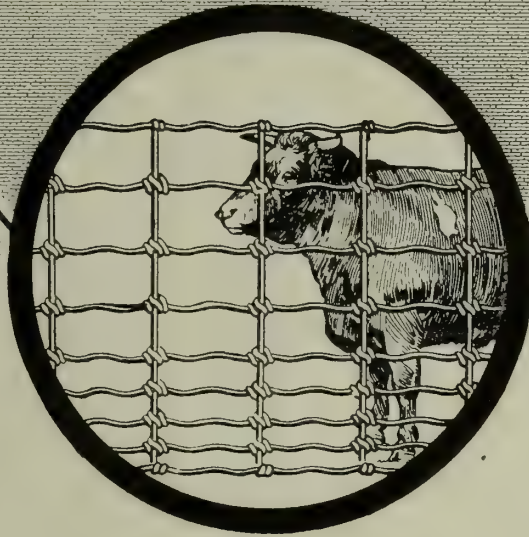
"ATLAS-WHITE" Cement
 "ACME" Keene's Cement
 "HAMMER BRAND" Plaster of Paris
 "R.I.W." Waterproofing Products
 "UTILITY" Wall Board

"PERFECT" Corner Bead
 "PERFECT" Metal Lath
 SAMSON Car Movers
 IDEAL Tube Expanders
 CONEWAGO Waterproofing Paper

REASONABLE PRICES

EXCELLENT SERVICE

The "IDEAL" FENCE



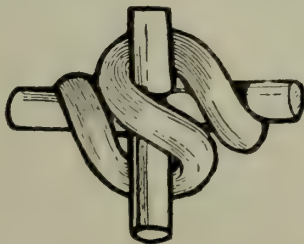
A Quality Fence That Will Bring You A Large Fence Trade

It has always been our aim to produce the best quality fence at a price that is right, and we have carried out this aim to such an extent that we have gained a reputation for Quality and Workmanship of which we are proud, and aim to retain at all costs.

"IDEAL FENCE" is made in ONE QUALITY ONLY—from full Imperial Gauge (not Government Gauge), No. 9 Hard Steel evenly Galvanized Wire. It is the strongest, most serviceable, and most durable fence made, and will give the farmer full value for every dollar invested, making him your satisfied customer. A satisfied purchaser is a steady customer, not only for fencing, but for all other goods you sell.

Make it a point to sell the fence with a reputation for quality—the "Ideal," then you are taking a big stride toward better business.

We manufacture a complete line of Field, Hog and Poultry Fencing, Farm Stock and Lawn Gates and Lawn Fencing, Barb Wire, Coiled Spring Wire, Brace Wire, Galvanized Staples, Diggers, Fence Stretchers, Tools, Window and Stall Guards, etc.



Write for circulars and prices to-day.

The McGregor, Banwell Fence Co.

WALKERVILLE, ONTARIO

LIMITED

THE IDEAL FENCE CO., LTD., - Winnipeg, Man.

Flatware of Quality and Beautiful Design Is the Latest Production of our Factory

We are now introducing our first flatware productions to the trade. The illustration on the opposite page is our Alliston design, and we are confident that both in quality and design it is the equal of any flatware on the market, and that it will meet with the unreserved approval of the trade in Canada. We have not offered this ware for distribution until we were sure that we had produced something that would be a credit to our house. The different pieces that comprise it are beautiful in proportions and form, while the ornamentation exhibits a delicate restraint and is most finely modelled. This ware is very heavily plated with pure silver on a fine nickel-silver base, and you can go as far as you like in guaranteeing its wearing qualities to your customers. It is made to wear a life-time.

We select with special care the component metals used in our woods, amalgamate, cast into plates, roll and prepare with a view toward obtaining the highest possible efficiency for plating purposes—with equal care we pursue each subsequent operation to the shipping of the finished article having in mind but one end, the building of a reputation for reputable goods.

D. & W. Flatware will prove an excellent business getter for the hardware dealer. It allows a profit that you cannot afford to lose.

We also show a full line of Staple lines; also Tip and Windsor patterns.

Get in touch with us to-day. Ask us to send a trial order.

Defriez & Woodman, Ltd.

Head Office: TORONTO.

Factory: ALLISTON.

Montreal Office: Coristine Building.





No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with thorough confidence.

It is manufactured from the heaviest and best hard drawn spring steel wire, heavily galvanized and guaranteed to be full gauge.

Your customers can save in posts owing to this strength.

Manufactured By

The Great West Wire Fence Co., Ltd.,
WINNIPEG :- :- MANITOBA

AGENTS:

Race, Hunt & Giddy, Edmonton, Alta.
Reynolds & Jackson, Calgary, Alta.
Plasterers & Builders, Ltd., Saskatoon, Sask.



NO. 943

Canadian-Made Hammocks

You pay no duty on
this line

Sold by Leading Jobbers.
Write for Prices. They
are ALL right.

The Dominion Hammock Manufacturing Co., Ltd.
DUNNVILLE, ONTARIO

Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

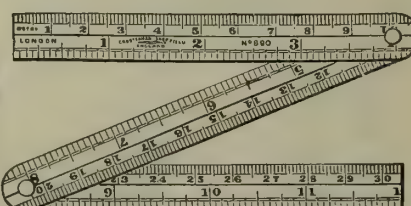
TRADE



MARKS

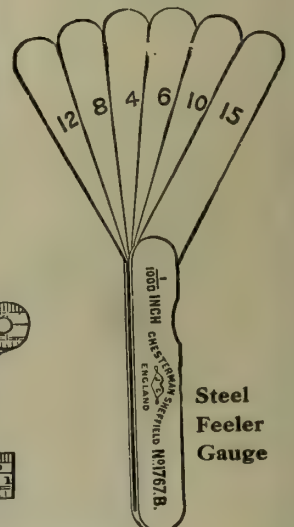


TREBLE



Steel Rules, Gauges, etc.

Engineers' Small
Tools



Steel
Feeler
Gauge

Here's the Washer that has Made 'em All Take Notice

Model
11



We're turning out A. B. C. Power Washers by the carload. Orders coming in this month better than ever. Dealers everywhere are pocketing liberal profits. How about you?

The A. B. C. is the pioneer platform type Power Washer with Sliding Wringer and All-Steel Frame. It's the easiest Washer to sell and the one that gives permanent satisfaction. The

A. B. C. Power Washer

is the greatest boon to the housewife since the cook stove was invented. You can't satisfy your trade with any other. Order an A.B.C. from your jobber to-day. Don't stock "dead heads"—sell a "Live Wire"—the A.B.C. Operates by any power or by hand.

We have the most complete line of power washers in the world and show herewith three popular models as follows:

Model 11, with platform for one rinse tub. Notice sliding power wringer and attachment for gasoline engine belt drive.

Model 11E, same as Model 11, except operated by electric motor.

Model 12, same as model 11, only platform accommodates 2 rinse tubs.

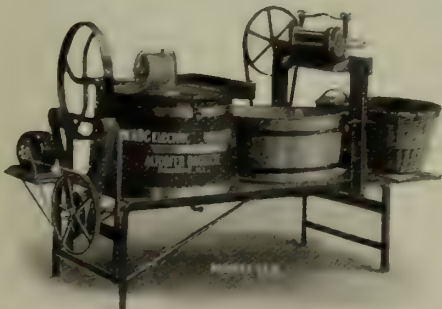
We are advertising the A.B.C. Power Washer and creating an enormous demand for it. Get the benefit of this and our other Selling Helps. Mail your order now to jobber or us.

Illustrated folder FREE.

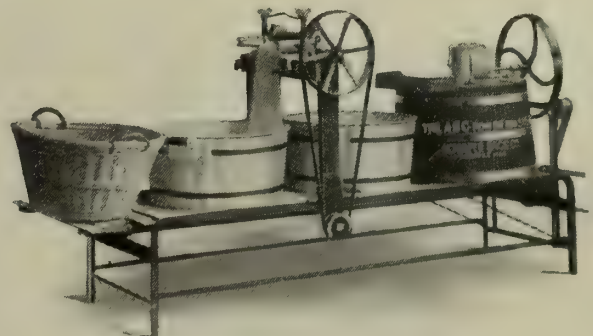
ALTORFER BROS. COMPANY

Dept. 553

ROANOKE, ILL. U.S.A



Model 11 E.



Model 12.

From Stock or for Import

METALS

Antimony, Copper, Tin, Lead, Zinc, Aluminum.

PIG IRON

SHEET METALS

Black, Polished, Galvanized, Tinplates, Canada Plates

IRON AND STEEL

Bars, Hoops, Bands, Plates.

M. & L. Samuel, Benjamin & Co.

Cor. King St. and Spadina Avenue, Toronto

YOU'LL FIND OUR

"Any Weight" Water Ballast Roller

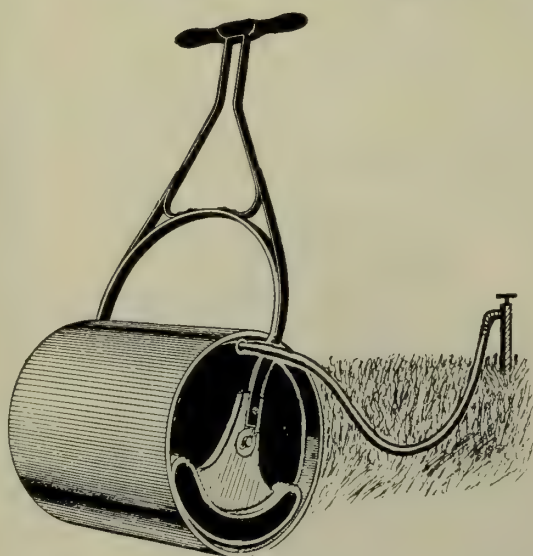
(MADE IN CANADA)

Very Profitable to Handle.

It is a lawn or garden roller that will suit all demands.

It can be weighted to suit the condition of the ground which is to be rolled. Weighs from 100 lbs. up, and is supplied in 9 styles, ranging from 18 in. dia. by 24 in. long to 24 in. dia. by 36 in. long, with or without weighted handle. Has double and single drum.

Now is the time to stock some of these rollers—the profit will make it well worth your while.



ERIE IRON WORKS, Limited

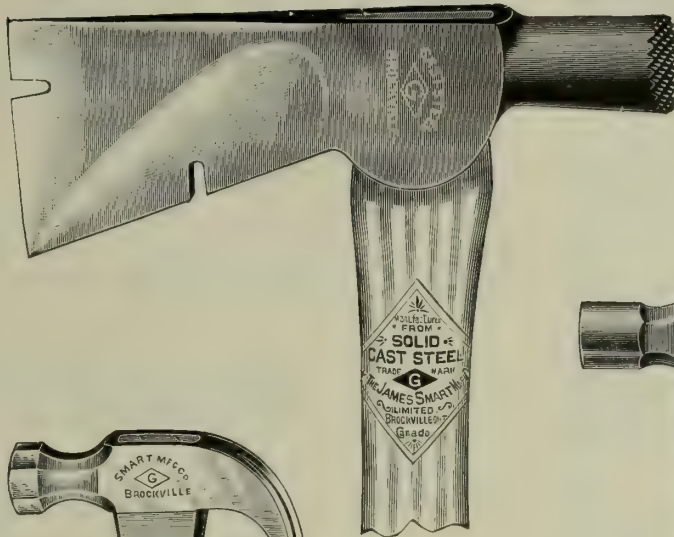
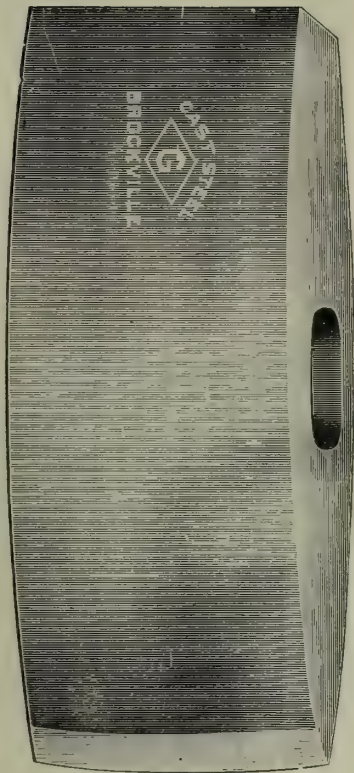
ST. THOMAS

--

ONTARIO

--

CANADA



HAMMERS, HATCHETS, SLEDGES, AND AXES

of the highest
QUALITY



Every dealer who has handled our goods knows that they are the good lines to handle, because they always give the buyer complete satisfaction.

We know that the products of our tool department are unrivaled—a trial will convince you.

We will be pleased to furnish you with all the information you desire.

We have built our business on the quality of our goods—you can build yours by selling them.

THE
Jas. Smart Mfg. Co.
LIMITED

Winnipeg, Man.



Brockville, Ont.



PEACOCK ROOFING

SOLE DISTRIBUTORS FOR CANADA

CARRIED IN STOCK IN 1, 2 AND 3 PLY
COMPLETE WITH NAILS, CAPS AND CEMENT
QUALITY GUARANTEED

BEAVER BOARD

STOCKED IN 32 AND 48 INCH WIDTHS
BY 5, 6, 7, 8, 9 AND 10 FT. LENGTHS

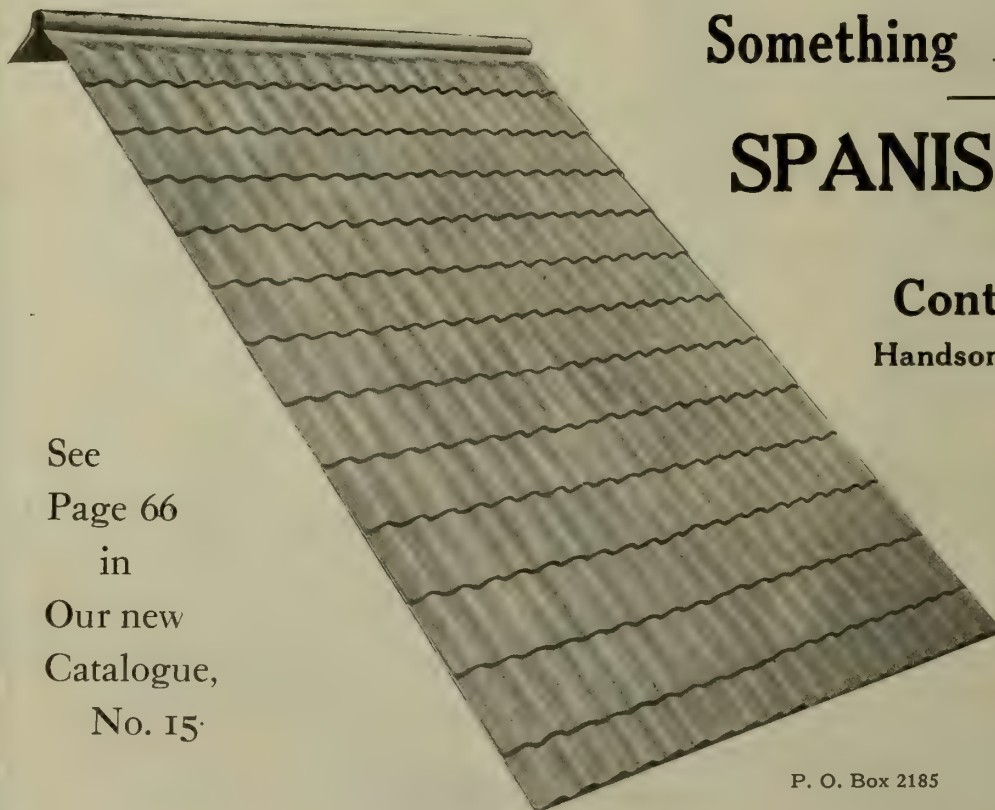
WRITE FOR PRICES

SHELF AND HEAVY HARDWARE

PROMPT SHIPMENT

WHITES LIMITED

WHOLESALE HARDWARE AND METALS
COLLINGWOOD



Something Entirely New

SPANISH TILES

in

Continuous Sheets

Handsome—Attractive—Cheap

Costs but little more than
Corrugated Iron. Introduce
it to your customers,
for their houses and all
other buildings.

Everybody will want it.
Boost your roofing business
and profits.

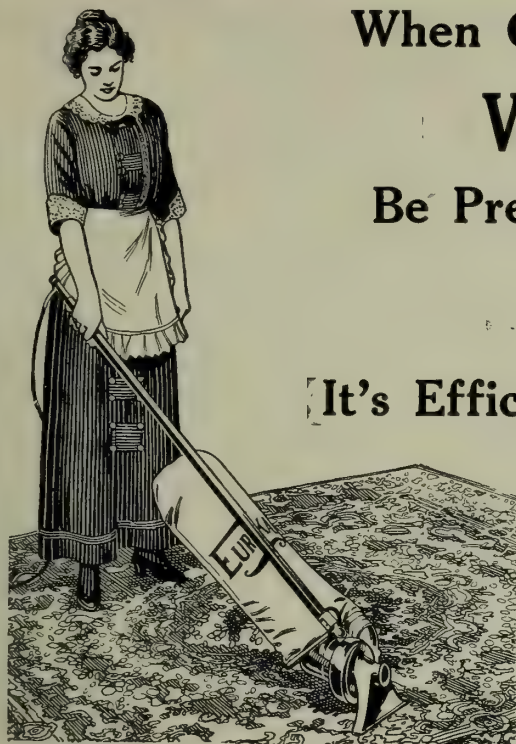
Manufactured exclusively
by

**Winnipeg Ceiling
& Roofing Co.**

Winnipeg, - Man.

See
Page 66
in
Our new
Catalogue,
No. 15

P. O. Box 2185



When Customers Call For An Electric VACUUM CLEANER

Be Prepared To Supply Them With

The **EUREKA**

It's Efficient And Very Easily Operated

Weights only 9 pounds and is only 8 inches high. Goes any place a carpet sweeper will go.

Runs over the carpet with a smooth, easy movement that requires hardly any effort from the operator.

The Current is under control at all times right at the end of the handle.

Equipped with the famous "Eureka" type motor that has been known for its remarkable perfections for years.

Costs less than one cent an hour to operate.

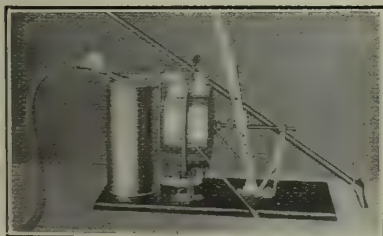
Bag is easily detached and cleaned.

The "Eureka" is guaranteed to be free from defects of workmanship or material.

We will replace or repair without a charge all parts giving out within one year under normal and proper usage. We also guarantee the "Eureka" to be exactly as we claim in every respect. W. Walker & Son, hardware dealers, 1228 Yonge St., Toronto, sold Twenty Eureka Cleaners in two weeks. Send your orders now. Retails at \$45.00.

Our 1913 "ONWARD" Hand Power Vacuum Cleaner

The Most Powerful, Durable and
Efficient Hand Power Vacuum Cleaner
Ever Built



This machine is certain to sell quickly because it retails at a low price of \$15.00, also because we guarantee it to be exactly as represented or will refund the money.

Equipped with 10 ft. Hose length, Tube and Nozzle, suitable for General Carpet Cleaning Work.

A trial will convince you that it is very profitable.

The "ONWARD" Sliding Furniture Shoe Saves Floors and Carpets

An invention that is revolutionizing things in the way of an article to take the place of the old-time caster. Casters have been a necessity, but they have much damage for which to answer, THE SLIDING FURNITURE SHOE. They do all that a caster will do and do it better without their defects. Neat in appearance, cheap in price. Attachable to any furniture or Metal Beds. No sockets required, and perfectly noiseless.

Made with Glass and Mott Metal Base in all styles and sizes. The spreading of the steel spring prevents its falling out, yet easily removed. Fits any hole that is not larger than the washer.

It will pay you to recommend them to your trade.
Ask for circulars and prices.

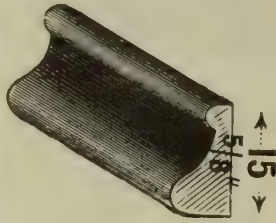
Onward Manufacturing Co.
BERLIN, - ONTARIO.

WESTERN SALES AGENTS:
Moncrieff & Endress Ltd., Scott Bldg., Winnipeg, Man.

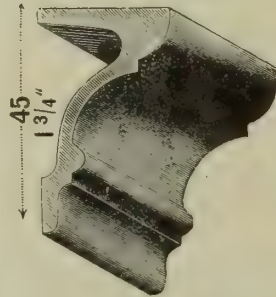
EASTERN SALES AGENTS:
Sales Company of Canada Ltd., 641 St. Catherine St. West, Montreal, Que.



We Solicit Enquiries for Standard and Special Rolled Steel Sections



B A No. 15
2.12 kg.
1.34 lb.



Our Mills roll an immense variety, including:

GIRDERS, BEAMS, ZORESBEAMS.

MILD STEEL BARS, in rounds, squares, flats, hexagons, ovals, half ovals, half rounds, triangular and special shapes.

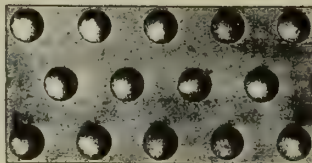
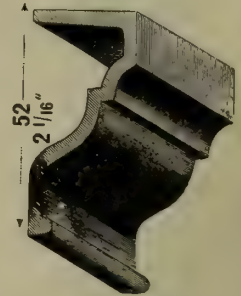
SIEMENS MARTIN PLATES, in all sizes and thicknesses.

BLACK SHEETS, in ordinary, extra and polished qualities.

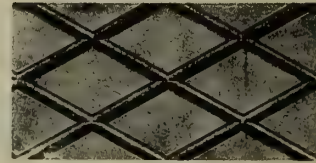
FILLET and SQUARE ROOT, EQUAL and UNEQUAL LEG ANGLES, TEES, CHANNELS, BOX CHANNELS, Z BARS, REFINED IRON BARS, I BEAMS, TROUGH and CORRUGATED PLATES, RUBBER TIRE CHANNELS, "U" BARS, CULTIVATOR and PLOW BEAMS, ROUND BEVEL EDGE, CRESCENTS, STARS, CROSSES, CANRING, KEYSTEEL, VAULT and SAFE SECTIONS, ETC.

WE CARRY OVER 200 TONS of Ornamental Steel Bars, Stair Nosings, Sky-light Bars, Box Channels, Window Sash Sections, Fence Spearheads, Pressed Steel Ornaments, Ball Head Bolts and Nuts, Ball Rivets, Etc., **IN STOCK AT MONTREAL.** We will send catalogues and full information on application.

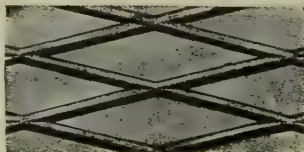
B A No. 514
2.06 kg.
1.38 lb.



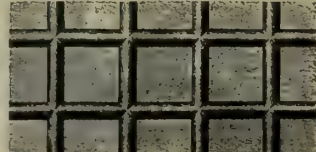
WE CAN FURNISH



CHECKERED PLATES



IN THICKNESS FROM
1-12" TO 1" INCLUSIVE



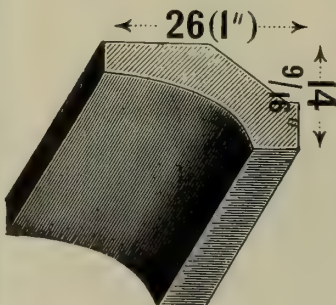
STEFFENS & NOLLE, LIMITED

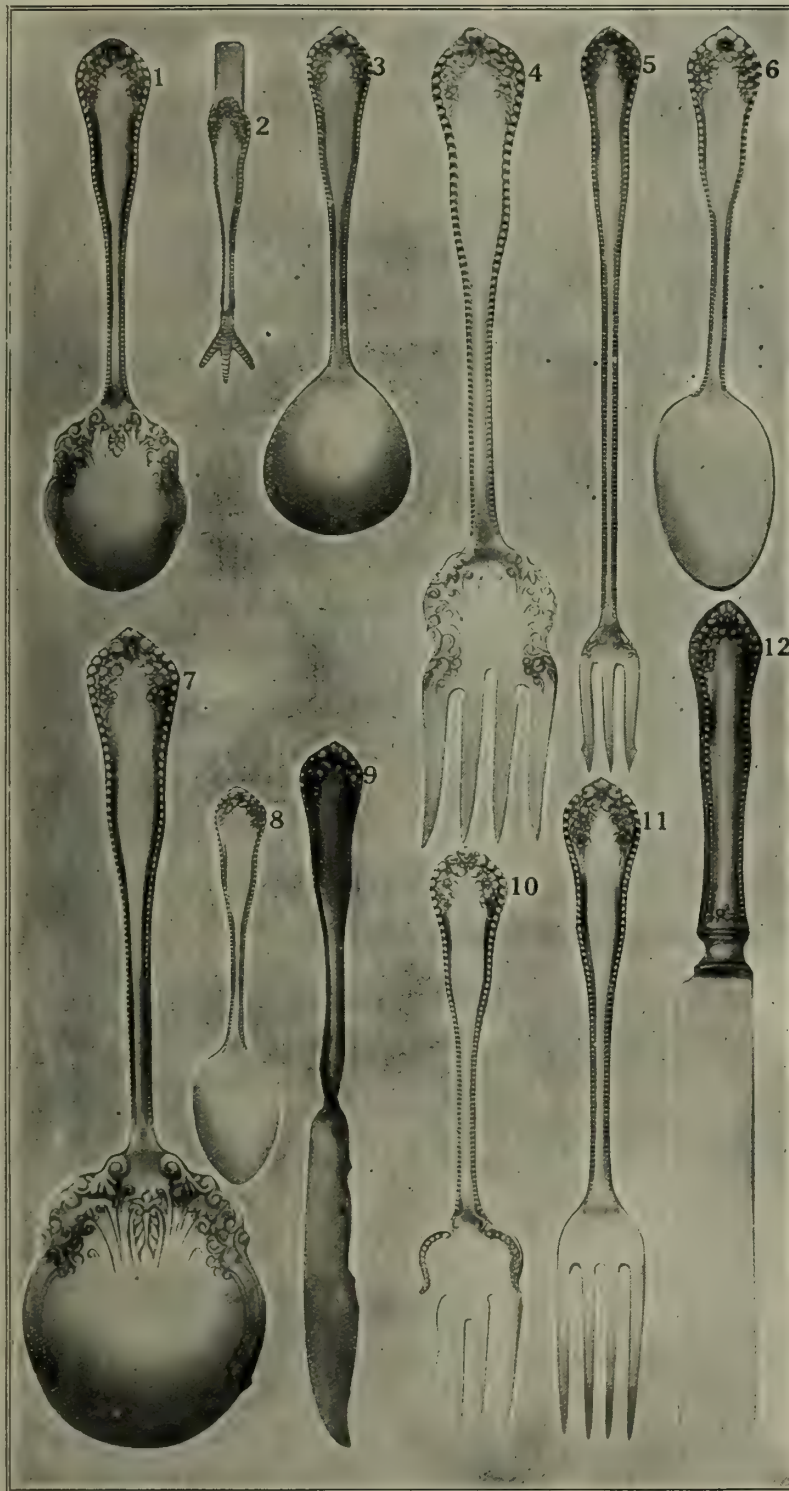
HEAD OFFICE: - [BERLIN, GERMANY

Branch Offices: —Bombay, India; Buenos Ayres, Argentina;
Sydney and Melbourne, Australia.

CANADIAN OFFICE AND SAMPLE ROOM

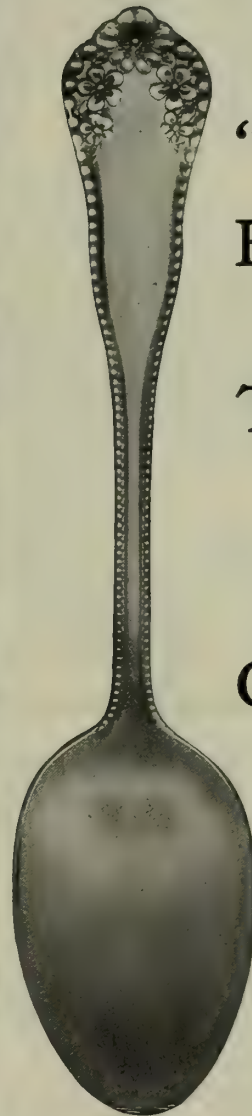
Beardmore Building, 59 St. Peter Street,
MONTREAL





A Leader

in
"Rogers"
Flat-
ware
That
You
Can
Guar-
antee
To
The
Limit



Write us for quotations on special assortments that will
appeal particularly to the Hardware Trade

Standard Silver Co., Limited

N. Madison Ave.

::

Toronto, Can.

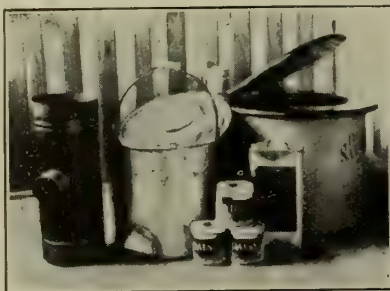
THE "SANITARY" CLOSET

For People Who Are Living Where
There Is No Water System

Medical men recommend the "Sanitary"—we guarantee it. It is so simple that it can be installed by anyone—only requires connection with a stove pipe or chimney to give ventilation, and this is how the odor is eliminated. There is nothing to wear to get out of order.

The "Sanitary" is made of the best galvanized iron, neatly painted. The seat is of the best grade cherry, polished and varnished, with double hinged cover, making it the most convenient closet to empty of any manufactured.

Up-to-date people are quick to recognize a convenient and sanitary article such as this closet.



We want every hardwareman doing business in Canada to write us regarding our special proposition. We have a mighty good offer to make live agents who will push this profitable line of goods for us. Get our literature anyway.

We also manufacture Acetylene Generators.

The Earl Construction Co.
ATHENS, ONTARIO

Glass and Emery Paper and Cloth

For nearly 100 years
the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN
DOLLARS & CENTS.

Why Spend Hours Trying To Straighten Books When Your
Accounts Can Easily Be Kept Right Up-To-The-Minute By Using A

McCaskey Account Register

When you make a credit sale you give your customer an itemized bill and keep a duplicate in the register. When the same customer calls again, you simply glance at the amount of the previous purchase and bring it forward. By bringing forward and adding amount of previous purchases to each successive purchase you let the customers know exactly how their accounts stand and they will "pay up" much quicker. By this method McCaskey Registers have collected practically hopeless accounts and have become invaluable to many stores.

Over 100,000 McCaskey Registers are in use to-day—merit has placed them in so many stores.

The McCaskey Account Register also prevents mistakes, disputes, forgetting to charge and saves a lot of night work. It saves you money in every day of service.

Our Booklet "John Ashley" contains an interesting story—will send it to you FREE.



Double Register with Electric Recorder
and Cash Till.

Dominion Register Co., Limited

96 Ontario St.,

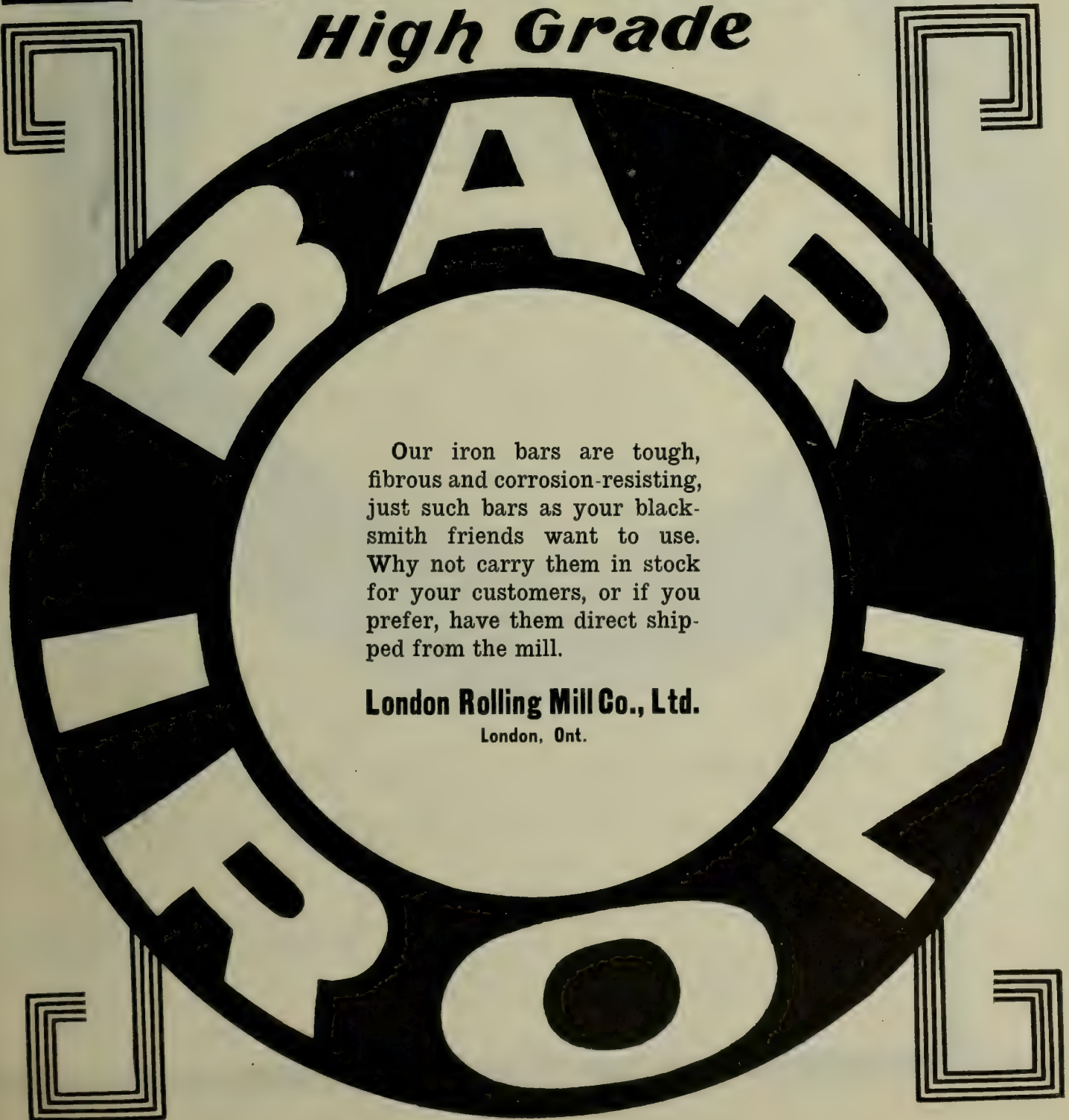
...
(Trafford Park, Manchester, Eng.)

Toronto, Ont.

HARDWARE AND METAL

LONDON

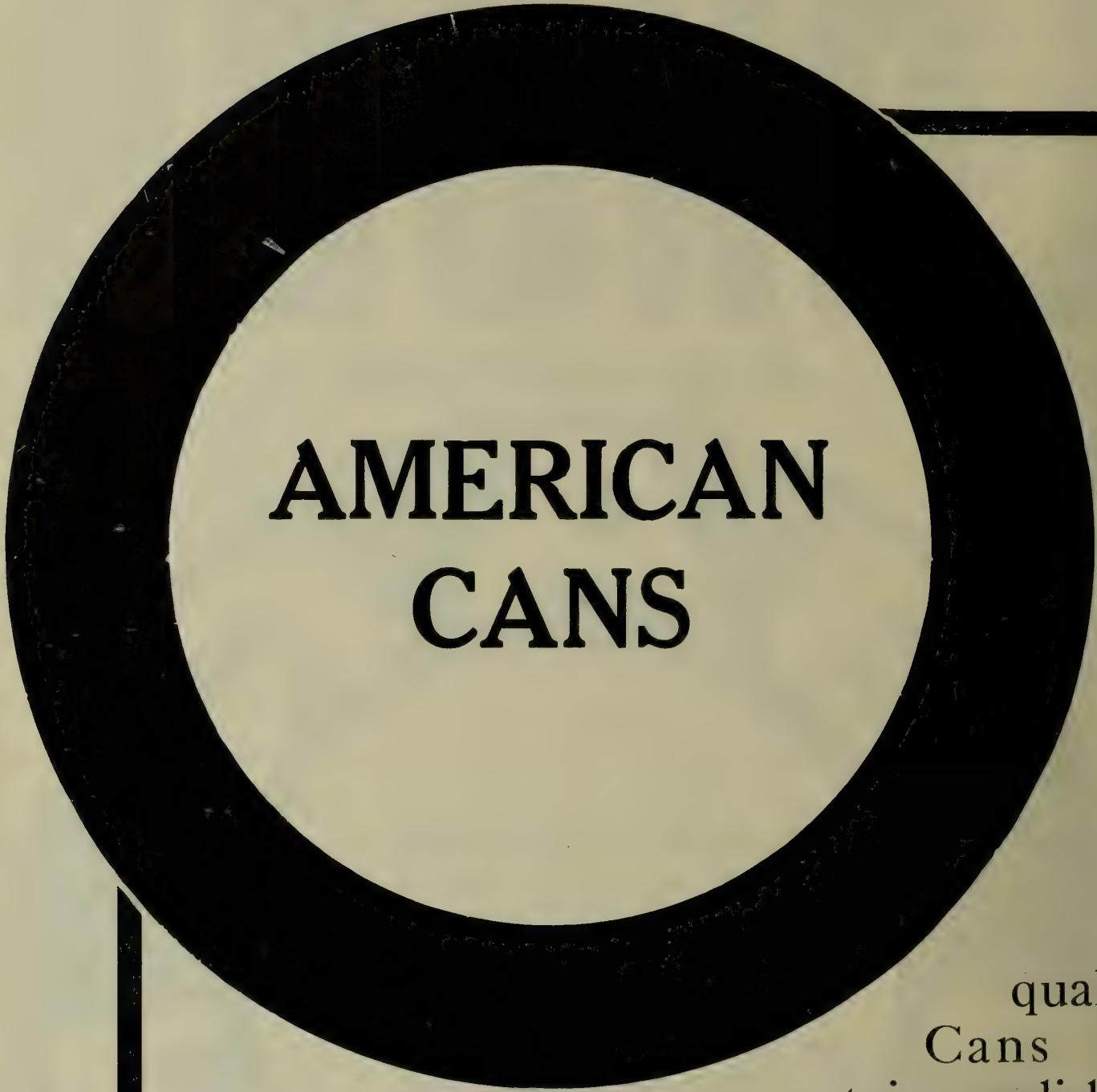
High Grade



Our iron bars are tough,
fibrous and corrosion-resisting,
just such bars as your black-
smith friends want to use.
Why not carry them in stock
for your customers, or if you
prefer, have them direct ship-
ped from the mill.

London Rolling Mill Co., Ltd.

London, Ont.



AMERICAN CANS

quality
Cans for
stains, polishes,
products. Cans made from tin---Cans
---plain or decorated. Let us quote on

American

Montreal, Que.

A High Grade Product Deserves A Good Can

American Cans are made with special reference to the product they are to contain, therefore are especially adapted to your use.

American Cans are made in a great variety of styles, and among those styles every requirement can be satisfied.

Our factories are fully equipped to attend to all orders promptly. We are constantly installing new machinery to maintain high and to enlarge our output.

mixed paints, colours, dry or in oil, varnishes, oils, soaps, and for all varieties of moist or dry made from black sheets---Cans made from paper your requirements.

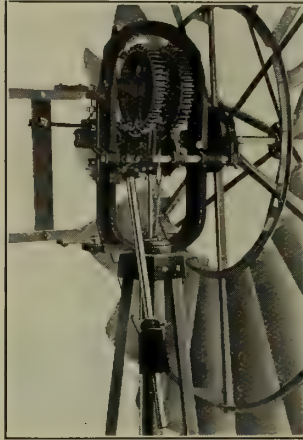
Can Company

Hamilton, Ont.

Our Windmills and Pumps

Will Prove a Valuable Asset to
Your Business.

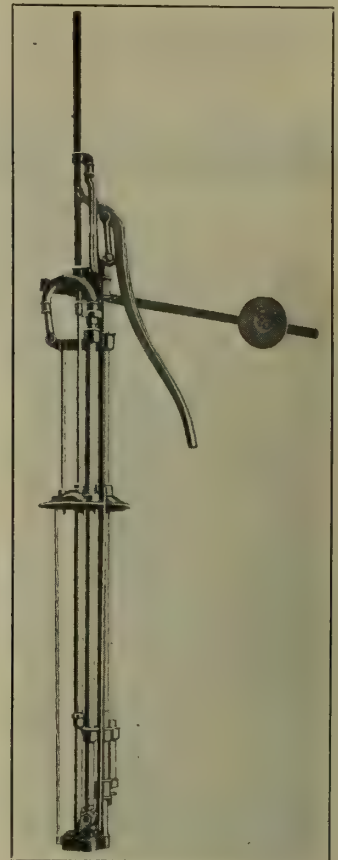
Give Them a Trial.



Agents Wanted.

Write for our 1913 catalogue.

Dominion Well Supply Co., Ltd.
Cargill, Ont.



Every Progressive Hardwareman or Tinsmith Should have a copy of our Handsome New Ceiling Catalog

It contains scores of beautiful designs for all kinds of buildings, such as churches, schools, theatres, commercial buildings and private residences.

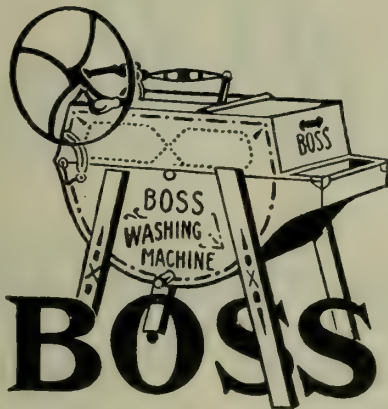
You can turn to this new catalogue and find in an instant a practical suggestion or illustration that will help you in selecting the design for your next ceiling job.

Drop us a card and we will have a copy mailed to you FREE.

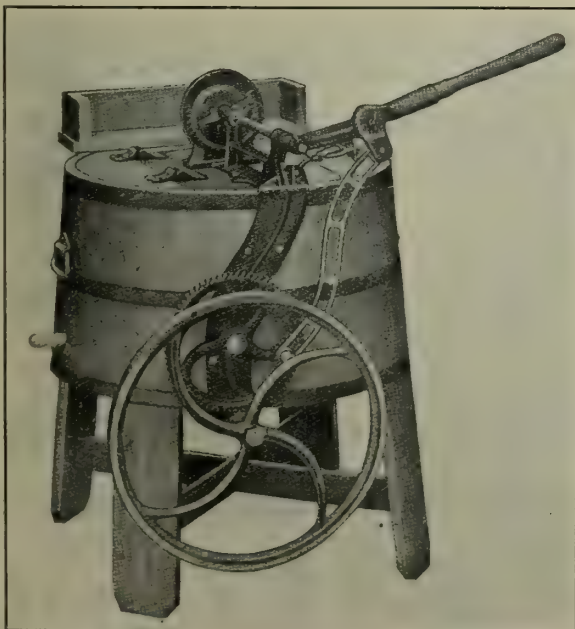
McFarlane-Douglas Company, Limited
Ottawa, Canada



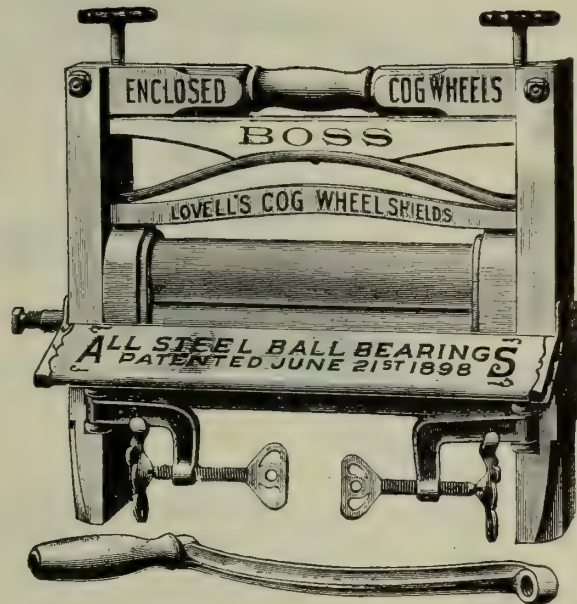
No. 32



No. 23



Cincey

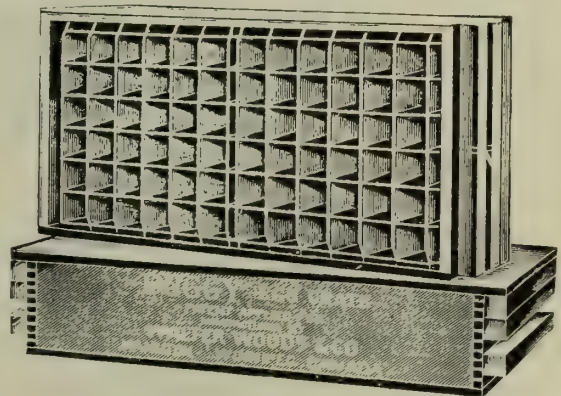


The Quality and Construction
of Our Products Assure
A Big Demand

Write us for catalog covering our line of quick selling specialties.

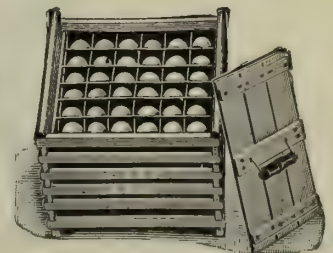
All orders receive our careful attention and are shipped at once.

Give us a trial.



Buggy Crate

Humpty Dumpty
Folding
EGG
CRATE



WALTER WOODS & CO.
Hamilton and Winnipeg

True

Cold Blast

**The Most Economical Made. Burns Coal Oil 24
Gives 12 Candle Power Bright
WILL NOT BREAK, CRACK OR**

All the latest technical lantern features are embodied in solderless oil well; reinforced one piece stamped tubes; lever easy," and when pressed down firmly locks the globe into place. guard and extra large oil hole.

This is our newest and best lantern of the Banner series demand. Every farmer will want one.

Place your order with us now. We

Ontario Lantern and Lamp Co.,

Trulite

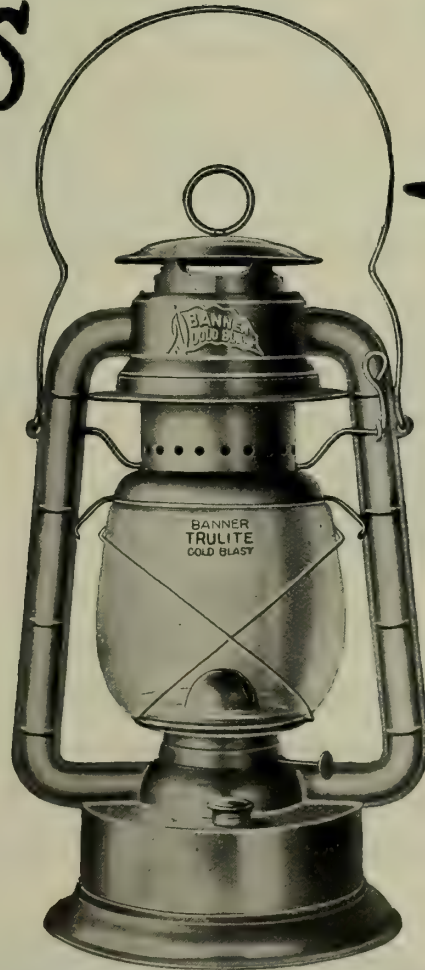
Lanterns

Hours With One Filling
White Light
BECOME SMOKED

the Trulite, viz: dome shaped
at top "works smooth and
Security standing back cling

and is certain to create a big

ship quickly.



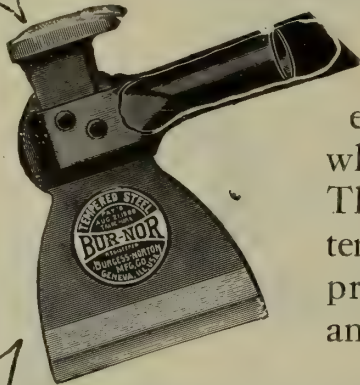
Limited - Hamilton, Canada



Put Bur-Nor Hatchets in Stock And Watch Them Sell



We make
them well,
Their
friends
make them
sell.



Your customer appreciates that
extra 50% service that he secures
when he buys Bur-Nor Hatchets.
The reinforced Handle and the oil
tempered Blades, insure prompt and
profitable sales. Write for catalogue
and prices to day.

You Can't
Beat them.
You Can't
Break them.



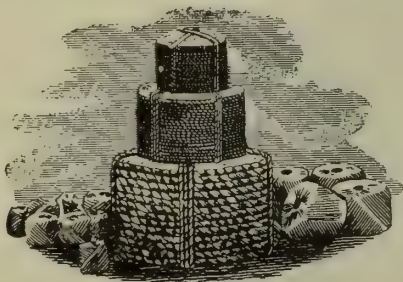
BURGESS-NORTON MFG. CO.
GENEVA, ILL., U. S. A.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



THE FAMOUS 4 MAPLE LEAF BRANDS
of

BINDER TWINE ROPE AND CORDAGE OF ALL KINDS

Best in Quality. Product of Canadian Industry.
Leading in Popularity.

WRITE FOR SAMPLES AND PRICES.

THE BRANTFORD CORDAGE CO., Ltd., BRANTFORD, Ont.

**If Your Ambition is to Sell Nothing But High Quality Cutlery,
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of
Cutlery is bet-
ter known to-
day than
"TREE"
Brand, which
has been on



the market for the last 50 years and in which the quality has been upheld since this
brand was first introduced. Insist on having Boker's "TREE" Brand. By far the
best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

Don't fail to gather your Spring Profit-harvest

NO live farmer would let his crop stand unharvested until frost and snow had ruined and wasted it.

No live dealer can afford to let his spring harvest of profits from selling

Canada Cement

go to waste by failing to *push his sales* for the next two months.

We have planted the seed, and cultivated the crop for you—Our advertising and educational campaign, reaching every town, village and farm in Canada, has put Canada Cement first in the people's favor. It has made them realize that concrete is the best and most economical of all building materials.

This public favor is the *standing crop* that is ready for you to harvest *now*. Don't be contented to simply *take orders* for cement. Go out of your way a bit to *sell* it—you'll find it's the easiest selling you ever tried. Call your customers by 'phone—or send them a circular letter, telling them that you are prepared to supply them with Canada Cement promptly. Suggest to them that now's a good time to make needed improvements, before the ground is in shape for steady plowing.

And when you see mud six inches deep in streets and roads, don't forget that concrete is the best and most economical material known for road-building.

If you want further suggestions as to how you may increase your spring cement sales, or information on concrete streets and roads, write to

Publicity Department

Canada Cement Company Limited
MONTREAL

SALES OFFICES AT

Montreal

Toronto

Winnipeg

Calgary





ANNOUNCEMENT



To The Trade:—

We wish to announce that this Company has purchased the business of Chadwick Bros., Limited.

Additional real estate has been purchased, and plans for new buildings are now under way, which will double the capacity of the plant.

It will be our aim not only to furnish goods of **QUALITY**, but give such **SERVICE** as we trust will warrant placing with us a much larger share of your patronage than in the past.

Catalogues are being prepared which will advise you more fully as to the different styles of goods we are now manufacturing.

Soliciting your correspondence, we are,

Very truly yours,

CHADWICK BRASS COMPANY, Limited.

Henry J. Turner,
Vice-Pres. and Gen. Mgr.

Manufacturers of a full line of Brass House Furnishings, Fire Sets, Tea Kettles, Cuspidors, etc., etc.
Send in your name for Catalogue now under preparation.

Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, “that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money—lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

Lever Punching Presses



No. 85



No. 71



No. 70

Are You Using

One of our Lever Punching Presses? or are you still plugging away with a hammer and hand punch? You will find one of these punches in every up-to-date factory in the country. Why? Because they are money savers. Often saving their cost on one contract. They are made in many styles and sizes to suit every requirement. Punches and Dies are quickly removed to change size. Write for prices.

The Brown-Boggs Co., Limited
Hamilton, Canada

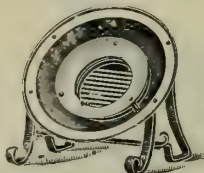
PRESSES, DIES, TINSMITHS' and SHEET METAL WORKING TOOLS

One of the most successful re-tailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

"CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles Electric Irons
Electric Food Warmers Electric Grills
Electric Toasters, Etc.

Write
to-day for
latest
Catalogue
Liberal
Discount



Bright Glowing Electric Fire.

Absolute-
ly Safe
Thorough-
ly reliable
Guaran-
teed for
12 months

AGENTS WANTED

TOWNSHEND'S ART METAL CO., Ltd.
Ernest Street, BIRMINGHAM, ENGLAND

LETTERS

White Enamel, Copper,
Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson 147 Church St., Toronto

NUMBERS

W. J. H. BUTLER, LTD.

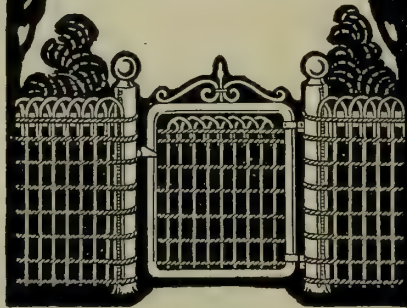


Wolverhampton, England

Manufacturers of
Chest Handles,
Spout Brackets,
Steel Rakes, Kettle
Ears, Rivets, and all
kinds of fittings for
Iron and Tin-plate
workers' use.
Wedges, Clips and
Wire Strainers for
all kinds of Wire
Fencing.
Illustrated list on
application.

Peerless Ornamental Fencing

Unequalled for
Beauty of Design,
Artistic Finish
And Strength
of Construction



Big Margin For Profit For The Dealer

We have spent years in the manufacture of fencing and consequently we know what is best to give the real service and know how to make a fence at a price that the trade is willing to pay. Write for particulars and prices.

The Banwell-Hoxie Wire Fence Co.

Winnipeg, Man. Hamilton, Ont.

ORNAMENTAL IRON and WIRE WORK

Hardware dealers can make profitable sales of wire and iron work for buildings from catalogues.

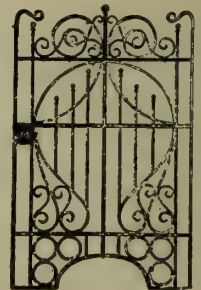
We issue a separate catalogue for each line.

Some of the lines we make:

Wire Window
Guards
Iron Fencing
Iron Stairs
Lawn Vases



Fire Escapes
Metal Lockers
Steel Shelving
Church Metal
work
Iron Roof and
Cresting
Finials
Metal Store
Fronts
Guards and
Grills
Stable Fittings



When writing advertisers kindly mention this paper.



Pat. Nov.
10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

The Bulldog MOP WRINGER AND BUCKET COMBINED

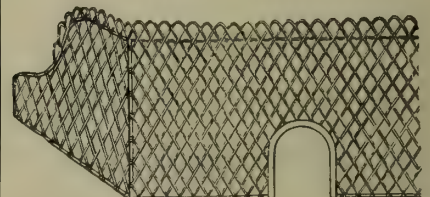
The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do not travelling) and we will be pleased to quote you prices.



Dennis Wire & Iron Works Co., Limited

London - Canada

FILES THAT SELL

THE FIVE WINNERS

American
Arcade
Globe
Great Western
Kearney & Foot

HANDLE "Nicholson-made" Files and Rasps, which have set the quality standard for the file trade of North America and the world. Each Nicholson-made file is produced from steel of private formula, on special Nicholson machines, and hardened by a special Nicholson process. Every individual Nicholson-made file is separately tested and separately inspected at every stage of manufacture.

"Nicholson-Made" Means Steady Trade

It pays to handle sharp-toothed keen-cutting Nicholson-made Brands. You keep your trade. Every Nicholson-made File or or Rasp customer is a steady buyer of the Nicholson-made

Brands. Buy through your jobber, any of the five brands listed above, and if you cannot get them, write us.

NICHOLSON FILE COMPANY Port Hope, Canada

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

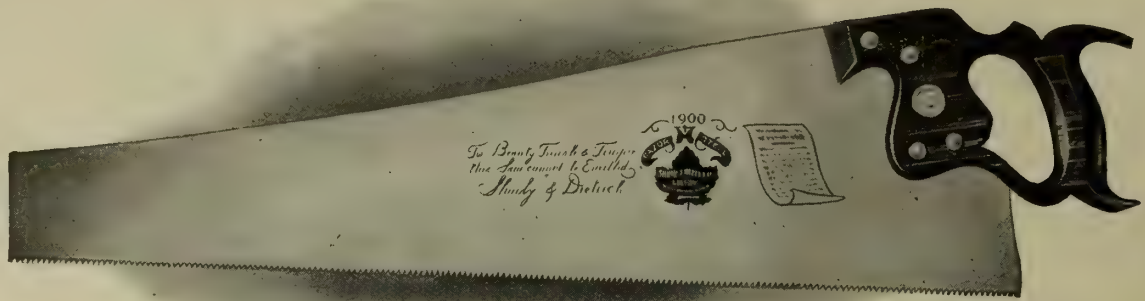
SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.



**Our Process of Grinding is an
Entirely New Feature in the Manufacturing
of Saws**

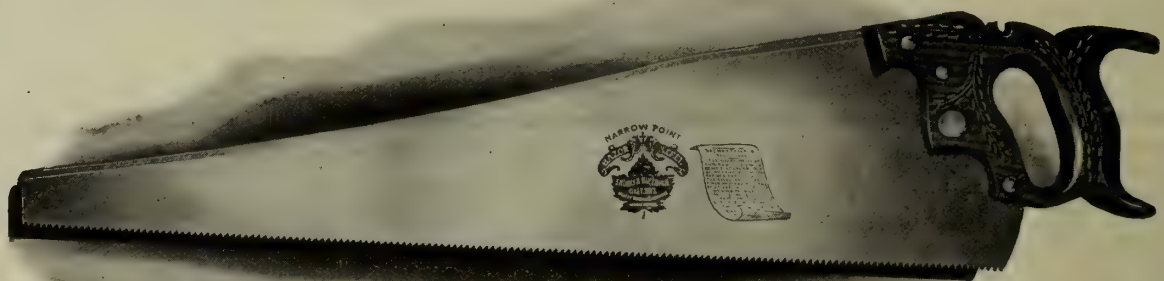
**Our Saws are Ground to True Taper—They Will Not
Bind in Cut**

The Maple Leaf trade mark, which is found on all our saws, is a guarantee of highest quality and long service.

There is a splendid profit and much satisfaction awaiting you.

We also manufacture Improved Racer Lance Tooth Cross-cut Saws, Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Back, Butcher, Pruning, Buck, Saw Tools and Supplies.

A trial will convince you that our makes are the best to handle.



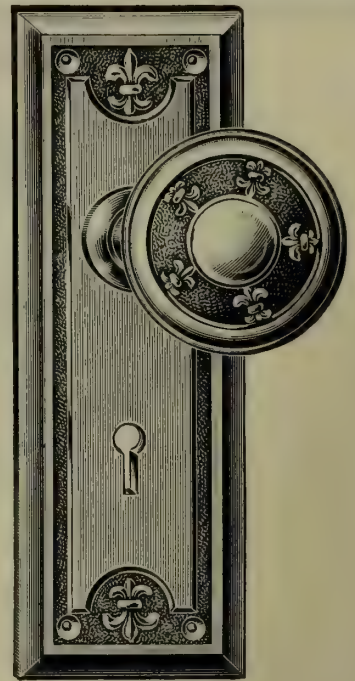
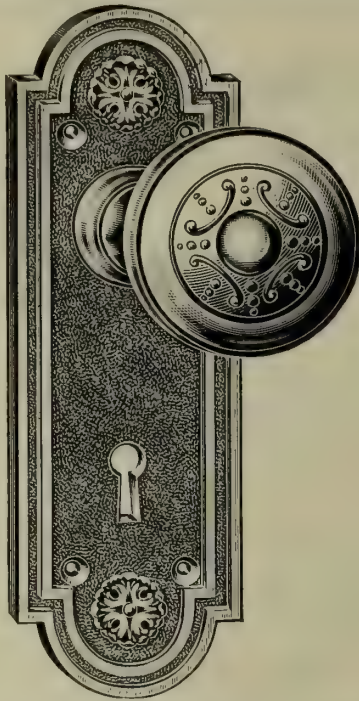
SHURLY-DIETRICH & CO., LIMITED
Galt, Ont.

and 1642 Pandora Street, Vancouver, B. C.

DO you know of
any hardware
dealer, anywhere in
Canada, who does
not subscribe to
Hardware and Metal?

If so, you will be doing him
a good turn by giving us his
name and address, so that
we may send him a sample
copy and an order blank.

HARDWARE & METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG



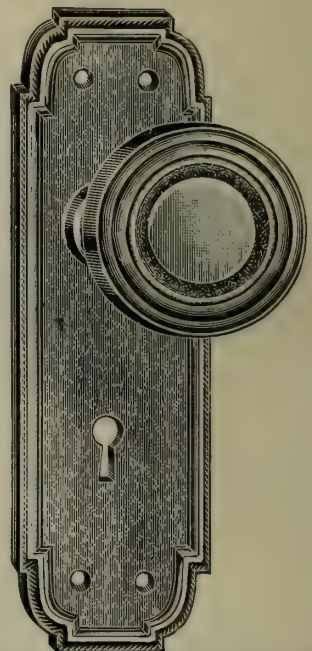
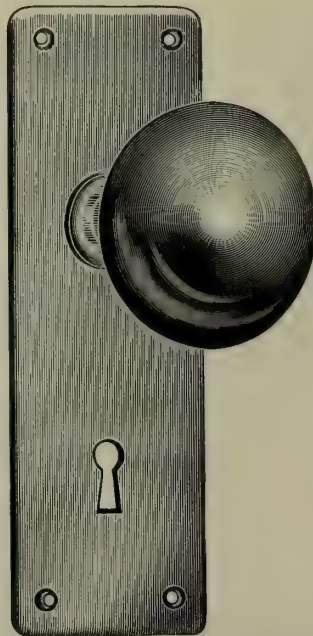
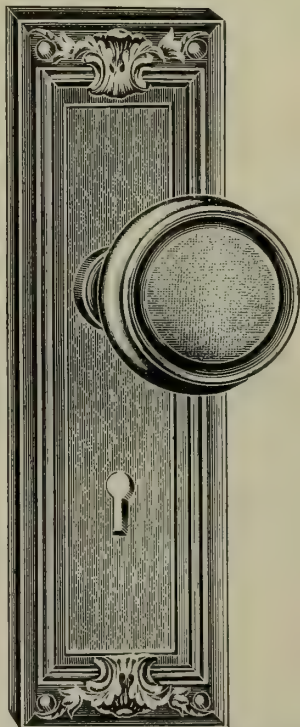
Every wide-awake merchant is striving to please his customers, and in order to do this he must buy the **BEST** he can get for the money invested.

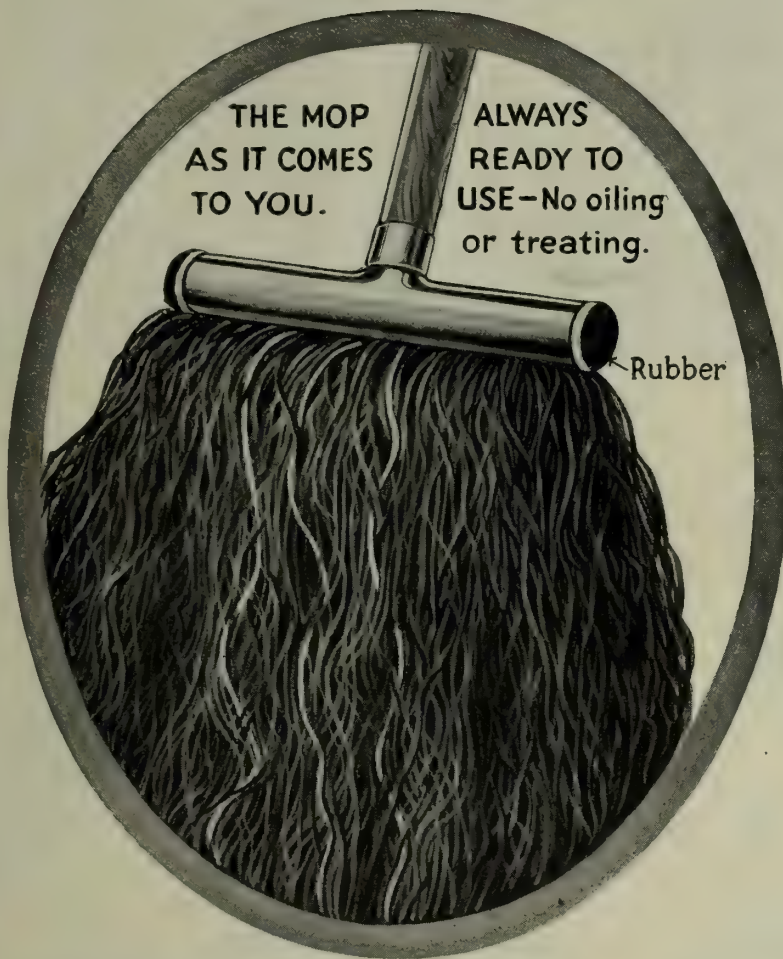
IN THE BUILDERS' HARDWARE LINE,
BELLEVILLE GOODS

ARE THE ONES HE WANTS.

The Belleville Hardware & Lock Manufacturing Company, Limited
BELLEVILLE, ONTARIO

Manufacturers of Locks and High Grade Hardware





MONEY IN A MOP

Women want the B-B Dustless Mop as soon as they see it—a dustless mop that never has to be oiled, and is always ready to use. It is an ideal floor polisher that gets all the dust and yet cannot stain or injure anything because it is dry.

You will satisfy your customer every time with the B-B Mop. What is more, you get her refill order.

The profit is large, the line tested and tried by many years of satisfactory service.

B-B DUSTLESS MOP \$1.25

IT'S BLACK WITH HERE AND THERE A YELLOW THREAD



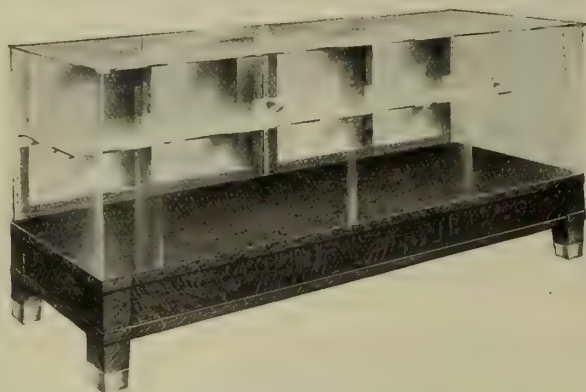
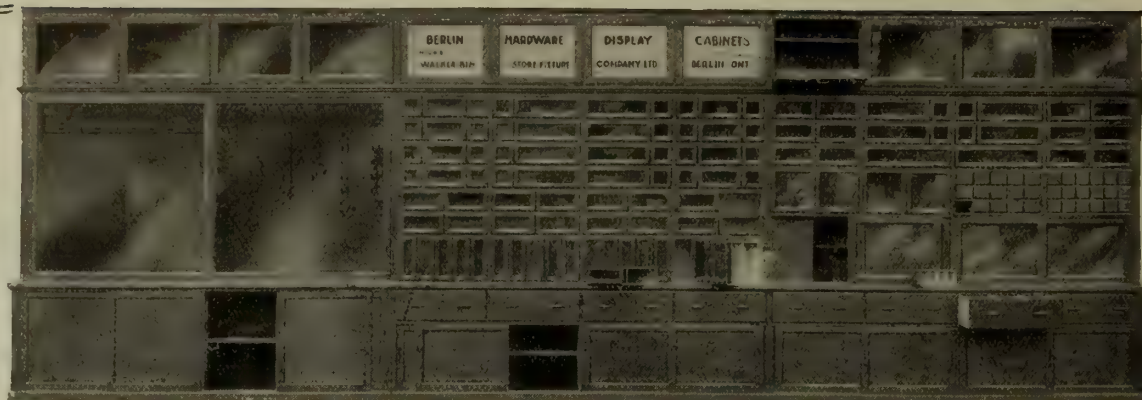
Over one million women are daily using B-B Dustless Mops, Dust Cloths, Utility Brushes Broom Covers and other B-B Dustless Specialties.

Our advertisements will appear in all the leading publications to tell women in every part of the country about the new B-B Refill Mop, which they recognize at once as superior to any other mop on the market. Its advantages are so apparent that it sells itself on sight. We want the most progressive dealer in your town. Write your jobber or communicate with us direct.

MILTON CHEMICAL COMPANY
BINNEY STEET CAMBRIDGE C, MASS.

Quick Service
and
Attractive
Display

Draws
More
Trade



People like to patronize the store where everything is convenient and attractive. The convenience of our show cases and the method of displaying contents enables the dealer to get what is asked for quickly.

Make your store more systematic, more attractive, and more convenient than your competitors and you will get the most trade.

We design and manufacture **Display Cabinets, Silent Salesmen and Counters** to meet the hardwareman's requirements.

We use the best oak and employ expert woodworkers.

Write us for circulars and prices. Send us sketch of your store, giving dimensions, and we will furnish you with estimates on any line.

The Walker Bin & Store Fixture Co.
Manufacturers and Designers of
Modern Store Fixtures Limited
BERLIN, ONTARIO

THE CORONA ROASTER



This is a roaster that has become indispensable in thousands of homes. It is **VERY ATTRACTIVE**, and is sure to find ready buyers in your vicinity.

A double air jacket, yet all of one piece of steel. **THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE.** Has no seams to cause trouble, or creases to make it hard to clean. **ABSOLUTELY GUARANTEED** and backed by our long retained reputation for **HIGH QUALITY.**

Write us for catalogue and full particulars.

Jas. D. Fletcher, Canadian Representative
162 Bleeker Street, Toronto

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

You Want to Earn More, Don't You ?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

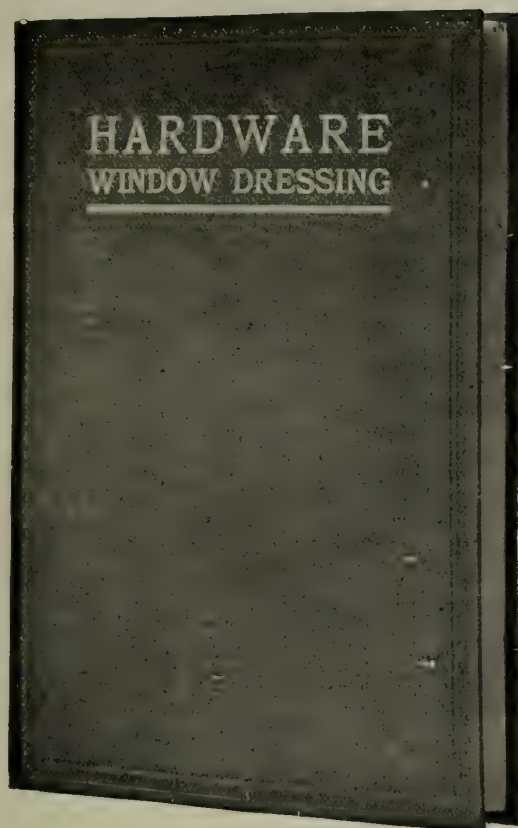
If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.



Hardware Window Dressing

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8 x 11 inches

300 Illustrations

PRICE \$2.50

Payable in Advance

Store Management - Complete

Every Ambitious Merchant

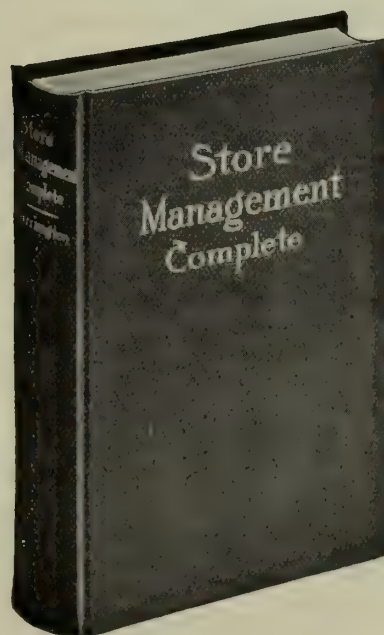
SHOULD
READ

Sales Plans

A collection of three hundred and thirty-three, successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE \$2.50

All Orders Payable in Advance.



ABSOLUTELY NEW

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

JUST PUBLISHED

Technical Book Department

MACLEAN PUBLISHING COMPANY

143-149 University Avenue, Toronto

A post card will bring to you our complete catalogue of books on PLUMBING and HEATING, HARDWARE and SHEET METAL WORK. ORDER NOW.

High Class Bathroom Fixtures at Right Prices



Our $\frac{1}{2}$ -inch by 18-inch towel bar, made of solid brass, nickel-plated and highly polished.

THE approaching Spring season promises to develop an exceptional demand for interior fittings of all kinds. When it comes to towel bars and other bathroom equipment, it is absolutely necessary that your stock be of good standard. You will then have a line worth talking about, worth displaying and one that will bring in the business.

Our Towel Bars are of Solid Brass Nickel-Plated and Highly Polished.

Bent Bars made in the following sizes:

$\frac{3}{8}$ -inch by 16 in., 18 in. and 24 in.
 $\frac{1}{2}$ -inch by 16 in., 18 in., 24 in., 30 in. and 36 in.
 $\frac{5}{8}$ -inch by 18 in., 24 in., 30 in., and 36 in.

Post Bars made in the following sizes:

$\frac{3}{8}$ -inch by 18 in., 24 in., 30 in. and 36 in.
 $\frac{1}{2}$ -inch by 18 in., 24 in., 30 in., 36 in. and 48 in.
1-inch by 18 in., 24 in., 30 in., 36 in. and 48 in.

Towel pegs, $\frac{1}{2}$ inch by $8\frac{1}{2}$ inches.

Bathroom Cloak Hooks, $\frac{1}{2}$ inch by 3 inches.

Tumbler Holders, Toothbrush Holders and Soap Dishes, all in up-to-date designs.
Write at once for prices. This is your opportunity to buy high-class fixtures at right prices.

Note.—We are also manufacturing a line of household novelties which should interest every dealer. Write for information.

The Pollock Manufacturing Company, Limited
Berlin, Ont.

When You Want A Clerk

A CONDENSED ADVERTISEMENT in Hardware and Metal will bring you replies, instantly, and you can fill the vacancy satisfactorily in a few days.

The cost of this service is ridiculously small. Condensed advertisements are inserted, under their proper headings, for 2 cents per word, first insertion, and 1 cent per word for each subsequent insertion. An extra charge of 5 cents is made when Box Number is used. This covers cost of forwarding replies.

Advertisements for the condensed advt. page will be accepted up to 4.30 p.m. on Wednesday of each week.

HARDWARE AND METAL

143-149 UNIVERSITY AVENUE • TORONTO, CANADA

Live specialties for you, Mr. Hardwareman

Co-operation with you is the life blood of our selling plan. Every possible means of making your sales easy and your profits big are employed.

Grab's YALE PRESS

Even if we did not advertise Grab's Yale Press you could easily sell it because of its genuine merit, but when we do advertise it extensively and co-operate with our dealers so thoroughly, it's a sure thing you can sell it easily and make big money. The Yale is the best, most practical and durable press made. It is unequalled for making jellies, jams, cider, grape juice, fruits, ices, sausage, and hundreds of other things.

PRICE:
4 Quart Size, \$4.50

WRITE FOR TRADE DISCOUNT.



Grab's Automatic Foot Scraper

Every Doorstep Needs One

Sold
by
Live
Deal-
ers
Every-
where

The Best
Selling
Hardware
Specialty in
the World

Retails for
\$1.00



Best known and most popular hardware specialty in America. Make a window display of them and watch them sell.

Grab's Automatic Foot Scraper is the only foot scraper that cleans sides and bottom of shoe in one operation; can be rotated and swept under.

Every housewife wants one as soon as she sees it. Your store cannot afford to be without

Grab's Automatic Foot Scraper.

Price fully protected by patents in Canada and U.S. Always retails for \$1.00. Liberal discount to dealers.

Grab's Handy Cord Cutter

RETAIL
PRICE
25
CENTS

Here's an actual necessity wherever bundles are wrapped and cord is used to tie them. Thousands of them in use in the largest establishments throughout the world. Indispensable in the shipping room and at the wrapping counter. A saver of twine, time and trouble.

Grab's Handy Rope Cutter

Operates on the same principle as the cord cutter. Made of wrought iron, red enamel finish, extra heavy finely tempered steel blade, cuts the heaviest rope instantly and accurately.

Price \$1



There are thousands of housewives in your community whom our advertising has interested in the Yale Press and Foot Scraper. There are hundreds of merchants who want Grab's handy cord cutter. They are ready to buy the minute they know where to go. Here's a chance for you to make big money easily. Order a supply of these specialties at once. Display them on your counters and in your show windows. You will make more money than you ever made on any other article before.

Write for Liberal Discounts and Catalog.

GRAB'S SPECIALTIES
Grab's Automatic Foot
Scraper, "Yale" Press,
Keyless Basket Bank

Victor M. Grab & Co.
Manufacturers
1144 Ashland Block, - CHICAGO

GRAB'S SPECIALTIES
Grab's Book Bank, Toy
Wheelbarrows, "Victor"
Coat Hooks, Grab's Cord
and Rope Cutters

Table of Editorial Contents

ARTICLES ON SYSTEM.

Introduction	25
Complete System of Well Regulated Store	76-82
Taking Stock on Selling Price	83
Systematic Management of Workshops	84-85
Handy Systems Used in Hardware Stores	86-87
A System for Making Prompt Collections	88-89
A System for the Storing of Stock	90

EDITORIAL.

An Aid to Spring Business—The Financial Situation—Salaries on Percentage— Selling Stoves on Time—Our Cover Design—Time for Action Has Come— Pointed Editorials—The Honesty of the Public	92-94
Broad Topics of Trade	95

NEW HARDWARE STORES.

A Modern Store Operated on an Up-to-date System	96-97
A New Store with Commendable Features	98-99
A Store Without a Counter	100-101
Developments in Store Front Construction	102
Views of Hardware Stores	103

RETAIL ADVERTISING.

Criticisms of Recent Advertisements	104-105
System in the Advertising Department	106

STOVE DEPARTMENT.

Sells Stoves on Strictest Terms	107
Stove Automobile Display	108
Big Stove Sales During "Gas Year"	108

WINDOW TRIMMING.

Practical Phases of Window Trimming	109
Awards in Christmas Window Contest	110-114
Clever Motion Device in Window	115
Practical Pointers on Card Writing	116
Development of the Streamer Idea	117

SALESMANSHIP DEPARTMENT.

Manual Training and the Sale of Tools	82
Planning the Spring Sales Campaign	119-121
Are Featuring Blasting Powder	121
Making Profits on Electrical Lines	122
Handling Automobiles as a Side Line	123

PAINT DEPARTMENT.

Proper Arrangement of Paint Stock	126
Making Linseed Oil and White Lead	127-128
Pushing the Sale of Paint Specialties	129
Getting Interest of Women Customers	130

GENERAL ARTICLES.

Six of the World's Most Important Needs	91
Views of Chain Making	114
Methods of Meeting Parcels Post	124-125
Money Making Methods	131
Fixtures of Ingenious Dealers	134

GENERAL DEPARTMENT.

Complete Course of Sheet Metal Work	135
Junior Clerks' Page	138
Current News	139
Market Reports	140
Market Reports	140-143
Market Quotations	144-146

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

GENERAL HARDWARE—OWNER WISHES to devote his whole time to manufacturing, making it advisable to sell at once. Stock is well assorted and well bought. Will run, with fixtures, around \$11,000.00. Town is situated on the water, and has a great shipping boom and best of prospects for the future. Several large factories and more coming, making large town, and there is a large country trade to draw from. Agreeable competitors to work with. Spring stock bought at best price before the advances. A well equipped handy clean store, and well lighted. The rent is reasonable. A first-class opening for the right man. Head clerk would in all probability wish to stay on. Address Box 777, Hardware & Metal, Toronto. (12)

HARDWARE BUSINESS FOR SALE IN Shoal Lake, Man.—The undersigned have for sale at a rate on the dollar a long established hardware business in this town, and doing a good annual turnover. The stock and fixtures will approximate \$6,000.00. Terms would be a third cash, balance 6, 9 and 12 months at 7%. This business has been established upwards of twenty years, and we are confident that a good, practical hardware man could carry on a very profitable business at this point. Apply to the Canadian Credit Men's Association, Limited, 615 Ashdown Block, Winnipeg, Manitoba. Henry Detton, General Manager. Phones, Garry 3010. (13)

FOR SALE — FIRST-CLASS HARDWARE store and stock in a good farming community in Western Ontario. Stock about \$2,000; turnover \$6,300.00. Best of reasons for selling. The man who acts quick can procure same at a snap. Box 417, Hardware & Metal, Toronto. (15)

FIRST-CLASS BUSINESS FOR SALE — hardware, wallpaper and tin-smithing, in the Village of Atwood, Perth County. Stock, fixtures and tools \$5,000.00, more or less. Reason for selling, ill-health. S. H. Mitchell, Atwood, Ont. (12)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—HARDWARE BUSINESS ON main line of C.N.R. in Saskatchewan. Stock \$2,500.00. Fixtures \$700.00. Buildings \$1,500.00. Turnover 1912, \$11,000.00. No opposition. H. Deacon, Invermay, Sask. (12)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A NICE STOVE AND TIN-smithing business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

HARDWARE STOCK AND TINSHOP TOOLS —in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

SALESMAN WANTED

WE ARE LOOKING FOR A YOUNG, HIGH-grade, energetic, traveller to sell Richards-Wilcox Door Hangers, Mounted Grindstones, and Hardware Specialties. This is an unusual opportunity and calls for a man of character, ability and experience. Write fully concerning experience and salary wanted. Richards-Wilcox Canadian Co., Ltd., London, Ont. (13)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MR. EMPLOYER WHO WANTS A STENO-grapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

RETAIL HARDWARE AND STOVE SALE-man desires position. It is a good position I want, a chance to work for, if I prove to be the man you are looking for, either wholesale or retail hardware, in May or June. Ten years' Eastern experience. References supplied. Box 776, Hardware & Metal, Toronto. (14)

SITUATIONS VACANT

WANTED — TWO RETAIL HARDWARE salesmen, with three or more years' experience with tools and paint. Apply Mills Hardware Co., Hamilton, Ont. (15)

WANTED—AT ONCE—FIRST-CLASS TIN-smith, experienced in sheet iron work especially. Splendid opening. Apply at once. Cochrane Hardware, Ltd., Sault, Ontario. (13)

WANTED—HARDWARE SALESMAN WITH experience, capable of looking after window display—for city of Ottawa. Apply Box 775, Hardware and Metal, Toronto. (13)

HARDWARE SALESMAN WANTS POSITION in Western town or city, British Columbia preferred. Nine years excellent Eastern and Western experience. Must be good live business. English and German spoken, good reference. Box 774, Hardware & Metal, Toronto. (12)

WANTED AT ONCE—TWO HARDWARE salesman, with from three to four years' experience. Apply at once. The Purdom Hardware Co., London, Ont. (12)

WANTED — EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

AGENCY WANTED

AN IMPORTANT FIRM OF LONDON MAN-ufacturers and Merchants with extensive warehouse and showrooms in the heart of the city of London seek a good sole agency for Great Britain and Export. The highest references given and required. Apply in first instance to Box 98, The MacLean Publishing Co., Ltd., 88 Fleet Street, London, England. (15)

FOR SALE

HARDWARE FIXTURE, 41½ FT. LONG, 8½ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (14)

FOR SALE—SECOND-HAND SET OF TIN-smiths' machines and tools, cheap. Only used a short time. Apply to The Wm. Beatty Co., Parry Sound. (13)

FOR SALE—BUSINESS OR HALF INTER-est in plumbing and heating company in growing western Ontario city. Splendid opportunity for live man. Details on application. Apply Box 772, Hardware and Metal, Toronto. (13)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto. (1f)

SALESMANSHIP, DEPARTMENT AND SYS-tem, by William A. Corbelen. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (1f)

WANTED

WANTED—WOULD EXCHANGE A NUMBER of lots in the City of Calgary for hardware stock, and pay balance in cash. Box 771, Hardware and Metal, Toronto. (11tf)

WANTED—THIS NOTICE TO BE SEEN AND answered by a live wire in the plumbing, heating and tin-smithing line who wants an A 1 business in good southern Ontario town of 4,500 population. Apply Box 719, Hardware & Metal, Toronto. (16)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (1f)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Acetylene Generators.**
W. F. Earl, Athens.
- Adding & Bookkeeping Machines.**
United Typewriter Co., Toronto
- Alabastine.**
Sanderson, Percy Co., Ltd., Toronto.
- Aluminum Ware.**
Northern Aluminum Co., Toronto.
Steffens & Nolle, Montreal.
Ware Mfg. Co., Oakville.
- Ammunition.**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Ross Rifle Co., Quebec, Que.
Union Metallic Cartridge Co., New York.
- Ash Sifters.**
Wright, E. T., Hamilton.
- Art Glass.**
Consolidated Plate Glass Co., Toronto.
- Augers, Earth.**
Owen Sound Wire, Fence Co., Owen Sound.
Erie Iron Works, St. Thomas.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spears & Jackson, Sheffield.
Russell Jennings Mfg. Co., Chester, Conn.
- Automobile Accessories.**
Novelty Mfg. Co., Waterbury, Conn.
Kinzing, Bruce Co., Niagara Falls, Ont.
- Axes.**
Allan Hills Edge Tool Co., Galt.
Jas. Smart Mfg. Co., Brockville.
- Axles.**
Guelph Spring & Axle Co.
- Ball Bats.**
St. Mary's Wood Specialty Co., Ltd., St. Mary's.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Alonzo W. Spooner, Limited, Port Hope.
Magnolia Metal Co., New York.
Tullman Brass & Metal Co., Hamilton.
- Back Flap & Table Hinges.**
Montreal Hardware Mfg. Co., Ltd., Montreal.
- Bale Boards.**
Wm. Cane & Sons, Newmarket, Ont.
- Bale Ties—Wire.**
Laidlaw Bale Tie Co., Hamilton.
- Ball Bearing Hand Mowers.**
S. P. Townsend & Co., Orange, N.J.
- Bar Iron.**
Henderson & Richardson, Montreal.
Henry Rogers Sons & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
London Rolling Mills Co., London.
Steel Co. of Canada, Hamilton.
- Baskets, Coal, Gas & Electric.**
The Barton Netting Co., Windsor.
- Barrel Hoops.**
Laidlaw Bale Tie Co., Hamilton.
- Basin Cocks.**
Jas. Morrison Brass Mfg. Co., Toronto.
- Bath Room Fittings.**
Novelty Mfg. Co., Waterbury, Conn.
Kinzing Bruce Co., Niagara Falls, Ont.
- Baby Carriages.**
Montreal Sales Co., Montreal.
- Beaver Board.**
White's, Limited, Collingwood.
Brantford Roofing Co., Brantford.
- Belting, Hose, Etc.**
Dominion Belting Co., Ltd., J. L. Goodhue & Co., Danville, Que.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Belt Dressing.**
Dominion Belting Co., Hamilton.
- Bits.**
Ford Auger Bit Co.
Russell Jennings Mfg. Co., Chester, Conn.
- Black Sheets.**
A. C. Leslie & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
- Blasting Supplies.**
Dominion Explosives, Ltd., Ottawa.
- Binder Twine.**
Brantford Cordage Co., Brantford.
Plymouth Cordage Co., N. Plymouth, Mass.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Blacksmiths' Supplies.**
Capewell Horse Nail Co., Toronto.
- Boilers.**
Thos. Davidson Mfg. Co., Montreal.
Pease Foundry Co., Toronto.
- Bolts.**
London Bolt & Hinge Works, London.
Canadian Tube & Iron Co., Montreal, Que.
The Steel Co., of Canada, Hamilton.
- Box Openers.**
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
- Box Strapping.**
J. E. Beauchamp & Co., Montreal.
- Brackets.**
Canada Steel Goods Co., Hamilton.
- Braces—Bit.**
E. C. Atkins & Co., Indianapolis, Ind.
Stanley Rule & Level Co.
- Brads.**
Morrisburg Tack Mfg Co., Morrisburg.
- Brass Goods.**
Jas. Cartland & Son, Limited, Birmingham.
Kinzing Bruce & Co., Ltd., Niagara Falls, Ont.
May & Padmore, Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Ontario Lantern & Lamp Co., Hamilton.
- Brass Name Plates.**
Hamilton Stamp & Stencil Co., Hamilton.
- Brass Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tullman Brass & Metal Co., Hamilton.
- Brass Work (Marine).**
The James Morrison Brass Mfg. Co., Toronto.
- Brooms.**
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton.
- Brushes.**
Meakins & Son, Hamilton.
Stevens-Hepner Co., Port Elgin.
Sanderson Percy & Co., Toronto.
A. Ramsay & Sons, Montreal.
Walter Woods & Co., Hamilton.
- Burlap.**
Dominion Oilcloth Co., Montreal.
- Burners.**
Ontario Lantern & Lamp Co., Hamilton, Ont.
- Building Paper.**
Brantford Roofing Co., Brantford.
Alex. McArthur & Co., Ltd., Montreal.
Paterson Mfg. Co., Toronto.
- Builders' Hardware.**
Standard Mfg. Co., Shelby, O.
Lewis Bros., Ltd., Montreal, Que.
James Smart Mfg. Co., Brockville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain.
Lawson Mfg. Co., Chicago.
- Builders' Tools and Supplies.**
Thomas Black, Winnipeg, Man.
Esse & Bank, Quebec.
Canada Wire Goods Mfg. Co., Hamilton.
Canadian Yale & Towne, St. Catharines.
Cartland, Jas., & Son, Limited, Birmingham.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
May & Padmore, Birmingham, Eng.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Otterville Mfg. Co., Otterville.
Stanley Rule & Level Co., New Britain.
Peterborough Lock Mfg. Co., Peterborough.
Jas. Smart Mfg. Co., Brockville.
Wood, Vallance, Ltd., Winnipeg.
White's, Limited, Collingwood.
- Burrs, Iron & Copper.**
Parmenter & Bullock Co., Gananoque.
- Cabinets—Screw and Bolt.**
Cameron & Campbell, Toronto.
American Bolt & Screw Case Co., Dayton, Ohio.
- Closets—Indoor.**
Earl Construction Co., Athens, Ont.
- Cans.**
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Thos. Davidson Mfg. Co., Montreal.
American Can Co., Montreal.
- Canada Plates.**
A. C. Leslie & Co., Ltd., Montreal.
- Carbide.**
Earl Construction Co., Athens, Ont.
- Carpet Sweepers.**
Soclean, Limited, Toronto.
- Carriage Heaters.**
Chicago Flexible Shaft Co.
- Carriage Mountings.**
Kinzing Bruce & Co., Ltd., Niagara Falls, Ont.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York.
- Carts.**
The London Foundry Co., Ltd., London.
- Cash Registers.**
National Cash Register Co., Toronto.
- Castings.**
Belleville Hdwe. & Lock Mfg. Co., Belleville.
P. Kyle, Merrickville.
James Stewart Mfg. Co., Woodstock.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
- Cement.**
Canada Cement Co.
B. & S. H. Thompson & Co., Ltd., Montreal.
Alfred Rogers, Toronto.
- Chain.**
Alex. Gibb, Montreal.
McKinnon Chain Co., Buffalo, N.Y.
Oneida Community, Niagara Falls, Ont.
- Chains, Steel Wire.**
B. Greening Wire Co., Hamilton.
- Cheese Presses.**
James & Reid, Perth, Ont.
- Cherry Stoners.**
Enterprise Mfg. Co., Philadelphia, Pa.
- Chest Handles.**
J. H. Butler, Ltd.
- Chisels.**
Allan Hills Edge Tool Co., Galt.
Buck Bros., Millbury, Mass.
Robt. Sorby & Sons, Sheffield, Eng.
Geo. H. Saywell Co., Winnipeg.
- Children's Vehicles.**
Montreal Sales Co., Montreal.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer, Dowsell Co., Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers.**
American Shearer Mfg. Co., Nashua, N.Y.
Chicago Flexible Shaft Co., Chicago.
B. & S. H. Thompson Co., Montreal.
- Clocks.**
Western Clock Mfg. Co., LaSalle, Ill.
- Clothes Dryers.**
Cummer-Dowsell Co., Ltd., Hamilton.
Stratford Mfg. Co., Stratford.
- Closets.**
Earl Construction Co., Athens.
- Clothes Pins.**
Wm. Cane & Sons Co., Newmarket.
- Clothes Reels and Lines.**
Cummer-Dowsell Co., Hamilton.
Hamilton Cotton Co., Hamilton.
- Coal—Tar and Pitch.**
Alex. McArthur & Co., Montreal.
- Coal Chutes.**
Galt Stove & Furnace Co., Galt, Ont.
- Cold Rolled Strip Steel.**
Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cold Rolled Plate.**
Morris & Bailey Steel Co., Pittsburgh, Pa.

HARDWARE AND METAL

Coffee Mills.

Enterprise Mfg. Co., Philadelphia, Pa.

Colors—Coach.

The Dougall Varnish Co., Ltd., Montreal, Que.

Concrete Reinforcement.

Canada Wire Goods Mfg. Co., Hamilton.

Conductor Pipe.

E. T. Wright & Co., Hamilton.
Wheeler & Bain, Toronto.
Metal Shingle & Siding Co., Preston.

Cooking Utensils.

The Aluminum Cooking Utensil Co., New Kensington, Pa.

Copper Sheets.

A. C. Leslie & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Corn Planters.

Otterville Mfg. Co., Otterville.

Corrugated Iron.

A. C. Leslie & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane & Douglas, Ottawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cow Ties.

B. Greening Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Niagara Falls, Ont.

Cordage.

Brantford Cordage Co., Brantford.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Seythes Co., Ltd., Toronto.

Crates—Egg.

Cummer-Dowswell, Ltd., Hamilton.
Walter Wood & Co., Hamilton.

Creosote Oil.

Wilkes, Martin, Wilkes, New York.

Crockery.

The Guernsey Earthenware Co., Cambridge, Ohio.

Cultivators.

C. S. Norcross & Sons, Bushnell, Ills.

Cupboard Turns & Catches.

Belleville Hdwe. & Lock Mfg. Co., Belleville.

Cuspidors.

Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, Etc.

Baker, Henry.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan & Son, Sheffield.
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough, Montreal.
Henry Rogers Sons & Co., Montreal.
Lewis Bros., Montreal.
McGlashan, Clarke Co., Niagara Falls.
Godfrey Pelton & Son, Montreal.
Greiff-Bredt & Co., Toronto.
Sanderson, Percy & Co., Ltd., Toronto.
Toronto Silver Plate Co., Toronto.
J. Wiss & Sons Co., Newark, N.J.
Wood, Vallance, Ltd., Winnipeg.

Cylinder Locks.

Canadian Yale & Towne, St. Catharines.

Department Stores.

The Guernsey Earthenware Co., Cambridge, Ohio.

Door Checks.

Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers.

Richards-Wilcox Canadian Co., London, Ont.

Door Spring Hinges.

Lawson Mfg. Co., Chicago, Ill.

Drawer Pulls.

The Standard Mfg. Co., Shelby, O.
Novelty Mfg. Co., Waterbury, Conn.

Drills—Brick and Stone.

Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Door Springs.

Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, O.
Lawson Mfg. Co., Chicago.

Drills.

North Bros.
Whitman & Barnes Mfg. Co., St. Catharines.
Goodell-Pratt Co., Greenfield, Mass.

Drive Well Points.

Otterville Mfg. Co., Otterville.

Drilling Machines.

The London Foundry Co., London.

Dry Batteries.

Canadian Carbon Co., Winnipeg.
Canadian Fairbanks-Morse Co., Montreal.

Dry Colors.

R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Montreal.

Duck Cotton.

Seythes Co., Ltd., Toronto.

Duplicating Machines.

United Typewriter Co., Toronto.

Dusting Compound.

Seclean, Limited, Toronto.
Sapho Mfg. Co., Montreal.

Earthenware.

Guernsey Earthenware Co., Cambridge, Ohio.

Edge Tools.

Allan Hills Edge Tool Co.
James Smart Mfg. Co., Brockville.
Buck Bros., Millbury, Mass.
Geo. H. Saywell Co., Winnipeg.

Elbows.

E. T. Wright & Co., Hamilton.

Egg Crates & Butter Tubs.

Walter Woods & Co., Hamilton.

Electric Fixtures.

Barton Netting Co., Windsor.
Morrison, James, Mfg. Co., Toronto.

Electrical Novelties.

G. Broulik, London, Eng.

Electric Flat Irons.

Chicago Flexible Shaft Co., Chicago, Ill.

Electro Plate.

McGlashan-Clarke Co., Ltd., Niagara Falls, Ont.

Emery & Corundum Wheels.

Carborundum Co., Niagara Falls, N.Y.

Engine Supplies, Etc.

James Morrison Brass Mfg. Co.

Eavestroughs.

Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

McFarlane Douglas Co., Ottawa.
Wheeler & Bain, Toronto.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.

Enamels.

The Ault & Wiborg Co., of Can., Ltd., Toronto.
Martin Senour Co., Montreal.

Evaporators & Arches.

Earl Construction Co., Athens.

Escutcheon Pins.

Morrisburg Tack Mfg. Co., Morrisburg.
Parmenter & Bulloch, Gananoque.

Enamelware & Tinware.

McClary Mfg. Co., London.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., Toronto.

Felt Sheathing.

Brantford Roofing Co., Brantford.

Fencing and Gates.

Great West Wire Fence Co., Winnipeg, Man.

Fencing—Woven Wire.

Owen Sound Wire Fence Co., Owen Sound.
The Steel Co., of Canada, Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville.

Fenders, Brass & Wrought Iron.

The Barton Netting Co., Windsor.

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia.
Disston, Henry & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield.

Filters.

S. F. Bowser & Co., Toronto.

Fire Place Furnishings.

The Barton Netting Co., Windsor.

Fire Escapes.

Dennis Wire & Iron Co., London.

Fibre Chair Seats.

J. E. Beauchamp & Co., Montreal.

Fishing Tackle.

Lewis Bros.
Wm. Croft & Sons, Toronto.

Floor Spring Hinges.

Lawson Mfg. Co., Chicago, Ill.

Fly Catchers.

J. E. Beauchamp & Co., Montreal.

Fishermen's Supplies.

Seythes & Co., Ltd., Toronto.

Food Choppers.

Enterprise Mfg. Co., Philadelphia, Pa.
David Maxwell & Sons, St. Marys.

Forges.

London Foundry Co., London.

Foundation Preservatives.

The Ault & Wiborg Co., Toronto.

Furniture Shoes—Sliding.

Onward Mfg. Co., Berlin.

Furnaces—(See Stoves).

Fuel Brick for Heaters.

Chicago Flexible Shaft Co., Chicago.

Galvanizing.

Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
London Bolt & Hinge Works, London.

Galvanized Netting.

B. Greening Wire Co., Hamilton.

Galvanized & Tinware.

E. T. Wright & Co., Hamilton.

Galvanized Iron.

A. C. Leslie & Co., Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson, Montreal.
Henry Rogers Sons & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Gas Fixtures.

James Morrison Brass Mfg. Co., Toronto.

Gasoline Self Heating Sad Irons

The Ideal Sad Iron Mfg. Co., Hamilton, Ont.

Gas Ranges.

D. Moore Co., Hamilton.
The James Stewart Mfg. Co., Woodstock.
The Baxter Stove Co., Mansfield, O.
McClary Mfg. Co., London, Ont.
Supreme Heating Co., Welland.

Glass.

Consolidated Plate Glass Co., Toronto.
B. & S. H. Thompson, Montreal.
Pilkington Bros., Montreal.
Sanderson Percy & Co., Toronto.
A. Ramsay & Sons, Montreal.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Polished Plate, Wired and Ornamental.

Pilkington Bros., Montreal.
Toronto Plate Glass Imp. Co., Toronto.

Glass Benders.

Toronto Plate Glass & Imp. Co., Toronto.

Glass Cutting Boards.

Lufkin Rule Co., Saginaw, Mich.
A. Ramsay & Sons, Montreal.

Gas Fixtures.

Barton Netting Co., Windsor.
James Morrison Brass Mfg. Co.

Glaziers' Diamonds.

Pelton, Godfrey S.
A. Ramsay & Sons, Montreal.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.

Canada Glue Co., Brantford, Ont.

Go-Carts—Children's.

Montreal Sales Co., Montreal.

Grates.

Galt Stove & Furnace Co., Galt.
Barton Netting Co., Windsor.

Grates, Coal, Gas and Electric.

The Barton Netting Co., Windsor.

Grease Guns.

S. P. Townsend & Co., Orange, N.J.

Grinders.

Richards-Wilcox Canadian Co., London.

Guns.

Dorken Bros. & Co., Montreal.
Ross Rifle Co., Quebec.
C. J. Hamilton & Sons, Plymouth, Mich.

Halters.

G. L. Griffith & Son, Stratford.

Hack Saws.

Simonds Canada Saw Co., Ltd., Montreal.

HARDWARE AND METAL

Hack Saw Blades.

Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.

Hardware Supplies.

Thomas Black, Winnipeg, Man.

Harness.

G. L. Griffith & Son, Stratford.

Heaters—Carriage and Automobiles.

Chicago Flexible Shaft Co., Chicago.

High Explosives.

Dominion Explosives, Ltd., Ottawa, Ont.

Hinges.

Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co.
Lawson Mfg. Co., Chicago, Ill.
London Bolt & Hinge Works, London.
May & Padmore, Birmingham.
Standard Mfg. Co., Shelby, O.

Hammers.

Double Claw Hammer Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks.

Dominion Hammond Co., Dundas.
Hohefeld Mfg. Co., Philadelphia.

Handles—Pail.

St. Mary's Wood Specialty Co., St. Mary's.

Hangers.

F. E. Myers & Bro., Ashland, O.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London.
Standard Mfg. Co., Shelby, O.

Hardware.

The Guernsey Earthenware Co., Cambridge, O.

Hinges, Butt.

Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago.
Montreal Hardware Mfg. Co., Ltd., Montreal.

Hinges, Light and Heavy T and Strap.

Montreal Hardware Mfg. Co., Ltd., Montreal.

Hinges, Screen Door.

Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.

St. Mary's Wood Specialty Co., St. Mary's.

Hollowware.

D. Moore Co., Ltd., Hamilton.

Hocks—Coat and Hat.

Belleville Hdwe. & Lock Mfg. Co., Belleville.
James & Reid, Perth, Ont.
Farker Wire Goods Co., Worcester, Mass.

Horse Mowers.

S. P. Townsend & Co., Orange, N.J.

House Furnishings.

The Guernsey Earthenware Co., Cambridge, O.
Howard Dustless Duster Co., Boston, Mass.
The Ideal Sad Iron Mfg. Co., Hamilton, Ont.
Milton Chemical Co., Cambridge, Mass.

Horse Clipping Machines.

Chicago Flexible Shaft Co.
Thompson, B. & S. H., Montreal.

Horse Pokes.

J. H. Still Manufacturing Co., St. Thomas.

Household Cleaners.

Soclean Limited, Toronto.

Horse Specialties.

G. L. Griffith & Son, Stratford.

Horseshoes and Nails.

Capewell Horse Nail Co., Toronto.
North Bros. Mfg. Co., Philadelphia.
Steel Company of Canada, Hamilton.

Ice Cream Freezers.

White Mountain Freezer Co., Nashua, N.H.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Jas. Morrison Brass Mfg. Co., Toronto.

Iron.

M. & L. Samuel, Benjamin & Co., Toronto.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Montreal.
A. C. Leslie & Co., Montreal.

Ironing and Bake Boards.

Stratford Mfg. Co., Stratford.

Iron Pipe.

Canadian Tube & Iron Co., Montreal.
Steel Co., of Canada, Hamilton.

Jack Screws.

James Smart Mfg. Co., Brockville.

Japans.

The Ault & Wiborg Co., Toronto.
The Dougall Varnish Co., Ltd., Montreal.

Kalsomine.

A. Ramsay & Sons, Montreal.
Moore, Benjamin Co., Toronto.

Kettle Ears.

J. H. Butler, Ltd.

Kitchen Utensils.

Ideal Sad Iron Mfg. Co., Hamilton, Ont.

Knives.

Jas. Hutton & Co., Montreal.
Greeff-Bredt & Co., Toronto.
Godfrey S. Pelton & Son, Montreal, Que.

Knife Sharpeners.

Carborundum Co., Niagara Falls.

Ladders.

Aylmer Pump & Scale Co., Aylmer.
F. E. Myers & Bro., Ashland, O.
Richards-Wilcox Canadian Co., London.
Otterville Mfg. Co., Otterville.
Stratford Mfg. Co., Stratford.

Lacrosse Sticks.

J. E. Beachamp & Co., Montreal, Que.

Lamp Black.

L. Martin Co., New York, N.Y.
Wilckes Martin Wilckes, New York, N.Y.

Lamps.

Ontario Lantern & Lamp Co., Hamilton.
Pittsburg Lamp, Brass & Glass Co., Pittsburg.

Lamps, Arc and Metal Filament.

G. Braulik, London, Eng.

Lamps, Pocket, Flask.

G. Braulik, London, Eng.

Lanterns.

Davidson, Thos., Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright, E. T., & Co., Hamilton.

Lanterns, Railroad.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Label Holders.

The Novelty Mfg. Co., Waterbury, Conn.

Latches, Wrought Door.

Montreal Hardware Mfg. Co., Ltd., Montreal.

Latches, Cylinder Night.

Belleville Hdwe. & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.

Lawn Fencing.

Owen Sound Wire Fence Co., Owen Sound.
McGregor-Banwell Fence Co., Walkerville.

Lawn Furniture.

The Montreal Sales Co., Montreal.

Lawn Cleaners and Sweepers.

Supplee Hardware Co., Philadelphia, Pa.

Lawn Mowers.

Maxwell, D. & Sons, St. Mary's, Ont.
Smart, Jas., Mfg. Co., Brockville, Ont.
Stover Lawn Trimmer Works, Muskegon, Mich.
Supplier Hardware Co., Philadelphia.
Whitman & Barnes Mfg. Co., St. Catharines.
S. P. Townsend & Co., Orange, N.J.

Lawn Edgers.

Supplee Hardware Co., Philadelphia, Pa.

Lawn Rollers.

London Foundry Co., London.
Erie Iron Works, St. Thomas.

Lawn Swings.

J. E. Beauchamp & Co., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lead Pipe.

Canada Metal Co., Toronto.
The Steel Co. of Can., Hamilton.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Philadelphia.

Linoleum.

Dominion Oilcloth Co., Montreal.

Linseed Oil.

Canada Paint Co., Montreal, Que.
Sherwin-Williams Co., Cleveland, Ohio.
Sanderson Percy & Co., Toronto.

Locks, Knobs, Escutcheons.

Canadian Yale & Towne, St. Catharines.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
May & Padmore, Birmingham.
Belleville Hardware & Lock Co., Belleville.

Lockers.

Canada Wire Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Works, London.

Lumber.

St. Marys Wood Specialty Co., St. Marys.

Lumbering Tools.

Allan Hills Edge Tool Co.
Pink, Thos., & Co., Pembroke, Ont.

Mangles.

Cummer-Dowswell Ltd., Hamilton.

Manufacturers' Agents.

Henderson & Richardson, Montreal.
Moncrief & Endress, Winnipeg.
H. E. Johnson, Toronto.

Mantels.

The Barton Netting Co., Windsor.
The Winnipeg Paint and Glass Co., Winnipeg.

Measures, Self-Registering Pipe Line.

S. F. Bowser & Co., Toronto.

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Sheet Metal Products Co., Toronto.
Thompson, B. & S. H. & Co., Montreal.

Metal Ceilings.

McFarlane Douglas Co., Ltd., Ottawa.

Metal Shingles, Siding, Etc.

Metal Shingle and Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane, Douglas Co., Ottawa.
Winnipeg Ceiling and Roofing Co., Winnipeg.

Metal Store Fronts.

Consolidated Plate Glass Co., Toronto.
Dennis Wire & Iron Co., London.

Metal Polish, Emery Cloth, Etc.

Oakey, John & Sons, London, Eng.
Wausau Sandpaper Co., Wausau, Wis.

Metallic Goods.

Thomas Black, Winnipeg.

Mitre Boxes.

Stanley Rule & Level Co., New Britain, Conn.

Motors.

G. Braulik, London, Eng.

Motor Boat Supplies.

Canadian Fairbanks-Morse Co., Montreal.

Mirrors.

The Consolidated Plate Glass Co., Toronto.

Mops, Self-Wringing.

White Mop Wringer Co., Faltoville, N.Y.
Bushnell Novelty Co., Mansfield, Ohio.

Moth Killers.

Soclean Limited, Toronto.

Nail Pullers.

Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.

Nail Sets.

Ford Auger Bit Co., Holyoke, Mass.
Goodell, Pratt Co., Greenfield, Mass.

Nails, Horse.

The Capewell Horse Nail Co., Toronto.
The Steel Co. of Canada, Hamilton.

Nails, Wire.

Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland Sons & Co., Ltd., Toronto.
Laidlaw Bale Tile Co., Hamilton.

Morrisburg Tack Mfg. Co., Morrisburg.

Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.
P. L. Robertson Mfg. Co., Milton.

Non-Freezing High Explosives.

Dominion Explosives, Ltd., Ottawa.

Nuts.

Canadian Tube & Iron Co., Montreal.

Name Plates.

Hamilton Stamp & Stencil Co.
J. E. Richardson Co., Toronto.

Nipples, Black and Galvanized.

The Canadian Tube and Iron
Co., Ltd., Montreal.

Oilers.

Thos. Davidson Mfg. Co.,
Montreal.
Sheet Metal Products Co., Mon-
treal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamil-
ton, Ont.

Office Supplies.

United Typewriter Co., Toronto

Oil Stoves.

The James Stewart Mfg. Co.,
Woodstock.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire Iron Co., Lon-
don, Ont.
Canada Wire & Iron Goods
Mfg. Co., Hamilton.

Paints, Oils, Varnishes, Glass.

Ault & Wiborg, Toronto.
Brandram-Henderson, Montreal.
Berry Bros., Walkerville.
Canada Paint Co., Montreal.
Canadian Oil Companies, To-
ronto.

Imperial Varnish and Color
Co., Toronto.

International Varnish Com-
pany, Toronto, Ont.

Dougall Varnish Co., Ltd.,
Montreal.

Lowe Bros., Toronto.

R. C. Jamieson & Co., Montreal.

Martin-Senour Co., Montreal.

Moore, Benjamin & Co., To-
ronto.

Pinchin, Johnson & Co., To-
ronto.

Ramsay & Son, Montreal.

Sanderson, Percy & Co., To-
ronto.

Sherwin-Williams Co., Mon-
treal.

Standard Paint and Varnish
Works, Windsor, Ont.

G. F. Stephens & Co. Winnipeg
Winnipeg Paint and Glass
Co., Winnipeg.

Paint and Varnish Removers.

Pinchin Johnson & Co., Tor-
onto.

Paper Bags and Twines.

Walter Woods & Co., Hamil-
ton.

Packing Rubber.

Gutta Percha & Rubber Mfg.
Co., Toronto.

Pails.

Wm. Cane & Sons, Newmarket,
Ont.

Perforated Sheet Metals.

Canada Wire & Iron Goods
Mfg. Co., Hamilton.

Greening, B., Wire Co., Ham-
ilton.

Pig Iron.

Steel Co. of Canada, Hamilton.

M. & L. Samuel, Benjamin &
Co., Toronto.

A. C. Leslie & Co., Montreal.

Dominion Iron & Steel Co.,
Sydney, N.B.

Planes.

Stanley Rule & Level Co.

Pipe, Wrought, Lead and Gal- vanized.

Canadian Tube & Iron Co.,
Montreal.

Steel Co. of Canada, Hamilton.

Pipe Wrenches.

Bemis & Call Hdwe. & Tool
Co., Springfield, Mass.

Plated Ware, Flat and Hollow Ware.

Toronto Silver Plate Co., Tor-
onto.

McGlashan, Clarke Co., Ltd.,
Niagara Falls, Ont.

Plate Washers.

London Rolling Mills Co., Lon-
don.

Pliers.

Boker, Henry,
Henderson & Richardson, Mon-
treal.

Smith Hardware Co., Montreal.

Pliers, Eyelet.

Hawkes - Jackson Co., New
York.

Plows.

Erie Iron Works, Ltd., St.
Thomas.

Plumbing Supplies.

James Morrison Brass Mfg. Co.,
Toronto.

Post Hole Augers.

Erie Iron Works, Ltd., St.
Thomas.

Otterville Mfg. Co., Otterville,
Ont.

Pots and Pans (Aluminum).

Aluminum Cooking Utensil Co.,
New Kensington, Pa.

Poultry Netting.

B. Greening Wire Co., Hamil-
ton.

John Lysaght, Montreal.

Powder Blasting.

Dominion Explosives, Ltd., Ot-
tawa.

Pneumatic Water Systems.

The Heller-Aller Co., Windsor.

Printing.

United Typewriter Co., Tor-
onto.

Pumps.

Aylmer Pump & Scale Co.,
Aylmer.

Heller-Aller Co., Windsor.

R. McDougall Co., Galt.

F. E. Meyers & Bro., Ashland,
Ohio.

Jas. Smart Mfg. Co., Brock-
ville.

Pump—Self-Measuring.

S. F. Bowser & Co., Toronto.

Pumps, Power.

Canadian Fairbanks-Morse Co.,
Montreal.

Putty.

A. Ramsay & Son Co., Mon-
treal.

Pinchin Johnson & Co., Tor-
onto.

Railway Supplies.

Caverhill, Learmont & Co.
Nova Scotia Steel & Coal Co.,
Sydney, N.S.

Range Boilers.

Davidson, Thos., Mfg. Co.,
Montreal.

Radiators.

Gurney Foundry Co., Toronto.

Fease Fdy. Co., Toronto.

Raisin Seeders.

Enterprise Mfg. Co., Philadel-
phia, Pa.

Rakes, Lawn.

Erie Iron Works, Ltd., St.
Thomas.

J. H. Still Mfg. Co., St.
Thomas.

Ramsdell Inverted Gas Lamps.

The Novelty Mfg. Co., Water-
bury, Conn.

Ratchet Screw Drivers.

North Bros., Philadelphia.

Razors.

Greeff-Bredt & Co., Toronto.

Jonathan Crookes & Son, Shef-
field, Eng.

Dorken Bros. & Co., Montreal.

Hutton, Jas. A. & Co., Mon-
treal.

McFarlane, A., & Co., Montreal.

Wiss, J., & Sons Co., New-
ark, N.J.

Rodgers, Henry & Sons, Shef-
field.

Razor Stropps.

Carborundum Co., Niagara
Falls, N.Y.

Kampfe Bros., New York.

Wiss, J. & Sons Co., New-J.

Refrigerators.

Lewis Bros., Montreal.

Jas. Smart Mfg. Co., Brock-
ville.

McClary Mfg. Co., London.

Refrigerators, Steel.

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

James Smart Mfg. Co., Brock-
ville, Ont.

Registers.

Pease Fdy. Co., Toronto.

Jas. Stewart Mfg. Co., Wood-
stock.

Canadian Heating & Ventilating
Co., Owen Sound.

Rifles (Military and Sporting).

Ross Rifle Co., Quebec, Que.

Rivets.

J. H. Butler, Ltd.

Parmenter & Bulloch Co.,
Gananoque.

London Bolt & Hinge Works,
London.

Morrisburg Tack Mfg. Co.,
Morrisburg.

P. L. Robertson Mfg. Co., Mil-
ton.

The Steel Co. of Canada, Ham-
ilton.

Rivets (Tinnern's) Boiler's and
Structural Steel.)

Canadian Tube & Iron Co.,
Ltd., Montreal.

Roller Skates.

Montreal Sales Co., Montreal.

Roofing (Prepared).

Brantford Roofing Co., Brant-
ford.

Barber Asphalt Co., Philadel-
phia.

H. S. Howland, Sons & Co.,
Ltd., Toronto.

Lewis Bros., Ltd., Montreal.

Alex. McArthur & Co., Mon-
treal.

Paterson Mfg. Co., Toronto.

Whites Ltd., Collingwood.

Roof Paints and Cement.

Brantford Roofing Co., Ltd.,
Brantford.

Roofing Supplies.

McFarlane Douglas Co., Otta-
wa.

E. T. Wright & Co., Hamilton.

Rope Ties and Traces.

G. L. Griffith & Son, Stratford.

Rope.

Brantford Cordage Co., Brant-
ford.

Plymouth Cordage Co., N. Ply-
mouth, Mass.

Rubber Goods.

Gutta Percha & Rubber Co.,
Toronto.

Rubber Supplies.

Gutta Percha & Rubber Mfg.
Co., Toronto.

Rules and Gauges.

Lufkin Rule Co., Windsor.

Jas. Chesterman & Co., Shef-
field.

Sad Irons.

Enterprise Mfg. Co., Philadel-
phia, Pa.

Ideal Sad Iron Co., Cleveland,
O.

Jas. Smart Mfg. Co., Brock-
ville, Ont.

Sad Irons, Self Heating.

The Ideal Sad Iron Mfg. Co.,
Hamilton, Ont.

Sash Fasteners.

Belleville Hdwe. & Lock Mfg.
Co., Belleville, Ont.

Safety Razors.

Johnathan Crookes & Co., Shef-
field.

Gillette Safety Razor Co.,
Montreal.

Sandpaper.

Wausau Sandpaper Co., Wau-
sau, Wis.

Sanitary Closets.

Earl Construction Co., Athens.

Saws.

Atkins, E. C., & Co., Indian-
apolis, Ind.

Disston, Henry, & Sons, Phila-
delphia.

Simonds Canada Saw Co.,
Montreal.

Spear & Jackson, Sheffield.

Scales.

Aylmer Pump & Scale Co.,
Aylmer, Ont.

Canadian Fairbanks-Morse Co.,
Montreal.

School Furniture.

James Smart Mfg. Co., Brock-
ville, Ont.

Screws, Nuts, Bolts.

P. L. Robertson Mfg. Co., Mil-
ton.

The Steel Co., of Can., Ham-
ilton.

London Bolt & Hinge Works,
London.

Screw and Strap Hinges.

Montreal Hardware Mfg. Co.,
Ltd.

Screen Door Spring Hinges.

Lawson Mfg. Co., Chicago, Ill.

Spout Brackets.

J. H. Butler, Ltd.

Shades (Electric).

Ontario Lantern & Lamp Co.,
Hamilton.

Shaving Brushes.

Kampfe Bros., New York.

Shears, Scissors.

Henry T. Seymour Shear Co.,
New York.

Heinisch's, R., Sons, Co., New-
ark, N.J.

J. Weiss & Sons Co., Newark,
N.J.

Sheathing Papers.

Brantford Roofing Co., Brant-
ford.

Shelf Hardware.

Whites Ltd., Collingwood, Ont.

Shelf Brackets.

Atlas Mfg. Co., New Haven,
Conn.

Canada Steel Goods Co., Ham-
ilton.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shelving.

Cameron & Campbell, Toronto.

Walker Bin & Store Fixture
Co., Berlin.

Sheep Shearing Machines.

Chicago Flexible Shaft, Chi-
cago.

B. & S. H. Thompson Co.,
Montreal.

Shovels and Spades.

Erie Iron Works, Ltd., St.
Thomas.

Spear & Jackson, Sheffield.

Lundy Shovel & Tool Co.,
Peterboro.

Sieves and Screens.

Canada Wire & Iron Goods Co.,
Hamilton.

B. Greening Wire Co., Hamil-
ton.

Silverware.

Defriez & Woodman, Toronto.

Caverhill, Learmont & Co.,
Montreal.

McGlashan, Clarke Co., Nia-
gara Falls, Ont.

Toronto Silver Plate Co., Tor-
onto.

Sink Strainers.

Andrews Wire Works of Can-
ada, Ltd., Watford.

Skates.

Dorken Bros. & Co., Montreal.

Solder.

Canada Metal Co., Toronto.

McClary Mfg. Co., London.

Spoons, Forks, Knives, Etc.

Toronto Silver Plate Co., Ltd.,
Toronto.

Sporting Goods.

H. S. Howland, Sons & Co.

Caverhill, Learmont Co., Mon-
treal.

Lewis Bros., Montreal.

Montreal Sales Co., Montreal.

Wood, Vallance, Ltd., Winni-
peg.

Wm. Croft & Sons, Toronto.

Whites Ltd., Collingwood.

HARDWARE AND METAL

Sprayers.

Cavers Bros., Galt, Ont.
Davidson, Thos., Mfg. Co., Montreal.
Heller-Aller Co., Windsor.
Spiramotor Co., The London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright & Co., E. T., Hamilton.

Sprays, Bath and Lawn.

The Novelty Mfg. Co., Waterbury, Conn.

Spring Hinges, Door, Floor.

Chicago Spring Butt Co., Chicago.

Spring Hinges.

Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, O.

Staples—Fence.

Laidlaw Bale Tie Co., Hamilton.
B. Greening Wire Co., Hamilton.
Steel Co. of Canada, Hamilton.

Steam Specialties.

Jas. Morrison Brass Mfg. Co., Toronto.

Stains.

Martin Senour Co. Montreal.
Brandram-Henderson Ltd., Montreal, Que.
A. Ramsay & Son., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Pinchin Johnson & Co., Toronto.

Steamfitters' Supplies.

Pease Fdy. Co., Toronto.

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburgh, Pa.

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Dominion Iron & Steel Co., Sydney, N.S.

Steel Rakes.

J. H. Butler, Ltd.

Steel Bars.

London Rolling Mills Co., London.

Steel Sheets.

Leslie, A. C. & Co., Montreal.
Samuel, Benjamin & Co., M. & L., Toronto.
Deforest Sheet & Tinplate Co., Niles, Ohio.

Steel Stamps.

Hamilton Stamp & Stencil Co., Hamilton.

Sterling Silver, Flat and Hollow ware.

Toronto Silver Plate Co., Toronto.

Stoppers—Flue.

Andrews Wire Works of Canada, Ltd., Watford.

Store Fixtures.

Cameron & Campbell, Toronto.
Walker Bin & Store Fixture Co., Berlin.

Stoves, Furnaces.

Beach Foundry Co., Winchester.
Baxter Stove Co., Mansfield, O.
Canadian Heating & Ventilating Co., Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Hall, Zryd Foundry Co., Heseler.
Hamilton Stove & Heater Co., Hamilton.
McClary's, London, Ont.
D. Moore Co., Hamilton.
Pease Foundry Co., Toronto.
Smart, Jas., Mfg. Co., Ltd., Brockville, Ont.
Stewart, James, Mfg. Co., Woodstock.
Supreme Heating Co., Welland.
Strapping Machines.
Kampfe Bros., New York.
Stumping Powder.
Dominion Explosives, Ltd., Ottawa.

Surfaces & Primers.

Dougall Varnish Co., Ltd., Montreal, Que.

Surface Floor. Spring Hinges.

Lawson Mfg. Co., Chicago, Ill.

Sweeping Compound.

Soclean Limited, Toronto.

Squares and Levels.

Disston, Henry, & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain.

Systems, Oil Storage and Distributing.

S. F. Bowser & Co., Toronto.

Tacks.

Morrisburg Tack Mfg. Co., Morrisburg.
The Steel Co. of Canada, Ltd., Hamilton.

Tanks—Self-measuring.

Bowser, S. F. & Co., Toronto.

Tank Lugs.

Otterville Mfg. Co., Otterville.

Tacks (Thumb).

Hawkes-Jackson Co., New York.

Tanks.

Heller-Aller Co., Windsor, Ont.

Tapes.

Lufkin Rule Co., Windsor, Ont.
Chesterman, Jas., & Co., Sheffield, Eng.

Tarred Felt.

Alex. McArthur & Co., Montreal.

Tin Plate.

Deforest Sheet & Tinplate Co., Niles, Ohio.
Leslie, A. C. & Co., Montreal.
McClary Mfg. Co., London, Ont.
Thompson, B. & S. H., Montreal.
Samuel, Benjamin, M. & L., Co. Sheet Metal Products Co., Toronto, Montreal, Winnipeg.

Tinners' Snips.

J. Wiss & Sons Co., Newark, N. J.

Thimbles.

Metal Shingle & Siding Co., Preston.

Tile, Floor and Wall.

The Barton Netting Co., Windsor.

Toasters.

Andrews Wire Works of Canada, Ltd., Watford.
Wright, E. T., & Co., Hamilton.

Tools—All Kinds.

Brown, Boggs Co., Hamilton.
The Chapin-Stevens Co., Pine Meadow, Conn.
The Goodell-Praet Co., Greenfield, Mass.
James Smart Mfg. Co., Brockville.
Robt. Sorby & Sons., Sheffield.
Spear & Jackson, Sheffield.
Stanley Rule & Level Co., New Britain, Conn.
F. E. Meyers & Bro., Ashland, Ohio.
Whites Ltd., Collingwood.

Tools—Carpenters', Mechanics'.

Double Claw Hammer Co., Brooklyn, N.Y.

Toys.

Montreal Sales Co., Montreal.

Traps.

Onelda Community, Ltd., Niagara Falls.
Canada Metal Co.

Troughs.

Erie Iron Works, Ltd., St. Thomas.

Tungsten Lamps.

Ontario Lantern & Lamp Co., Hamilton.

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont.
London Foundry Co.

Tubs.

Wm. Cane & Sons Co., Newmarket, Ont.

Turpentine.

Sanderson Percy & Co., Ltd., Toronto.

Twines.

Scythes Co., Ltd., Toronto.

Typewriters.

United Typewriter Co., Ltd., Toronto.

Varnishes.

Ault & Wiborg, Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
The Dougall Varnish Co., Ltd., Montreal.
International Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
A. Ramsay & Son Co., Montreal.

Varnish & Paint Removers.

The Dougall Varnish Co., Ltd., Montreal.

Vacuum Cleaners.

Onward Mfg. Co., Berlin.

Ventilators.

McFarlane Douglas Co., Ottawa.

Vises.

Prentiss Vise Co., New York.

Wall Coatings.

Moore, Benjamin, & Co., Toronto.
Martin-Senour Co., Montreal.
Sherwin-Williams Co., Montreal.
Lowe Bros., Toronto.
G. F. Stephens & Co., Winnipeg.
Imperial Varnish & Color Co., Toronto.
Pinchin-Johnston Co., Toronto.
Brandram-Henderson Co., Montreal.

Wall Covering.

Dominion Oilcloth Co., Ltd., Montreal.

Wall Paper Display Rack.

Onward Mfg. Co., Berlin.

Washing Machines, Etc.

Altorfer Bros., Roanoke, Ill.
Aylmer Pump & Scale Co., Aylmer.
Connor, J. H., & Son., Ottawa.
Cummer-Dowswell Co., Ltd. London Foundry Co.
Henderson & Richardson, Montreal.
Maxwell, D. & Son, St. Mary's, Ont.
Walter Woods & Co., Hamilton.

Wall Board.

Brantford Roofing Co., Brantford.

Wall Cases.

Walker Bin & Store Fixture Co., Berlin.

Washers.

D. Maxwell & Sons., St. Mary's.
London Rolling Mill Co., London.
Parmenter & Bulloch Co., Ltd., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Waste.

Scythes & Co., Toronto.

Washboards.

The Wm. Cane & Sons, Co., Newmarket, Ont.
Walter Woods & Co., Hamilton.

Wagons—Children's.

Canadian Buffalo Sled Co., Preston.

Welding.

Auto Controller Co., London, Eng.

Wheelbarrows.

London Foundry Co., London.
Maxwell, David, & Sons, St. Mary's.

White Lead.

Brandram-Henderson, Montreal.
Champion Druce Co., Sanderson, Percy & Co., Montreal.

Whisks.

Stevens-Heppner Co., Port Elgin.

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., & Co., Montreal.
Whites Limited, Collingwood.

Willoware.

Walter Woods & Co., Hamilton.

Windmills.

The Heller-Aller Co., Windsor.

Windshields.

Kinzinger Bruce & Co., Niagara Falls, Can.

Wire.

Dominion Iron & Steel Co., Sydney, N.S.
Laidlaw Bale Tie Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Hamilton.
B. Greening Wire Co., Hamilton.
The Great West Wire Fence Co., Winnipeg, Man.

Wire Cloth.

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Hamilton.

Wire Door Mats.

Andrews Wire Works of Canada, Ltd., Watford.
Kuhne Anderton Co., Port Hope, Ont.

Wire Cloth Display Racks.

R. M. Bowser & Son, Renfrew, Pa.

Wire Goods.

Andrews Wire Works of Canada, Ltd., Watford.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Steel Co. of Canada, Hamilton.

Wire Fence Stretchers.

Richards, Wilcox Canadian Co., London.

Wire Fence.

Owen Sound Wire Fence Co., Owen Sound.
Steel Co. of Canada, Hamilton.
McGregor, Banwell Co., Walkerville.
Banwell-Hoxie Wire Fence Co., Winnipeg and Hamilton.

Window Fasteners.

National Mfg. Co., Sterling, Ill.

Window Guards.

Canada Wire & Iron Goods Co., Hamilton.

Wood Specialties.

St. Marys Wood Specialty Co., St. Marys.

Wire Rope.

B. Greening Wire Co., Hamilton.

Wire Machinery.

Ed. Brand, Manchester.

Woodenware.

Wm. Cane & Sons Co., Newmarket, Ont.
Walter Woods & Co., Hamilton.
Stratford Mfg. Co., Stratford.
Smart, Jas., Mfg. Co., Brockville.

Wrapping Paper.

Alex. McArthur & Co., Montreal.

Wrenches.

Bemis & Call Hdwe. & Tool Co., Springfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.

Cummer, Dowswell, Ltd., Hamilton.
Connor, J. H., & Son, Ltd., Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York.
Lovell Mfg. Co., Erie, Pa.

Zinc Sheets.

B. & S. H. Thompson & Co., Ltd., Montreal.
A. C. Leslie & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

INDEX TO ADVERTISERS

A			
Acme Shear Co.	193	Chapin Stevens Co.	191
Alabastine Company	201	Chadwick Brass Mfg. Co.	258
Allan Hills Edge Tool Co.	201	Jas. Chesterman & Co.	240
Altorfer Bros.	241	Chicago Steel Bending Brake Co.	191
American Can Co.	250-251	Chicago Flexible Shaft Co.	8-9
American Bolt & Screw Case Co.	165	Chicago Spring Butt Co.	41
American Shearer Co.	192	Collette Mfg. Co.	234
American Wringer Co.	219	Corbin, P. & F.	45
Andrews Wire Works	182	Connor, J. H., & Sons	180
Atkins, E. C. & Co.	177	Consolidated Plate Glass Co.	12
Atlas Mfg. Co.	192	Croft & Sons, Wm.	172
Ault & Wiborg	161	Crookes, Jonathan & Son	190
Aylmer Pump and Scale Co.	172	Cummer, Dowswell, Ltd.	197
The Auto Controller Co.	194		
B		D	
Banwell Hoxie Wire Fence Co.	260	Davidson, Thos., Mfg. Co.	19
The Baxter Stove Co.	64	Defriez & Woodman.	28-29-238-239
Barton Netting Co.	199	Directory of Manufacturers	192-193
Barnet, G. & H. Co.	184	Dominion Cartridge Co.	33
Beach Foundry Co.	52	Dominion Belting Co.	166
J. E. Beauchamp & Co.	52	Dominion Hammock Mfg. Co.	240
Belleville Hdw. & Lock Mfg. Co.	264	Dominion Explosives Ltd.	227
T. F. Bermingham	191	Dominion Oilcloth Co.	70-71
Thos. Black	236	Dominion Register Co.	248
Bowes Jamieson Co., Ltd.	267	Dominion Iron & Steel Co.	229
Bosse & Banks	192	Dominion Well Supply Co.	252
Bowser, S. F., & Co., Ltd.	74	Dorken Bros.	198-256-261
Bostrom & Brady	232	Dougall Varnish Co.	150
Bowser, R. M., & Co.	226	Double Claw Hammer Co.	16
Brandram-Henderson, Ltd.	147		
Brantford Cordage Co., Ltd.	256	E	
Brantford Roofing Co.	35	Earl Construction Co.	248
Braulik, G.	191	El Starr Mfg. Co.	232
Brand, Ed.	191	Enterprise Enamel Co.	266
British Hdw. Imp. Co.	177	Enterprise Mfg. Co., of Pa.	196
Brown-Boggs Co., Ltd.	259	Erie Iron Works	242
Burgess Norton Co.	256	Evered & Co.	180
Burman's Clippers	164		
Buck Bros.	182	F	
Bushnell Novelty Co.	260	Findlay Bros.	50-58-59
J. H. Butler, Ltd.	260	Ford Auger Bit Co.	157
C		G	
Cameron & Campbell	228	Galt Stove & Furnace Co.	48-49
Canada Glue Co.	175	Goodell, Pratt Co.	232
Canada Cement Co.	257	Goodhue, J. L., & Co.	10
Canada Metal Co.	192-195	Grab, Victor M.	269
Canada Paint Co., Ltd.	159	Great West Wire Fence Co.	240
Canada Steel Goods Co.	222	Greef, Bredt & Co.	194
Canada Wire & Iron Goods Co.	218	Greening, B., Wire Co.	214-215
Canadian Buffalo Sled Co.	223	Griffith, Geo. L., & Sons	208
Canadian Copper Co.	157	Guelph Spring and Axle Co.	192
Canadian Fairbanks-Morse Co.	208	Gutta Percha & Rubber Mfg. Co.	179
Canadian Hart Wheels	192	Gurney Foundry Co.	46
Canadian Heating and Ventilating ...	60	Guernsey Earthenware Co.	167
Canadian Oil Companies, Ltd.	160		
Canadian Ruby Chemical Co.	224	H	
Canadian Tube & Iron Co.	4	Hall, Zryd Fdry Co.	54
Cane, Wm., Sons & Co., The.	188-189	Hawkes Jackson & Co.	11
Capewell Horse Nail Co.	1	Hamilton Stove & Heater Co.	47
Carborundum Co., The	231	Henderson & Richardson	168
Cartland, Jas. & Son	165	Hamilton, C. J., & Son	168
Cavers Bros.	190	Hamilton Cotton Co.	193
Capewell Horse Nail Co.	33	Hamilton Stamp & Stencil Wks.	192
Caverhill, Learmont & Co.	34	Harriston Stove Co.	57
Champion Druce & Co.	217	Heller-Aller Co.	182
		Heinisch's, R., Sons Co.	173
		Hobbies Ltd.	17
		Howland, H. S., Sons & Co.	2
		Hunt Helm Ferris & Co.	32
		Hutton, Jas. & Co.	190
		Howard Dustless Duster Co.	162
		I	
		Ideal Sad Iron Co.	183
		Imperial Varnish and Color Co.	152
		International Varnish Co.	152
		J	
		James & Reid	192
		Jamieson, R. C., & Co.	148
		H. E. Johnson	192
		K	
		Kenrick & Sons, Arch.	184
		Kinzinger Bruce & Co.	202
		Kuhne Anderton Co.	236
		L	
		Laidlaw Bale Tie Co.	170
		Lawson Mfg. Co.	37
		Lamplough & Co., F. W.	200
		Leslie, A. C. & Co.	73
		Lewis, Bros., Ltd.	3-5-7
		London Bolt & Hinge Works	191
		London Foundry Co.	226
		London Rolling Mill Co.	249
		Lowe Bros., Ltd.	158
		Lufkin Rule Co.	15
		M	
		McArthur, Alex., & Co.	173
		McClary Mfg. Co.	65-66-67-68
		McDougall, R., Co.	186
		McCombe, J. H.,	216
		McFarlane-Douglas Co., Ltd.	252
		McGlashan-Clarke Co., Ltd.	209
		McGregor-Banwell Co.	237
		MacFarlane & Co., A.	203
		Magnolia Metal Co.	165
		Martin Co., The L.	151
		Martin-Senour Co.	157-163
		Marshalltown Trowel Co.	181
		Maxwell, D., & Sons	212
		Maxim Cycle Mfg. Co.	173
		May & Padmore	186
		Meakins & Sons	218
		Metal Shingle & Siding Co.	169
		Metallic Roofing Co.	204-205
		Millers Falls Co.	172
		Montreal Hardware Co.	13
		Milton Chemical Co., The.	265
		Montreal Sales Co.	207
		Moncrieff & Endress	236
		Moore, Benjamin, & Co.	153
		Moore, D. Co.	55
		Morris & Bailey Steel Co.	178
		Morrisburg Tack Co.	174
		Morrison, James, Brass Mfg. Co.	210-211
		Myers, F. E., & Bro.	193
		N	
		National Mfg. Co.	30
		National Cash Register Co.	outside back cover
		National Hardware Co.	40
		The Nevership Mfg. Co.	263
		National Safety Snap Co.	190
		Newman, W., & Sons	178
		Nicholson File Co.	261

INDEX TO ADVERTISERS—Continued

Norcross, C. S., & Sons	200	Richardson, J. E.	260	Still, J. H., Mfg. Co.	183
North Bros. Mfg. Co.	224	Rogers, Alfred, Ltd.	Inside front cover	Stover Lawn Trimmer Co.	206
Nova Scotia Steel & Coal Co.	193	Robertson Mfg. Co., Ltd., P. L.	194	St. Mary's Wood Specialty Co.	216
Northern Aluminum Co.	20-21	Arthur Rudd & Co.	165	Stratford Mfg. Co.	225
O		Russell Jennings Mfg. Co.,	234	Supreme Heating Co.	56
Oakey, John & Sons	193	Ross Rifle Co.	Inside back cover	Supplee Hardware Co.	24-25
Ontario Lantern & Lamp Co.	254-255	S		T	
Onward Mfg. Co.	245	Sapho Mfg. Co.	200	Tallman Brass & Metal Co.	190
Orr, Peter, & Sons	248	Samuel, M. & L., Benjamin & Co.	242	Thompson, B. & S. H., & Co.	69-222
Otterville Mfg. Co.	190	Sanderson Percy & Co., Ltd.,	154	Toronto Plate Glass Imp. Co.	6
Owen Sound Wire Fence Co.	236	Saskatchewan Glass & Supply Co.	173	Toronto Silver Plate Co.	14
P		Scythes & Co.	166	Townsend Art Metal Co.	260
Parmenter Bullock Co., The	176-192	Seymour, Henry T., Shear Co.	192	Townsend, S. P., & Co.	175
Peek, Stow & Wilcox Co.	172	Sharratt & Newth	193	U	
Pease Foundry Co.	53	Shaw, A., & Son	193	United Typewriter Co.	171
Geo. Perkinton	190	Sherwin-Williams Co., The	156	W	
Peck Hamre Mfg. Co.	192	Shurly-Dietrich Co., Ltd.	242	Walker Bin & Store Fixture Co.	266
Pilkington Bros.	22	Sheet Metal Products Co., Ltd.	220-221	Ware Mfg. Co., The	194
Peterborough Lock Co.	36	Simonds Canada Saw Co.	23	Wausau Sandpaper Co.	213
Pinchin-Johnson Co. of Canada.	160	Smith Hdw. Co.	44	Wiss, J., & Sons	39
Pittsburg Lamp, Brass & Glass Co.	233	D. B. Smith & Co.	190	Wheeler & Bain	26
Plymouth Cordage Co.	18	Smart, Jas., Mfg. Co.	51-242	Want Ads	189
Pink, Thos.	174	Soclean Limited	235	Western Clock Mfg. Co.	31
Pollock Mfg. Co.	268	Sorby, Robt., & Sons	186	Western Wire & Nail Co.	193
R		Spear & Jackson, Ltd.	27	White Mop Wringer Co.	193
Ross Rifle Co.	66	Spramotor Co.	222	Whites, Limited	244
Raymond Bros.	192	Spooner, Alonzo W.	192	White Mountain Freezer Co.	65
Ramsay, A., & Son Co.	155	Standard Chain Co.	178	Whitman & Barnes Mfg. Co.	231
Regina Storage & Forwarding Co.	186	Standard Mfg. Co.	184	Winnipeg Ceiling and Roofing Co.	244
Richards-Wilcox Mfg. Co.	183	Standard Paint & Varnish Co.	157	Wilkes, Martin, Wilkes Co.	191
		Standard Silver Co.	247	Winnipeg Paint & Glass Co., Ltd.	158
		Stanley Rule & Level Co.	38	Walter Woods & Co.	253
		Stamar & Co., John	236	Wostenholme & Son, Geo.	203
		Stevens, Jno., Co.	246	Wright, Wright, E. T. & Co.	185
		Steffens & Nolles	246	Y	
		Steel Co. of Canada, Ltd., The.	187	Yale & Towne	42-43
		Stephens & Co., G. F.	149		
		Stewart, Jas., Mfg. Co.	61-62-63		
		Steel Trough & Machine Co.	234		

“Either Quick Meal Stoves were badly wanted in Ontario, or else there is great drawing power in an advertisement in Hardware and Metal, for enquiries are reaching us in sheaves from all over the Province.”

The above paragraph is taken from a letter to the Manager of Hardware and Metal, from Chas. E. Stewart, President of The James Stewart Mfg. Co., Woodstock, dated March 19, 1913. It requires no explanation.

If you want to develop business with Canadian hardwaremen, write and ask us how Hardware and Metal can help you.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal, Toronto, Winnipeg, Vancouver, New York, Chicago, London, Eng.

ROSS

"Ross"



.280 Calibre
High Velocity ...

SPORTING

RIFLE

Used
by
Leading
Sportsmen

Good
Profit
for the
Dealer

The Ross High Velocity .280 retails at \$55.00, and is attracting much attention in every big game country of the World.

It is the best sporting rifle to own, and it is a good rifle to sell. There is a fair percentage to the dealer, and the \$55.00 sale takes no longer than the selling of a \$10.00 shot gun.

You surely have some customer willing to pay the price for a good article. Have at least **one** of this Model to tempt him with. "Ross Rifles" are beating records everywhere just now, and it's a good time for you to show them.

We make the only ammunition for use in this rifle.

ROSS RIFLE CO. DEPT. B. QUEBEC

One For Every Merchant



No. 216
Detail Adder



No. 333
Total Adder



No. 416
Total Adder, Sales-Strip
Printer



No. 452
Total Adder, Receipt and Sales-
Strip Printer



No. 542
Total Adder, Receipt and Sales-
Strip Printer with Separate
Departments or Clerk's
Adding Wheels.

NO MATTER how large or how small your business is, there is a sort and size of National Cash Register built to serve your particular requirements.

The one for your business will save you money, pays for itself out of part of the money that it saves, and insures you more profit.

It will encourage clerks to sell more goods, prevent misunderstandings, and benefit customers.

The prices range from \$30 to \$900.

Tell us how many clerks you employ, and we will furnish you with complete information regarding a register built to meet the particular needs of your store.

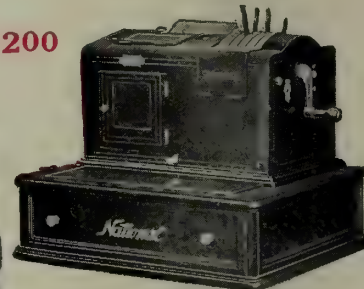
The National Cash Register Company
285 Yonge Street Toronto
Canadian Factory Toronto



No. 562-6
Total Adder, Receipt and Sales-
Strip Printer with Separate
Counters and Drawers
for Six Clerks.



No. 598G-EL-9
Counters and Drawers for Nine
Clerks. Electrically Oper-
ated and Illuminated.



No. 143
Sales-Strip Printer
For Cashiers.



No. 572-4
Total Adder, Receipt and Sales-
Strip Printer with Separate
Counters and Drawers
for Each Clerk.



No. 313
Total Adder



No. 1023
Drawer Operated



No. 337
Total Adder

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 13

March 29, 1913

JAP-A-LAC

THE KING OF HOUSEHOLD FINISHES

**LOWER
RETAIL
PRICES**



**LARGER
PROFIT to
DEALERS**

Taking into consideration the quality of JAP-A-LAC, also the retail demand created by our heavy advertising, and the fact that the consumers' cost is not higher than on other varnish stains, there is no question that, under the new selling prices and new discount to dealers, there is more money made by selling JAP-A-LAC. Write for our new retail prices and proposition to dealers.

GLIDDEN VARNISH COMPANY

TORONTO, ONTARIO

Factories—CLEVELAND, Ohio; TORONTO, Canada

Branches—NEW YORK, CHICAGO, LONDON

KNOWN THE
Gillette
WORLD OVER

Enthusiastic men, working together, have made the

GILLETTE ORGANIZATION

A Tremendous Success

Every man in this balanced, efficient Gillette Organization has but one ultimate aim—to increase the popularity and use of Gillette Safety Razors. Every step in our manufacturing, accounting and advertising has in view the pleased and enthusiastic user.



In this successful Organization YOU, the Retail Dealer, have been and are an essential factor. When your skilled personal salesmanship works in with our manufacturing and advertising, the results are more than satisfactory to us both.

The Gillette has for years deservedly dominated the Canadian razor field. It is the razor on which discerning dealers everywhere are concentrating their best efforts. Are you?

**Gillette Safety Razor Company of Canada,
LIMITED**

Office and Factory: The New Gillette Bldg., Montreal



STEP LADDER CHAIR

"Two Household Articles In One"



This is just what every housewife needs. It is convenient and costs but little more than the ordinary kitchen chair. Made of select hardwood lumber, natural oil finish. 3 ft. ladder or a handy chair.



Write for catalog on Wooden ware, Willow Ware, Brushes, Brooms, Wrapping Paper, Cordage and Twines.

The Quality of our products will build your business.

Walter Woods & Co.
HAMILTON and WINNIPEG

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your Order Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



There's A Big Demand For This Goulds Air and Water Force Pump

Every home owner who does not have city water works service is a good prospect for the sale of one of these pumps.

The pump can be furnished either for attic tank or pneumatic pressure tank water supply systems. When supplied for pneumatic tank service it is equipped with an air valve and furnishes both the air and water for the tank.



FIG. 1613—Jack connected to the Fig. 1604 Pump, adapting it for power drive.

By means of the Goulds jack, the pump can be easily adapted for power drive as shown.



Fig. 1604

Write For Our Pump Catalog

The Canadian Fairbanks-Morse Company LIMITED

Montreal

St. John

Ottawa

Toronto

Winnipeg

Saskatoon

Calgary

Vancouver

Victoria



IXXXX—Straight Pattern
Double Seamed Bottoms, Anti-
Rust.

Nos.	14	16
Bundle Lots, doz.	1	1

S. M. P. Dairy Pails EXTRA HEAVY

PRICES ON APPLICATION



XX—Straight or Flaring Patterns
Extra Heavy Roll Rim Bottoms.

No.	14
Bundle Lots, doz.	1

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG

GOLD COIN

Is What Everybody Needs

No imitation can take its place, and no other kind is so good, nor as acceptable.

Your trade would prefer Gold Coin if you offered it to them, and you would find an immediate and a growing increase in your business if you did this.

Just so it is with the latest addition to our already splendid lines of Special Brand Tools, Cutlery and Household Articles.

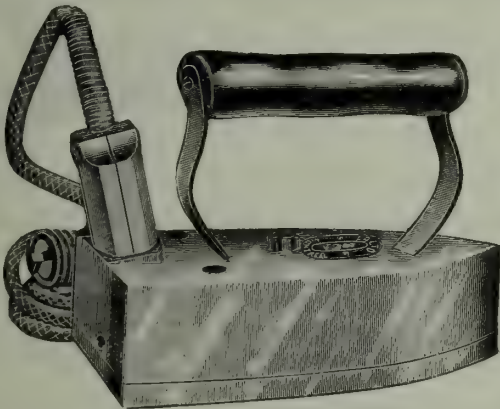
GOLD COIN ELECTRIC SAD IRONS

They are true to the name in every sense. A Most Perfect, Substantial and Economical Sad Iron.

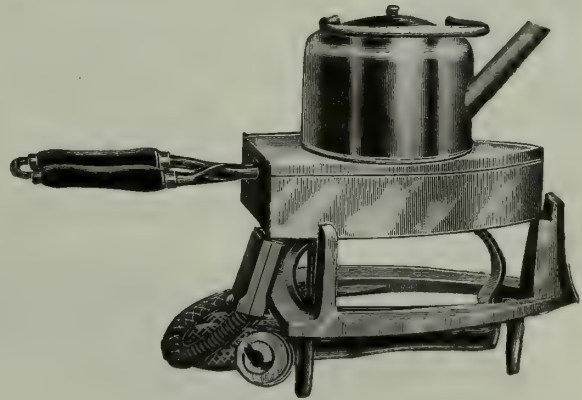
Heats Quickly and Retains the Heat.

After heating, much of the ironing can be done with the current turned off, saving considerable expense at every ironing.

The Handle never gets hot.



THE
PRICE
IS
NOT
HIGH
AT
ALL



By inverting the stand and turning the iron face up it is converted into an efficient Electric Heater for boiling or heating liquids, porridge, etc. This feature is particularly valuable in cases of emergency and where there is no gas. It also has an opening in the heel which will receive curling tongs for heating.

Weight 6 lbs., Face 7 x 3¼ inches.

Highly Polished Nickel Plated Cast Iron Base; Heavy Wrought Steel Handle Supports. Bolt passes through Handle. The Hardwood Handle is Heavily Insulated with a Black Rubberoid Composition. Special Composition Plug with Black Rubberoid Case; 6 feet of Insulated Flexible Cord with Socket Plug.

YOU WILL WANT THIS IRON.

LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER

GEM ICE CREAM FREEZERS

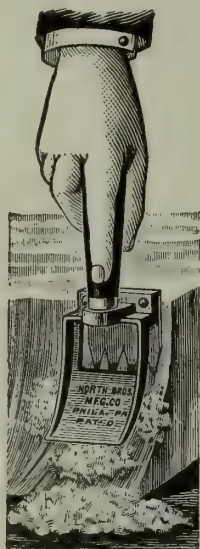
are double action, the cream is frozen evenly and quickly. Dasher has automatic twin scrapers. Pails are made of best Southern pine, with electric welded hoops, guaranteed not to fall off. Cans are made of heavy tin plate, with heavy drawn steel bottoms, all inside parts are heavily tinned, all outside parts well galvanized.



BLIZZARD ICE CREAM FREEZERS

Single action can only revolves. Dasher has automatic twin scrapers. Pails are made of Southern pine with electric welded hoops. Cans are made of heavy tin plate, with heavy drawn steel bottoms. All inside parts heavily tinned, outside parts galvanized.

ICE CHIPPERS



Crown No. O galvanized iron frame, steel toothed blade, length 10 inches.

LIGHTNING NO. 1. Galvanized frame teeth made of hardened and tempered steel pins, length 10½ inches.

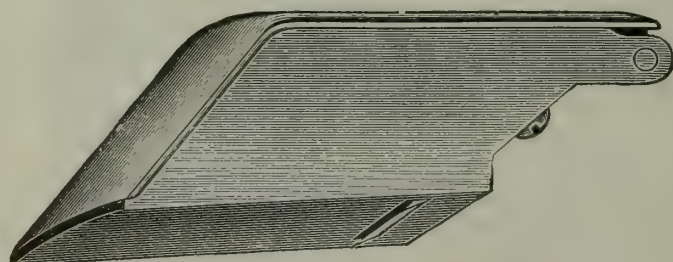
ICE PICKS



No. 92. Imitation Cocobolo handle. Nickel plated ferule tempered steel blade, needle pointed, nickel plated, length overall 8¼ inches.



No. 92B. Hardwood handle, re-inforced with heavy, tinned cap, nickel plated steel point, 9¼ inches overall.



ICE SHAVES

No. 78. Cast iron, finely galvanized, double edged knife, sharpened and tempered.

ICE TONGS

Highest grade Steel Tongs, with either malleable or steel handles, sizes 12 and 16 inches.

Caverhill, Learmont & Co.
MONTREAL

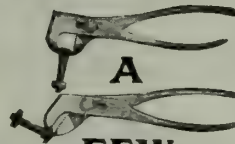
TOOLS—TOOLS—TOOLS

Three Sizes

7-inch. up to 1/2-inch. pipe or any object up to 1-inch. square.

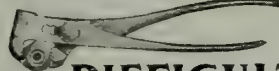
10-inch. up to 1-inch. pipe or any object up to 1 1/2-inches. square.

13-inch. up to 1 1/4-inch pipe or any object up to 2 inches. square.

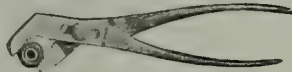


A

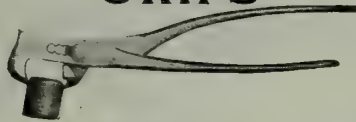
FEW



DIFFICULT



GRIPS

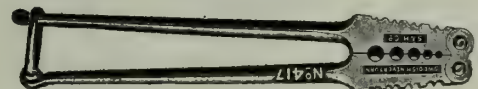


The 45 deg. wrench is made on an angle of 45 degrees and does work in places where it is impossible to set with any other tool.

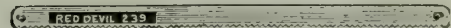
It will pay you to put in a stock of this line.



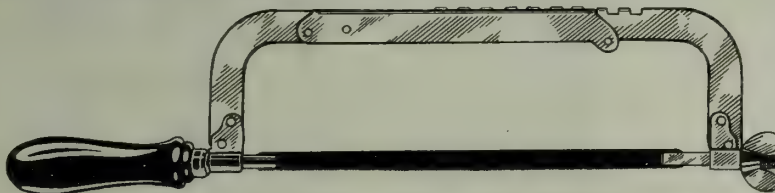
Assorted sets Auger Bits, 1/4, 5-16, 3/8, 7-16, 1/2, 9-16, 5/8, 11-16, 3/4 and 1 inch.



No. 417—Splicing Clamp.



No. 239—Hack Saw Blade, made in 8, 9, 10, 11 and 12-inch.



No. 923—Adjustable nickel plated Hack Saw Frame 8-12 inches.



No. 1213—Screw Driver, Champion pattern.



No. 213—Screw Driver, red handle.



Storm King Auger Bit—a good, cheap tool.



No. 1488—Auger Bit, bores from 7/8 to 3-inch.

EXPANSIVE

WHEN YOU GET RED DEVIL TOOLS, You Get the BEST

SMITH HARDWARE CO., LIMITED, MONTREAL

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

IRON

Pig
Angle
Forged Horseshoe.
Band.
Refined
Merchant Bar.
Galvanized Bars.

**Book Your Orders Now
For Spring Delivery.**

**WIRE NAILS, WIRE, PUTTY,
and WHITE LEAD.**

We would be pleased
to quote you on "In-
vincible" wire fenc-
ing.

Field
Lawn
Poultry
Railway
GATES.

SCREWS

Iron
Brass
Bronze
Plated
Dowel
Felloe
Drive
Rim
Machine
Side Knob
Cap

SPIKES

Railway
Pressed or Ship
Drift or Wharf
Pole
Shimming
Wire

BOLTS and NUTS

SHOT

**IRON and COPPER RIVETS
and BURRS**

BRIGHT WIRE GOODS

TACKS

Carpet
Cut
Gimp
Upholsterers'
Leather Head
Shoe-Finders'
Trunk and Clout
Copper
Double Pointed
Strawberry Box
Glazier Points

—SALES OFFICES—

Hamilton
Vancouver

Montreal
Victoria

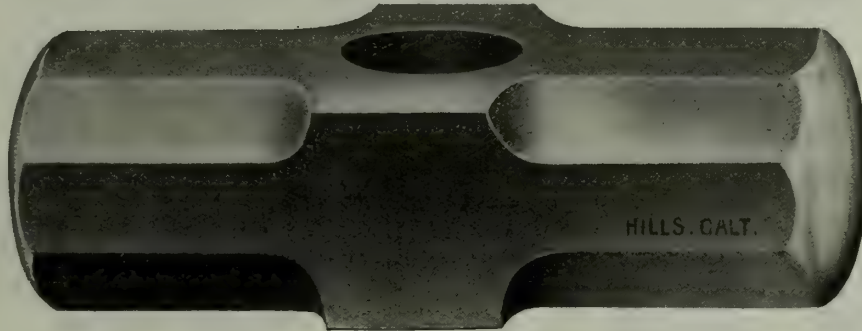
Toronto
St. John

Winnipeg
Halifax

WE MANUFACTURE

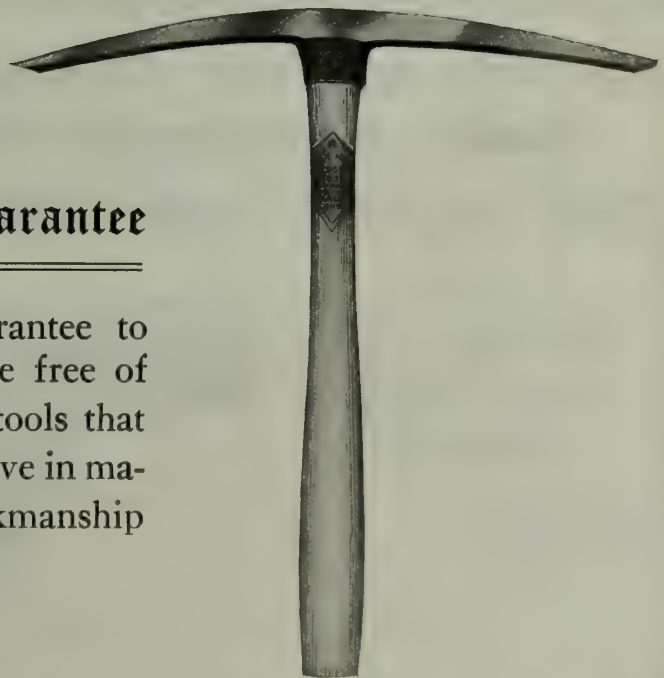
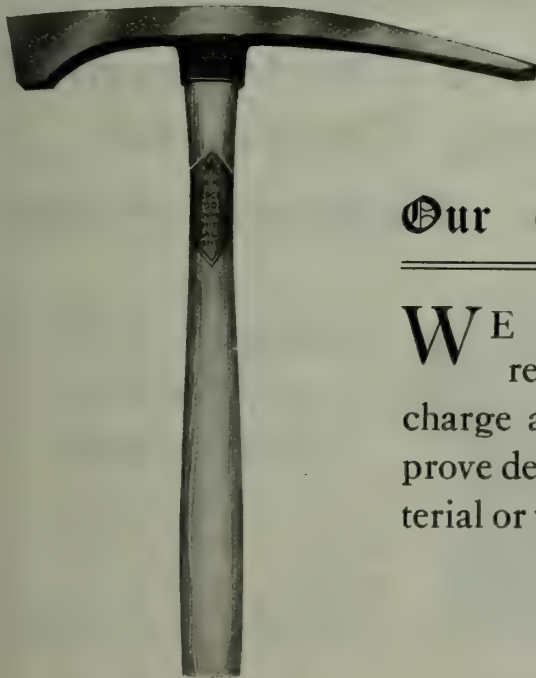
**AXES, CHISELS, HAMMERS, DRAW KNIVES,
LUMBERING TOOLS, ADZES, Etc.**

Of The Highest Quality



**We Use The BEST ENGLISH STEEL Suitable for
Each Tool**

WRITE FOR CATALOG



Our Guarantee

WE guarantee to
replace free of
charge any tools that
prove defective in ma-
terial or workmanship

Allan Hills Edge Tool Co.

LIMITED

Galt, Ontario, Canada

THIS MEANS YOU!



The Hardware Merchant who stocks our brand of Butts and Hinges is a winner every time.

When the live dealer buys Crescent Brand goods we make sales for him, as our Butts and Hinges are designed right. Designed for strength and lasting service, and made to contain exclusive and desirable features.

MANUFACTURED BY

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the Famous Crescent Brand Butts and Hinges

Just Hand Your Customers The "Bayard" Baby Automatic Pistol, That's All. The Safest And Most Popular Pistol

Caliber .32 The Little Giant

Length of Pistol $4\frac{3}{4}$ inch
Height of Pistol $3\frac{3}{8}$ inch
Thickness of Pistol $\frac{5}{8}$ inch

Penetration at 10 yards: Four $\frac{3}{4}$
inch Pine boards placed 2 inches
apart.



Caliber 7.65 $\frac{M}{M}$ A Midget Automatic

Weight of Pistol Magazine
empty .. $15\frac{3}{4}$ ozs.
Weight of Pistol Magazine
filled 17 ozs.
Initial velocity of bullet . 837 feet
Penetration 100 yards: Three inch
Pine boards placed 2 inch apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. pistol, although it shoots the powerful .32 Cal. cartridge. You cannot shoot it until it is properly closed, making accidents impossible.

Write for our descriptive booklet.

McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal, Can.



The "Big 4"

Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

† Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

† You'll never go wrong the "Big 4" way.

† Write for catalogue and dealer proposition.

NATIONAL MANUFACTURING COMPANY
STERLING, ILLINOIS



HOW MUCH WAS MAGNOLIA WORTH?

The difference, as shown hereon, between the price paid for Magnolia Metal and 55c. lb. paid for Genuine Babbitt, was in itself, a mere bagatelle compared to the amounts saved in the rebabbitting, oil, metal, power, anxiety, etc.

If we had the actual figures, they would probably show that it would have been more economical to have paid as high as Twenty-five (\$25.00) Dollars per pound for Magnolia Metal, than to have used Genuine Babbitt, free of cost, and this is we believe a conservative estimate.

PARIS LAMP AND MANUFACTURING COMPANY,
2934 Olive Street,
St. Louis, Mo., Feb. 29th, 1912.

Gentlemen:—

Have noticed some of your advertisements and letters of recommendation and feel that I should give you an instance of the superiority of Magnolia Metal.

I have been installing and operating electrical and steam machinery for fifteen years—have poured hundreds of journals with various babbitt metals—Had a 60 k.w. Generator running 1200, the journals of which always gave trouble and finally burned out. We then used a high-priced babbitt which would not hold—then tried a "Genuine" Babbitt at 55c per pound, with no better results. We then used MAGNOLIA METAL, and it ran the life of the machine. Also had excellent results with a 125 h.p. Engine that could not be held with any other babbitt.

I believe in credit for whom credit is due and certainly believe it is due Magnolia Metal.

Respectfully,

C. A. GOCHENOUT,
5309 Cabanna Ave.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects: Price 40c post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St. - MONTREAL



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

← GLUE → IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering
To Your Own and Your Customer's Interests.

In $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Perse, Ltd., Winnipeg;
Tees & Perse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

GREENING

New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The Most Satisfactory Chain To Handle.

MANUFACTURED BY

THE B. GREENING WIRE COMPANY, LIMITED
HAMILTON, ONT. - - - MONTREAL, QUE.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.



An Easy Way To Make A Big Profit

We offer you one of the best propositions on the Continent—a proposition by which **we do most of the work and you get a large commission.**

The field for our **Metal Shingles and Sidings** is very large. Since the price of lumber is going up, it is **easy to sell** these products to any person who intends renovating his old or erecting new buildings.

Your part of the proposition consists of looking up good prospects for Preston Goods and sending us their names. We will mail strong letters to parties concerned, also will send an expert salesman to close the sale.

We supply you with a beautifully illustrated catalog, "**Better Buildings**," which will help you get parties interested. This catalog shows buildings completed and under construction. It is small enough to be easily carried in the coat pocket.



One of the Cuts Shown in Catalog
"BETTER BUILDINGS"



Some dealers made from \$300 to \$1,000 in commissions last year by helping us make sales.

Start being a Preston agent now. A trial will convince you that we treat our agents fair and square and pay big commissions.

MAIL US THIS COUPON.
Please send us your latest catalog on "**Better Buildings**," also agency proposition.
Sign name here.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO



New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

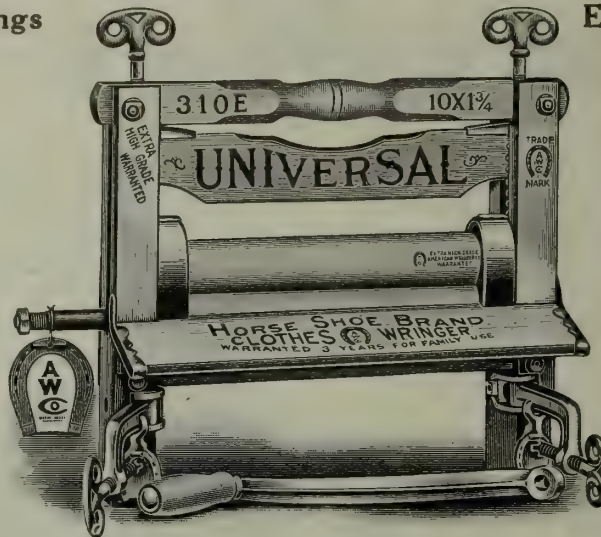
Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Packed 3 and 6 in
a case.

Same style made in
Folding Bench.

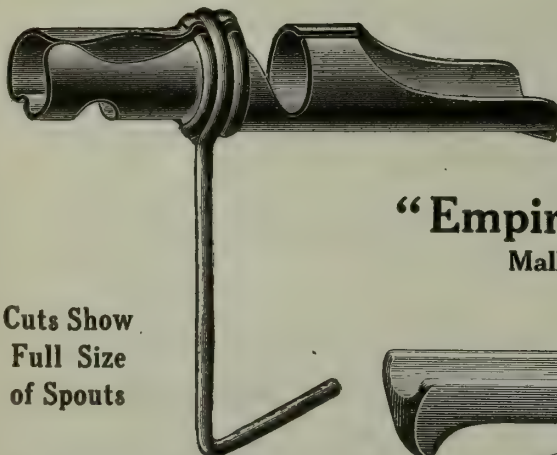


Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Sugar Makers' Supplies

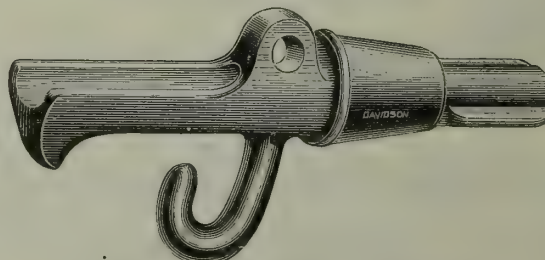


"EUREKA"

Steel Sap Spouts, pack-
ed in cardboard boxes,
100 each.]

"Empire" Sap Spouts

Malleable Iron Tinned



Guaranteed against breakage

WRITE FOR PRICES

Cuts Show
Full Size
of Spouts

We also have in stock
and can ship promptly

"PERFECTION" SAP SPOUTS

"WOOD" SAP SPOUTS

"EUREKA" CAST SPOUTS

"BEAVER" SAP SPOUTS

same as Empire only without Hook

Maple Syrup Cans



Round and
Square
with ScrewTops
1/2 and 1 gallon.
Others sizes made
to order.

SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16

Qts. 4, 5, 6, 8, 12

WESTERN

PATTERN

6 and 10 Quarts

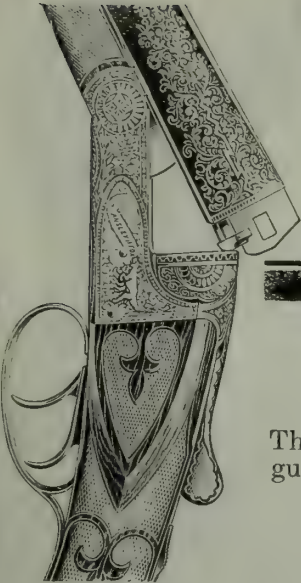


The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO



Made of the best gun materials.
Most skilled and highest paid
workmanship.
Acknowledged the best balanced
American gun.

Guaranteed and Advertised

We are spending money on advertising in your community. If you are a FOX Dealer part of it is yours. This is real co-operation. Co-operation, combined with efficiency means better service, better satisfaction to customers, less waste and loss, and bigger profit to YOU. It is up to you to get it.

FOX GUN

"The Finest Gun in the World"

There are 20 Big and Outstanding Reasons why the FOX is superior to any gun made. Following are a few of these reasons:

Barrel construction positively scientific.

The Fox-created method of boring has made the Fox famous
Coil mainspring guaranteed forever.
Simplest and strongest and only genuine 3-piece lock in the world.

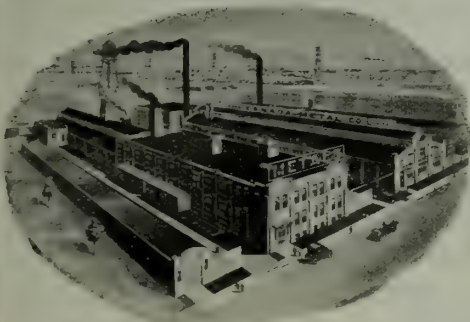
Fastest hammer ever put on a gun.
Forend holds tight forever—latest word in compensating device.

Triggers are Positive—no creep whatever.

Every FOX is guaranteed — and the FOX Company stands back of the guarantee.

If you do not handle The FOX, write us to-day for Special Dealer's Plan.

The A. H. Fox Gun Co. 4768 North 18th Street, Philadelphia



SEND ME A BOX OF BABBITT
THE KIND THAT DOES NOT WEAR OUT

WE RECEIVED A LETTER

This is a Testimonial Indeed and one Straight from the Heart.

The writer of the latter above mentioned had evidently got a Babbitt Metal just suited to his specific purpose.

THAT IS WHERE WE EXCEL.

from a customer a few days ago, the following is an extract, "Send me a box of Babbitt, same as last, I forget the name, but it is the kind that does not wear out."

We can advise you, it costs you nothing to take advantage of our years of practical experience. If you have Babbitt Troubles, why not ask our advice?

WE RECOMMEND

IMPERIAL GENUINE

"The Highest Grade of Babbitt Metal manufactured" for all High Speed Engines and Bearings and carrying extremely heavy loads.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault" for all General Machinery Bearings.

ALUMINOID

For Medium and Light Running Machinery.

EVERY HARDWAREMAN SHOULD GET OUR PRICES.

THE CANADA METAL CO., Limited

Head Office and Factory: TORONTO.

Branch Factories: MONTREAL, WINNIPEG.

The Arrows Hit the Points

- (1) Inside "WARP PROOF" Steel Ring.
- (2) Inside Surface and Bottom, Corrugated in Centre only.
- (3) Leg Socket—Bolted through Tub, Leg and Socket (Not Leg only.)
- (4) The treating of Entire Inside with our Special Filler.

4

Distinct Commanding Features that keep a Tub WATERTIGHT. Add years to the life of a WASHING MACHINE and are recognized by Satisfied Users Everywhere.

Agents—W. L. Haldimand & Son - - MONTREAL
H. F. Moulden & Son - - - WINNIPEG



Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

You Can Make a Good Profit on Nearly Every Building
That Will Be Erected in Your Vicinity
By Handling

ROGERS'

Portland Cement and Crushed Stone

Being in touch with builders, you have an excellent opportunity to sell them cement and crushed stone. When handling these products you do not have to tie any money in stock. When you receive an order write us and we will ship immediately. You will never be disappointed—your order will be delivered when wanted.

Get in touch with us now—ask for particulars and prices.

Rogers' Portland and Crushed Stone are specified by all leading architects and are used in nearly all municipal work in Toronto.

ALFRED ROGERS LIMITED, 28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG.



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

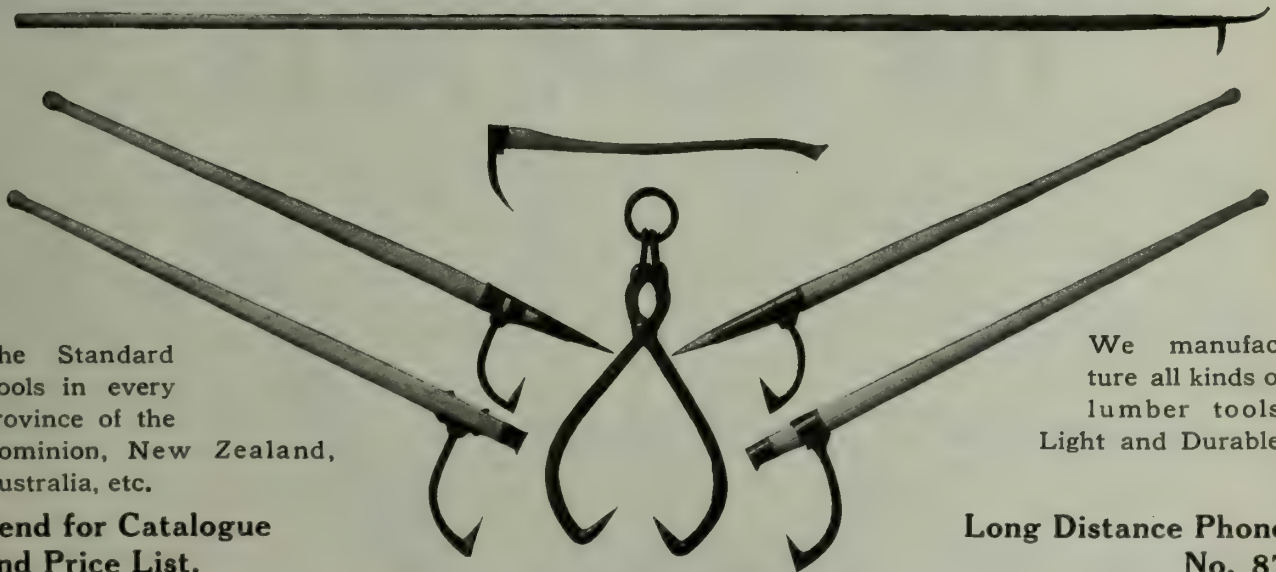
THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

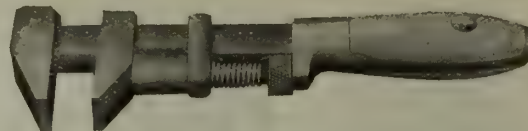
We manufac-
ture all kinds of
lumber tools.
Light and Durable.

Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



The "W & B" Line Is Complete—Select The Wrench You Need

The "W & B" Line of Wrenches includes 58 styles which cover the wrench requirements of every field of service.

This large and varied line makes it possible to get the one wrench with the particular kind

of jaws or the special bend of handle to do your work the easiest way.

What's the use of buying the "next best" size, or the "next best" design. Go to a jobber who sells the "W & B" Line of Wrenches and the selection will be easy.

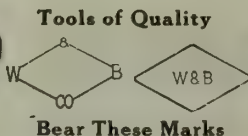
Write for Catalog No. 82-B.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Office and Factory at St. Catharines.

Stocks Carried at Winnipeg and Montreal.



THE RIGHT FILES

NICHOLSON-MADE file brands represent the standard of high quality. The output is about 200,000 files per day. This immense quantity made in several factories, permits the use of a private formula special steel. Private special machines are used for cutting. A special hardening process is used. In addition, each Nicholson-made file is inspected individually several times during manufacture, and is hand tested on all four sides before putting into stock.

"Nicholson-Made" Means Steady Trade

Handle Nicholson-made Files. They give continuous satisfaction from year to year and hold local trade. You keep your customers. Buy any of the above Nicholson-made Brands from your own jobber.

THE FIVE WINNERS

American
Arcade
Globe
Great Western
Kearney & Foot

NICHOLSON FILE COMPANY

Port Hope, Canada



Show him a Hamilton, and the extremely low price, and he won't be happy till he gets it.

And then when the other boys see him with his Hamilton, they won't be happy till they get Hamilton's, too.

You can build up a big sale on this wonderful little rifle in mighty quick time in your neighborhood.



are straight-shooting, hard-hitting game rifles that will please the boy as well as guns costing twice as much.

The barrel is made by our own process covered by exclusive patents.

You need Hamilton Models 27 and 027 now to make your stock complete. Order from your jobber now. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



Genasco is made of Trinidad Lake Asphalt—Nature's everlasting waterproofer that gives it life to resist rain, sun, wind, snow, heat, cold and fire.

The natural oils of Trinidad Lake asphalt preserve this life in Genasco through years of all kinds of weather, on roofs all over the world.

Explain this to your customers and they'll surely want such roofing.

They're after endurance and economy. And Genasco gives both—at the price of ordinary roofing.

And don't forget to tell them the patented Kant-leak Kleet solves the problem of application and makes seams watertight without cement.

Order Genasco from your jobber. Write us for samples and full information.

The Barber Asphalt Paving Co.

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

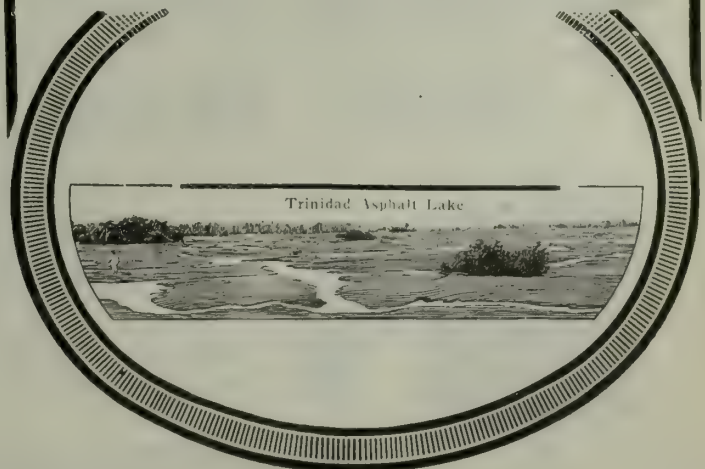
PHILADELPHIA

New York,

San Francisco,

Chicago.

The Canadian Asphalt Co., Ltd, Winnipeg, Man.
D. H. Howden & Co., Ltd., 200 York St., London, Ont.



STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

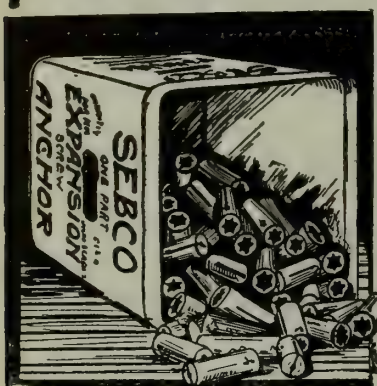
It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 425 Henry Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can., W. T. McArthur & Co., 1142 Homer St., Vancouver, Can.



THOMAS BLACK

HEAVY HARDWARE
AND
BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement
"ACME" Keene's Cement
"HAMMER BRAND" Plaster of Paris
"R.I.W." Waterproofing Products
"UTILITY" Wall Board

"PERFECT" Corner Bead
"PERFECT" Metal Lath
SAMSON Car Movers
IDEAL Tube Expanders
CONEWAGO Waterproofing Paper

REASONABLE PRICES

EXCELLENT SERVICE

IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.



The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

Stover Mfg. Co., 709 East Street, Freeport, Ill.

DISSTON



ESTABLISHED 1840

**The Brand
that was Best in 1840
is the Best Brand today.**

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

McClary's

"SAMSON" DELIVERY MILK CANS



"SAMSON" BOTTOMS

Pressed from one piece of steel, it is the strongest, most sanitary, and easiest working bottom made—it is the only seamless bottom in the Dominion.

"SAMSON" COVERS

Drawn in one piece—seamless, sanitary, air-tight, and absolutely uniform in size.

"SAMSON" BREAST AND NECK

Spun from one piece of specially annealed steel—exceptionally durable.

Order "Samson" milk can trimmings from our nearest branch.



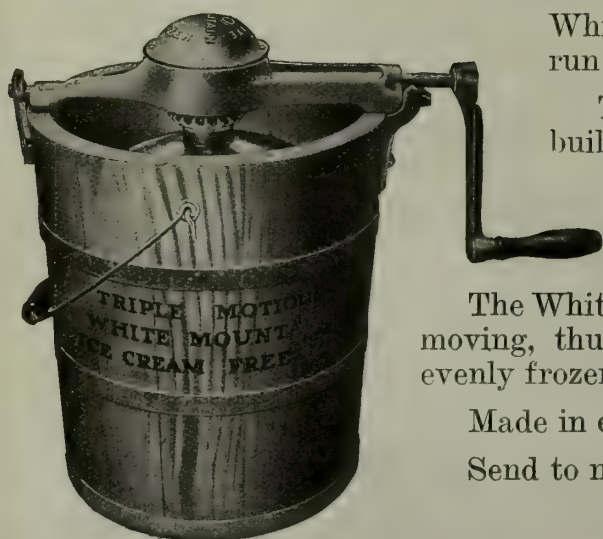
McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

"McClary" on Goods is a Quality Name.

IT'S TIME TO BUY

White Mountain Freezers



White Mountain Freezers are easily operated and run smoothly because all parts fit perfectly.

They are exceptionally durable; tubs strongly built and reinforced with heavy hoops; tubs cannot warp, crack, nor leak.

Cans and all parts coming in contact with cream are brightly retinned to prevent rusting.

The White Mountain triple-motion keeps cream constantly moving, thus ensuring every particle being smoothly and evenly frozen.

Made in eleven sizes, capacity 1 Qt. to 25 Qts.

Send to nearest branch for catalogue and price lists.

SOLD BY

McClary's

Manufactured by
THE WHITE MOUNTAIN
FREEZER CO.

Nashua, New Hampshire, U.S.A.

LONDON
ST. JOHN
TORONTO
CALGARY

VANCOUVER

SASKATOON

HAMILTON
WINNIPEG
MONTREAL
EDMONTON



McClary's Champion Interchangeable

BURNS GAS, COAL OR WOOD

A HIGH-GRADE steel gas range which can be changed to coal or wood or vice-versa, in one minute. Economical on fuel, labor and space. Semi-steel indestructible fire box linings. Two ranges at the price of one.

Enables housewife to use fuel most suitable for season—gas for summer—coal for winter. 1913 Designs are fitted with new "Universal" high closet with lift door. High Closet can be had with blued steel or enamelled back.

ST. JOHN
MONTREAL
WINNIPEG

McClary's

CALGARY

VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name



"Quick Meal"

Blue Flame Wick Oil Stove

...THE...

ORIGINAL OIL STOVE

WITH A

GLASS FOUNT

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are $17\frac{1}{2}$ x 25 and $17\frac{1}{2}$ x 33 of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA



"The Empire Line"



NOW is the time to place your orders for

**"EMPIRE" FURNACES
and REGISTERS**

Made by

CANADIAN HEATING & VENTILATING CO.

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

The Smooth Castings, Tight And Well Fitted Joints, and Attractiveness

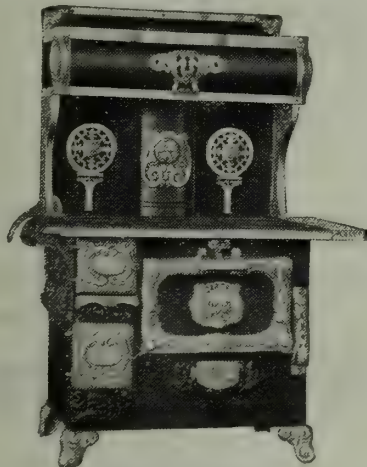
OF

FINDLAY FAVORITE RANGES

Make Them Sell Easily

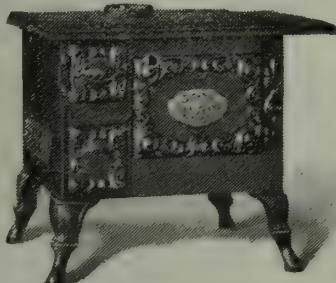
The majority of people select a stove that is well finished and attractive—they do not pay much attention to the inside construction. When they buy Findlay Favorite Ranges they get a fine looking range and the best inside construction on the market as well—this insures the best of satisfaction.

We make quality ranges at a price which every person can afford.



CROWN FAVORITE
16 and 18-inch Ovens.

THE CROWN FAVORITE is a Six-Hole Range. It looks well, it works well, and is the kind to have on your floor to meet competition.



GLEANER—14 and 16-inch Ovens.

The Gleaner is a four-hole Steel Cook, specially constructed for the western trade to meet the demand for a cheap but good Home-stead or Rancher's Stove.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.

Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.



"Baxter Banner Ranges Bake
Cake Like Mother Used to Make."

BAXTER BANNER GAS RANGES

Sell quickly and profitably while others take up valuable space on your floor.

These Special Features and Conveniences will appeal strongly to your prospective customers and enable you to get your price every time.

Patent Divided Glass Oven Door.

All the baking in sight. No more food "burnt to a crisp." Everything baked exactly right. Glass guaranteed. Strongest selling feature on the market.

Sanitary Finish.

Body and castings have special non-rusting baked enamel Japan finish. Every part of the range can be handled without soiling your fingers.

Aluminized Oven and Broiler.

All the oven and broiler liners are coated with silvery, fire-proof aluminum-bronze — making them bright, attractive, easy to clean, and durable.

One Burner for Both Oven and Broiler.

One burner serves for both oven and broiler. Splendid work with little gas. No cumbersome and dangerous pilot lights. Oven guaranteed explosion-proof.

Concealed Manifold.

The front supply pipe is concealed under edge of top. Doesn't collect dust or grease. Never has to be wiped off.

Spit Fire Lighter.

Lights any one or all top burners without striking any matches. Burns only 3c worth of gas per month.

Let us send new catalog 41 and quote prices.

THE COPP STOVE CO., Limited, Fort William, Ont.
Winnipeg Edmonton Calgary Vancouver

J. H. HANSON TILLEY COMPANY, Ltd. Montreal

N. L. STEWART, Toronto, Agent for Central
and Southwestern Ontario.

Factory: The Baxter Stove Co.
Mansfield, Ohio -:- U.S.A.

FIRE that will melt Iron—

won't destroy this ROOFING

The flame of a powerful blow-torch—which is intense enough to even melt iron—will not ignite J-M Asbestos Ready Roofing when held on one spot for nearly an hour. Nor will it set fire to boards underneath. This has been proven by impartial tests made by Fire Chiefs and City Council representatives of many large cities. J-M Asbestos Roofing gives perfect fire protection because its base consists of several layers of pure Asbestos Felt. And Asbestos, you know, is the fire-proof, practically indestructible mineral used in gas grates, stove mats, theatre curtains, etc.

These layers of Asbestos (stone) Felt are firmly cemented together with genuine Trinidad Lake Asphalt—that wonderful mineral cement which, in asphalt pavements, stands the grinding of wheels and pounding of hoofs for thirty to forty years.

J-M ASBESTOS ROOFING

is composed of ALL MINERALS. Not a particle of perishable material in it. Because of this mineral or stone construction, J-M Asbestos Roofing is also rust proof, rot proof and acid proof. And, like all stone, it never needs coating. No other ready roofing gives a building such fire protection. None other lasts so long with so little attention. J-M Roofing is still in good condition on many buildings after nearly a quarter of a century of service.

Our nearest Branch will supply you with J-M Asbestos Roofing if not obtainable at your dealer's. Write nearest Branch now, for handsomely illustrated Catalog No. 303, and our special proposition to dealers.

THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER 1357

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited
141 BANNATYNE AVE. EAST WINNIPEG, MAN.

A National Cutlery Drop Forge Solid Steel Shear Will Not Spring or Break Under Strains That Would Ruin Any Ordinary Shear

Our Tailors' Shears are laid with special crucible steel of superior quality, tempered by our Patented Method.

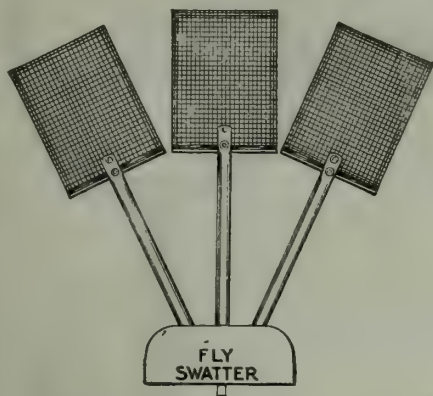
Write to-day for catalog on
Scissors, Shears and Snips.

The National Cutlery Co.,
PHILADELPHIA, PA., U.S.A.



CANADIAN REPRESENTATIVES:
H. J. STAFFORD, 591 St. Catherine St. W., Montreal.
SHERMAN F. AINSLEE, 145 Wellington St. W., Toronto.

HAVE YOU SEEN THE FIRST SPRING FLY ?



Like the first spring robin, he is sure to appear early and often, and in many different places at the same time. If he happens to be a female, and through kindness is allowed to live until the first egg-laying period (about April 12th), an uncountable host of annoying, germ-laden, disease-carrying insects will arrive to trouble a world already over-run with them.

THE FLY IS A FILTHY BEAST.

The exact information which has been so widely and publicly distributed in recent years, regarding the filthy habits of the typhoid or house fly—the foul material in which they breed and feed—the facility with which their hairy bodies collect and carry disease spores and germs—the scientific proof that colonies of bacilli of all types can be developed on specially prepared surfaces, upon which ONE Fly has been allowed to walk for a FEW SECONDS—these facts should effectually bar the fly from all sanitary homes, and make it an object of disgust and hatred to all healthy and cleanly persons.

THERE ARE ENOUGH FLIES ON EARTH NOW

Don't let them increase and multiply. Now is the time to lay for every able-bodied fly you see, and by means of an "ONTARIO" end its genealogical tree AT THE ROOT.

THE "ONTARIO" FLY KILLER

With Wire handle, is designed to get Mr. Fly without fail every time. The japanned wire cloth swat is not bound on the edges, and so adapts itself to every surface, leaving no space in which the fly can crouch and escape its merited doom.

Twisted wire handle—Packed 1 doz. in carton—1 Gro. in case.

IT'S NEW AND ORIGINAL—ASK US ABOUT IT.

E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA,

Largest Canadian Manufacturers of Fly Exterminators.

CANADIAN TUBE & IRON CO., LIMITED, Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



Modern
Store
Fixtures
Quicken
Service
and
Attract
Trade

They also allow the dealer to store more goods in space available. In Berlin Hardware Display Cabinets goods are displayed behind glass doors or display front Compartments—they are kept free from dust and are always in plain view of your customers. We design and manufacture Display Cabinets, Silent Salesmen, Counters, etc., of the highest quality. Only the best material is used, and expert mechanics employed.

Send us dimensions of your store and we will give suggestions and estimates.

Write to-day.

The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.

Manufacturers and Designers of
Modern Store Fixtures

MANILA

Cordage
Lath yarn

Binder
Twine

LION

TRADE



MARK

BRAND

YOU SHOULD STOCK Consumers Cordage

BECAUSE

The purchaser of "**LION BRAND**" Cordage receives the quality that his order calls for.

"**LION BRAND**" Cordage is made only from Fibre suitable to give the necessary tensile strength.

We manufacture everything in Cordage, and a much wider range of lines than other makers.

FACTORIES and **AGENCIES** at **TWELVE** convenient points make quickest deliveries possible.

OUR MILLS OPERATE IN CANADA ONLY.

Many manufacturers are calling attention to the strength and durability of their Rope. We have not found it necessary to advertise these two qualities in our product. "**LION BRAND**" **ROPE** has spoken for itself, as have all our lines, for the past 88 years, and the constant demand for "**LION BRAND**" Cordage proves its worth.

CONSUMERS CORDAGE CO.

LIMITED

Factories, - MONTREAL and DARTMOUTH, N. S.
Branches, 9 Church St., TORONTO and ST. JOHN, N. B.

AGENCIES:

F. H. Andrews & Son,
QUEBEC

MacGowan & Co.,
VANCOUVER

Tees & Persse, Limited

WINNIPEG, MOOSE JAW, SASKATOON
REGINA, CALGARY, EDMONTON.

Twines
Packings

Tarred
Goods

I
T
A
L
I
A
N

J
U
T
E

R
U
S
S
I
A

S
I
S
A
L



**You'll Get Many Re-Orders
from the Most Particular
Painters**

If You Sell Them Our High Grade

PAINT BRUHSES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



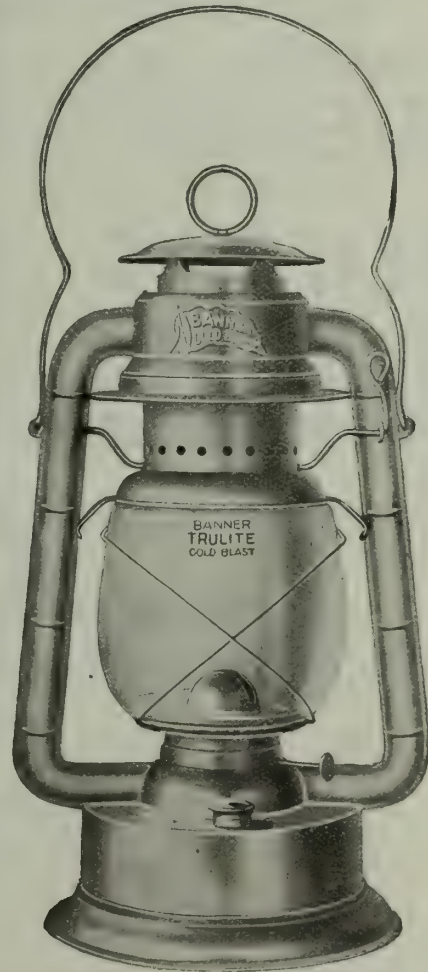
Meakins & Sons, Limited
Hamilton, Ontario



**The
Trulite**

Cold Blast Lantern

The Latest and Best Thing in Lantern
Manufacture



Features That Assure Quick Sales

Glass will not break, crack or become smoked.

They give 12 candlepower bright white light.

They burn 24 hours with one filling.

Bowl shaped glass is easily cleaned.

Trulite Cold Blast Lanterns pay a splendid profit and always satisfy. Every sale leads to other sales.

Send Us Your Order NOW

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*



There's an
Immense Field for
"STEWART"
(BALL BEARING)
**CLIPPING
MACHINES**

They Are Easily Sold
Because They Are
Necessities

They Make the Horse
More Alert, More Active
And Better Appearing



**Other Manufacturers Have Tried to Imitate
The "Stewart," But Have Been Successful
Only In Design**

Our competitors admit the superiority of Stewart Clipping Machines by trying to imitate them. These machines cannot be equalled in quality, as they are the result of many years' experience and are made by our own special methods.

You cannot afford to sell your customers an unreliable machine—it will ruin your reputation and spoil your trade.

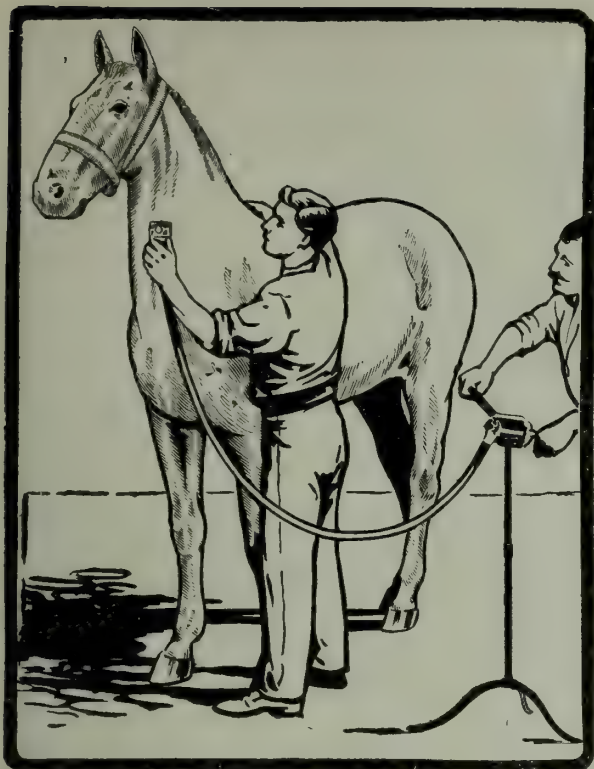
We absolutely guarantee the "Stewart" to satisfy. We will quickly refund the money if not satisfactory.

We will supply you with advertising matter absolutely free. This matter comes in the forms of circulars, booklets, hangers, etc., and explains to horse owners the real value of a clipping machine.

"Stewart" Clipping Machines are carried by all jobbers in Canada.

Write for full particulars.

CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO



THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

CALIPERS

Goodell-Pratt's

"Mass. Tool" Brand

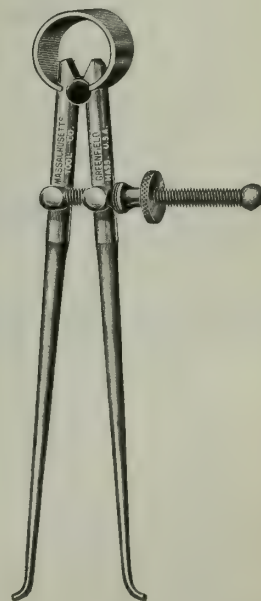
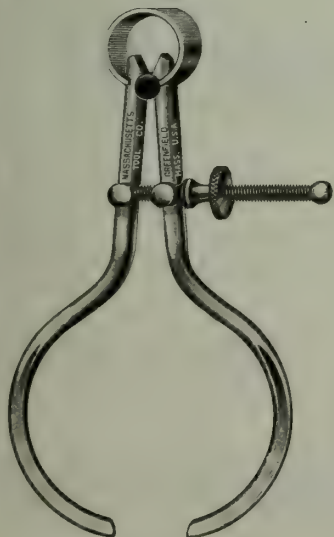
112 Styles
and
Sizes

Inside and Outside
Quick Nut and Solid Nut
Toolmakers
Hermaphrodite
Thread
Keyhole
Firm Joint

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.





WHY do all the reliable Hardware dealers throughout Canada carry a full line of Dominion Ammunition?

Because when they buy Ammunition with the big D trade mark they are sure they have the best that human skill can produce.

Dominion Ammunition is fully covered by our guarantee which insures you against defective goods.

Specify Dominion if you want the best.

For Catalogs, Hangers and full information write

DOMINION CARTRIDGE COMPANY

LIMITED

MONTREAL, CANADA

Advertising Division File A1



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.

This means uniform wear.

John Lysaght, Limited
Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited

MONTREAL

Exhibition and Convention at Ottawa

The Capital Chosen for 1914 at Joint Meeting of Manufacturers and Retailers—
Special Train May be Run to That City and Plan for Equalization of Fares is
Being Broached—Question of Appointing Organizer Discussed at Meeting of the
Retail Executive.

The ninth annual convention of the Ontario Retail Hardware and Stove Dealers' Association and the second annual exhibition of the Canadian Hardware Manufacturers Exhibitors' Association will be held in Ottawa during the week of February 16 to 21, 1914. This was decided at a joint meeting of the officers of the two Associations which was held in the Queen's Hotel, Toronto, on March 25. The Exhibition will be on a much larger scale than anything that has been attempted by the Canadian Hardware Manufacturers in the past. It is expected that the attendance of the retailers will be greatly augmented by a large number of merchants from the Quebec Retail Merchants' Association.

TORONTO, March 25.—Meetings were held on Monday morning, March 24, in the Queen's Hotel, Toronto, by the officers of the Canadian Hardware Manufacturers Exhibitors' Association, Limited, and also of the Ontario Retail Hardware and Stove Dealers Association. A joint meeting was held in the afternoon.

After hearing of the splendid arrangements that had been completed by the Exhibitors' Association for the accommodation of the exhibition and visitors at Ottawa, the officers of the Retail Association decided unanimously to hold their convention at Ottawa in conjunction with the exhibition. Excellent arrangements have been completed, which appear in the report of the joint meeting.

At the meeting of the Canadian Hardware Exhibitors' Association the following officers were present: President, M. R. Griffith, in the chair; Adam Taylor, H. P. Hubbard, J. H. Carriek, G. S. Spence, F. M. Tobin, Secretary-Treasurer, J. W. Moneur, B. D. Blackwell, A. A. Bittues, Chas. E. Stewart, R. J. Johnson, D. Griffith, John Billingham, G. B. Dowsell. Reports were submitted and taken as drafted. The following is the Directors' Report:

Directors' Report.

Your directors are pleased to report that at the close of our first exhibition there is a cash balance on hand of \$84.54 and assets conservatively estimated and valued at \$802.35, a total of \$886.89.

We feel that this association is to be congratulated on account of this showing when the extra expense of our first exhibition is considered.

General reports from all interested in the exhibition at Hamilton, including our guests, the Ontario Retail Hardware Association, the visiting jobbers and Retail Hardware Merchants, are indicative of general satisfaction and your directors have no report of unfavorable criticism.

Attention should be called to the services of the retiring directors who have given liberally of their time and attention to the several necessary meetings relating to the affairs of our association and the Hamilton exhibition without expense to your association.

Taking all advantage of the experience gained during the past year and realizing the advantages obtained by our members exhibiting at Hamilton, we recommend that immediate preparation be made to ensure the exhibition that will be held in 1914 a more pronounced success. To obtain the measure of success desired, we recommend the plan adopted last year, each member to undertake to give the association and exhibition as much publicity as possible either through their travelling representative or through their business correspondence when a favorable opportunity occurs. Your directors deem it expedient to urge in their report that the selection of a suitable place for holding their next exhibition, be given immediate attention. The exhibition just closed has aroused to a high degree the interest and enthusiasm of the members, many of whom have expressed themselves in favor of one or another place. Consequently your directors will at an early date present to the members of the association the result of their investigation.

It might be well to mention the cities of Ottawa and London as probabilities. Both of these places present distinctive attractions and therefore as soon as their respective qualifications and claims have been thoroughly passed upon, your directors intend advising the members with full particulars and information supporting their choice.

It is also recommended that the "No Souvenirs" plan be continued and that the donation of prizes for drawing be also dropped and instead adopt some plan regarding a fund for equalizing railroad fares for visiting hardware trade by providing special train or otherwise as may be decided advisable.

To enable your directors to act on applications for new memberships that are now being received, all present members are requested to pay their annual membership to Secretary at earliest convenience.

By order of Board of Directors.

F. M. TOBIN,

Secy.-Treas.

The following resolutions were adopted:

"The Directors of the Canadian Hardware Manufacturers Exhibitors' Association give vote of thanks to the President of the Commercial Club, Hamilton, for courtesies of the club extended through H. P. Hubbard, Chairman, Hamilton Committee.

"It is the sense of the Resolutions Committee that the courtesy extended the officers of the Canadian Hardware Manufacturers Exhibitors' Association by the Commercial Club be acknowledged, and a photograph taken of the members attending the convention be suitably mounted, along with the medalion in bronze of the Canadian Hardware Manufacturers Exhibitors' Association and presented to the Commercial Club.

"A resolution is recommended thanking the retiring officers of the association for the excellent service and valuable interest given in the conduct of the association affairs during the past year.

"The Canadian Hardware Manufacturers Exhibitors' Association wish to express a vote of thanks to His Worship the Mayor and the City officials at Hamilton for the courtesies extended to their association during the exhibition at Hamilton.

"A resolution is recommended acknowledging the splendid efforts of the Ontario Retail Hardware Association and their executive officers in assisting to make the recent Hamilton Convention a success. Also expressing the appreciation of our association to them for the business placed with our members exhibiting in Hamilton; also that a copy of this resolution be forwarded the Sec-

retary of the Ontario Retail Hardware Associations.

"The Canadian Hardware Manufacturers Exhibitors' Association acknowledge the invitation of the Ontario Retail Hardware Association to make an exhibit in connection with the next annual meeting of the Ontario Retail Hardware Association."

Discussion on Next Meeting Place.

A discussion was held regarding the next place of meeting. Toronto, Hamilton, Ottawa and London were mentioned, but, after hearing of the splendid inducements that had been secured by a committee composed of Messrs. Bittues, Tobin and Smallpiece, providing the exhibition was held in Ottawa, it was decided that it would be in the best interests of all concerned if the convention were held in that city.

A letter was read from F. W. Otton, retail hardware merchant, Barrie, Ont., thanking the Canadian Hardware Manufacturers Exhibitors' Association for courtesies extended him during the exhibition.

Meeting of Retail Officers.

A meeting of the officers of the Ontario Retail Hardware and Stove Dealers' Association was held in the Queen's Hotel on the morning of March 24. Reports of committees were received and matters of importance discussed. The question of the next place of meeting was fully discussed and it was decided to leave the decision open until the joint meeting in the afternoon. Advance information had been received regarding a proposal to hold the convention in Ottawa.

J. R. Beaudry, of the Quebec Retail Merchants Association, was present and addressed the meeting. He favored Ottawa as being the best place to hold the next convention. He stated that, if the convention were held in Ottawa he could assure them that there would be a large attendance of hardware dealers from Quebec province and the East.

An Organizer Suggested.

The subject of securing a larger membership for the Association was also discussed and it was suggested that an organizer be engaged to canvass the trade and secure new members. The matter was left in the hands of the Advisory Committee.

The officers of the Ontario Retail Hardware and Stove Dealers' Association present were:—President, H. Occomore, Guelph; First Vice-Pres., W. F. Macpherson, Prescott; Second Vice-Pres. C. W. Conn, Tilsonburg; Secretary, W. Wrigley, Toronto; Treasurer, John Caslor, Toronto; Geo. W. Ecclestone, Bracebridge; Jas MacGregor, Oakville, W. J. Carter, Pieton.

The Joint Meeting.

A joint meeting of the officers of the Canadian Hardware Manufacturers Exhibitors' Association and the Retail Hardware and Stove Dealers Association was held at 2 o'clock in the afternoon at the Queen's Hotel. The Exhibitors' Association officers present were:—President, M. R. Griffith (Chairman); Adam Taylor, H. P. Hubbard, J. H. Carrick, G. S. Spence, F. M. Tobin, Secy-Treas., J. W. Moneur, B. D. Blackwell, A. A. Bittues, Chas. E. Stewart, R. J. Johnson, John Billinghamurst, G. B. Dowsell.

The Retail Association was represented by President, H. Occomore, W. F. MacPherson, C. W. Conn, W. Wrigley, John Caslor, Geo. W. Ecclestone, Jas. MacGregor, W. J. Carter.

Hardware and Metal was represented by Jas. G. Lorrinan (Manager) and Geo.

could be used for meetings. There were several ante-rooms, and a large room that would be fitted up as a dining room with a first-class caterer in charge. This would enable the visitors to remain at the exhibition and convention during the entire day. There is an excellent car service to and from Howick Hall. Special arrangements were made with the Chateau Laurier and Russell House whereby all visitors to the exhibition and convention would be supplied with first-class accommodation at an exceedingly low rate. By special arrangement with the railway and hotels, and by the manufacturers bearing part of the cost, it would be possible for a hardware merchant to leave Toronto on Monday, Feb. 16, spend five days in Ottawa, and return to Toronto for \$12.50. This charge would include hotel room in Ottawa for 5 days.

Proportionately low rates would be in effect from other towns and cities, but the rate from Toronto was quoted on account of its central location and to show the exceedingly low rate that had been obtained. There were many places that were nearer to Ottawa than Toronto, and from these places the rate would be still lower. This was a rare opportunity that would be offered the hardware merchants to visit the capital city of Canada. There would be a large attendance of hardware merchants from the East. There would, no doubt, be a large representation of the fair sex and hardware merchants were invited to take their wives to Ottawa.

It was proposed that hardwaremen attend a meeting of Parliament and special efforts would be made to reserve a section of the galleries some afternoon during the exhibition. Ottawa had many attractions and a pleasant and profitable time could be enjoyed by all those who were present during exhibition and convention week.

Special Hardware Train.

Secretary Tobin also explained that there would be a special train for the hardware men which would leave Toronto on Monday afternoon, February 16. A fast run would be made to Ottawa and arrangements would be made for serving lunch en route. The special train idea was a splendid one, as the merchants would be enabled to mingle and become better acquainted before reaching Ottawa.

Past President Bittues also addressed the meeting and told of the inducements that were being offered by the City of Ottawa. He stated that, when the committee approached the Publicity Commissioner of Ottawa, they found the official had little knowledge regarding the Manufacturers or Retailers' Associations. However, after showing him a copy of Hardware and Metal, contain-



President H. Occomore.

D. Davis, Associate Editor; Canadian Hardware, Stove and Paint Journal, W. L. Edmonds, and J. O'Hagan.

Chairman Griffith called on Secretary Tobin to address the meeting. Mr. Tobin explained that a committee composed of A. A. Bittues, C. Smallpiece and himself had visited Ottawa and found that excellent arrangements could be made providing it was decided to hold the exhibition and convention in Ottawa.

Mr. Beaudry, of the Quebec Retail Merchants' Association, had also been present and stated that, if it were decided to hold the exhibition and convention in Ottawa there would be a large attendance from the Quebec Association. Mr. Tobin told of the excellent arrangement of Howick Hall where it was proposed to hold the exhibition. There would be a much larger space for exhibits than there had been in Hamilton. There was also a large auditorium adjoining which

ing a full report of the Hamilton Convention and explaining the objects of the association, the commissioner became very much interested and took immediate steps along with the committee to make arrangements for holding the proposed exhibition and convention and secure the excellent accommodation which had been provided for.

Several of those present spoke of points in favor of Ottawa as the next place of meeting.

It was moved by President Oecomore, seconded by C. W. Conn, and carried unanimously, that the next place of meet-

ing be in the City of Ottawa during the third week of February, 1914. In making the motion, President Oecomore stated that he believed it was in the best interests of the retailers to have the next convention in that city. This view was shared by all the other officers of the Retailers' Association. It was also moved by Past President Bittues of the Manufacturers' Association, and seconded by Secretary Tobin that a vote of thanks be tendered President Oecomore and the officers of the Retail Association for accepting Ottawa as their next meeting place.

German Business Men Coming

Party From Fatherland Will Make a Seven Week's Tour of Canada — Complete Details of Itinerary—Will Travel From Coast to Coast to Get Full Impression of Country's Possibilities.

A business men's trip to Canada has been arranged by a party of leading German business men. The idea was first mooted some time ago, and was received by prominent Germans with acclaim. The support of many leading associations and personages was secured. Many eminent men will be included in the party who come to "Spy Out the Land."

All details of the trip which is to last 7 weeks have been arranged. The itinerary is as follows:—

Leave Bremerhaven June 24, reaching Quebec on July 4. Three days will be spent there sight-seeing. Reception will be given by the municipality and government. Sight-seeing in Quebec. Excursion to Montmorency Falls. Apartments: Chateau Frontenac.

July 6-8, Montreal.—Departure for Montreal on special train of palace cars. Tour through the town. Inspection of banks, works of the C.P.R., the Dominion Iron Steel Company and other plants, as desired by the participants.

Reception by the Board of Trade. Social meeting at the German Club. Apartments: Place Viger. Information: German Consulate (Dr. Lang, Secretary, Merchants Union Building). Board of Trade (Mr. Hadrill, Secretary). Canadian Manufacturers Association (Mr. Meldrum, Secretary.)

July 8-10, Ottawa.—Reception by the Dominion Government and the Municipality. Apartments: Chateau Laurier. Information: W. H. Baker, Publicity Department. City Hall and other ministerial departments.

July 10-12.—Departure from Ottawa for Winnipeg, across the mountains along the Great Lakes. Short stop for recreation en route.

Cobalt. — Excursion to the silver

and nickel mines of Cobalt. Only upon previous application simultaneously with announcement of participation in the trip. The party will be conveyed to Winnipeg.

July 12-14, Winnipeg.—Reception by the Government of the Province of Manitoba and the Municipality. July 13th (Sunday) rest.

Apartments: Royal Alexandra. Information: German Consul, Mr. Hugo Karstens. Industrial Commissioner, Mr. Charles Roland. Department of Agriculture. Government of Manitoba.

July 15-17.—Trip across the Western prairies.

July 17, Calgary.—Sight-seeing in the town and environs, especially the irrigating plants of the C.P.R. Apartments: New C.P.R. Hotel. Information: Mr. Dennis, Assistant to the President of the Department of Natural Resources. Industrial Commissioner of Calgary.

July 18-20, Banff Laggan.

July 20-23. If desired in place of Glacier—Okanagan Valley.

July 20-22, Glacier.

July 23, Okanagan Valley.—Inspection of the fruit farms. Motor car trip to Vernon. Information: Mr. Fisher, Secretary of the Board of Trade, and Mr. J. W. Jones, Mayor of the town.

July 24-27, Vancouver.—Reception by the Municipality, the Vancouver Club and Progress Club. Apartments: Vancouver Hotel. Information: German Consul, Mr. Von Ettlinger, Progress Club (Dr. Rowe, Secretary).

July 27-28, Vancouver Island. — By steamer to Vancouver Island. Trip through part of the Island.

July 29, Victoria.—Reception by the Government of British Columbia and the Municipality. Apartments: Empress. Information: German Consul, Mr. Low-

enberg. Bureau of Provincial Information (Mr. Frank J. Clarke, Secretary).

July 30, Vancouver.—Afternoon. Departure on the return trip to the East.

July 31, Kamloops.—Inspection of the fruit farms and irrigating plants of the Canadian Properties, Ltd.

July 31-Aug. 1, Kamloops.—Trip through the Rockies to Edmonton.

Aug. 1-3, Edmonton.—Receptions: Government of Alberta and the Municipality. Apartments: Hotel King George. Information: Board of Trade (Mr. M. Fisher, Secretary). Department of Agriculture. Government of Alberta.

Aug. 3.—Day's trip through the Northern prairies

Aug. 3-4, Saskatoon.—Reception by the Municipality. Information: Board of Trade (Mr. Sclanders, Secretary).

Aug. 5, Regina or Moose Jaw.—Program to be announced later.

Aug. 6, Brandon.—Reception by the Municipality. Information: Industrial Commissioner (Mr. Griffin).

Aug. 6.—Continuation of journey to Fort William and across the Great Lakes to Toronto.

Aug. 8, Sault Ste. Marie.—Reception. Information: Algoma Mills and Steel Works.

Aug. 9-13, Toronto and Environs. — Reception: Government of Ontario. Municipality. Board of Trade. Canadian Manufacturers' Association. Social meeting at the German Club.

Excursions: (1) By steamer to Niagara Falls. Inspection of the electric power station. (1 day).

(2) To Waterloo County: Berlin, Guelph, Preston, Waterloo, etc. (German manufacturing and agricultural district. (1 day).

(3) Hamilton and Bow Park Experimental Farm. (1 day).

Apartments: King Edward. Information: German Consul, Mr. Henry Peters. Manufacturer's Association (Mr. Murray, Secretary).

Aug. 13.—By steamer to Montreal, via the Thousand Islands, down the St. Lawrence.

Aug. 14, Montreal.—No program. Apartments: Place Vigor.

Aug. 15.—Afternoon: Departure for the Eastern Provinces (New Brunswick, Nova Scotia).

Aug. 16, St. John.

Aug. 17-22.—Tour through the Eastern Provinces. Sight-seeing in Halifax, Moncton, Fredericton and other noteworthy towns and inspection of their industries. The program for the different towns is being arranged with the Municipalities and Governments and will be announced later.

Aug. 22, Fredericton. — Concluding banquet.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, March 29, 1913

TRADE WITH GERMANY.

THE AWAKENED interest which the countries of the old world are taking in Canada is very markedly evidenced in the case of Germany. A party of prominent business men from the Fatherland will tour Canada this summer with an eye to gaining a clearer understanding of the possibilities of the market. More convincing still is the proof of Germany's interest conveyed in the form of an official report on trade relations. From the tenor of this report, it is clear that Germany regrets the retaliating measures instituted against Canada at the time the British Preference was established. It is shown that in 1912 German imports of Canadian wheat reached a total valuation of £2,400,000, as compared with £750,000 in 1911 and £150,000 in 1910. Altogether, Germany bought £3,000,000 worth of Canadian products and sold to us only £2,000,000. The report comments on the anomaly of the two countries maintaining their highest tariffs against each other, when France and other States enjoy much more favorable arrangements, and proceeds: "Is it possible that the difficulties in coming to a just and fair agreement with Canada are unsurmountable? With the statistics now available we can prove to Canadians the importance of the German market for their goods, and the great advantage they will derive from an increased enjoyment of the German conventional tariff. These advantages will be far greater than those given to Canada by France. Germany's duties on Canadian imports are lower. Furthermore, there should be no objection to granting Canada still greater advantages for the imports of wheat, dressed meats, and dairy products. We must insist, however, on the complete elimination of any differential treatment of German goods as against those of French or any other non-British country origin."

WHY NOT HANDLE AUTO ACCESSORIES?

A CONTEMPORARY makes the statement that out of 126 U. S. hardwaremen called upon, only 20 were found

to be handling automobile accessories. The percentage found in this case can be accepted as applying with more or less accuracy to the trade in this country.

Why is the percentage so small? The opportunity is there, with a genuine surety of profitable returns. What is of even more importance, the field is growing all the time. The hardwareman must make his influence felt now if he is to share in this trade in the future.

In this issue, the experience of a Canadian hardwareman is quoted, showing how the proper use of the opportunity led to really phenomenal sales of automobile accessories. This is not an isolated case by any means; many other dealers are meeting with equal success. What they are doing, you can do.



SALES FORCE EFFICIENCY.

ONE OF THE most difficult problems that the hardware merchant faces is the maintenance of sales force efficiency. There is so vast a drop from the height of salesmanship perfection to the depths of incompetence where so many belong who essay the role of salesman, that the success of a business depends to no inconsiderable degree on the point between the two extremes that the staff average attains. If the average is low, the business will not prosper no matter how well it may be managed otherwise or how high the standard of the stock carried may be.

The average of salesmanship in the average big store is probably not very high. Among other qualities required to make a good salesman is ambition; and it is not often possible to infuse the spark of ambition into the whole staff. Clerks who lack the desire to get on in life seldom have the desire to run up a big sales total or to be consistently courteous and obliging to customers. With a certain number of clerks of the non-ambitious type scattered through the staff, the possibilities of creating big increases in business are seriously curtailed.

In some of the larger stores, a method is followed to overcome this. Each salesman is provided with a weekly sales record, showing what sales he, or his predecessor, made during the corresponding week of the previous years, figures being thus given to show the salesman what he has to beat; for in these stores, increases are regarded as absolutely essential, and the salesman who cannot keep up his end is soon replaced. It is a hard rule and under it only the fittest survive, but it surely creates a high average of salesmanship. The weak chains in the link are soon detected. At the same time, it gives a capable clerk full opportunity to show his ability. When a salesman is showing results, his good work cannot be overlooked.



CAUSE OF SLOW COLLECTIONS.

ALL REPORTS received show that the situation as regards collections is far from satisfactory. While conditions are encouraging as far as Ontario and the Eastern provinces are concerned, the West presents a gloomy financial outlook. Collections there are very slow and little hope is held out of any material improvement before the fall.

Despite this fact, there is no real cause for serious worry. That conditions are fundamentally bad is not put forward by even the most pessimistic. To back up general belief in the soundness of conditions, we have the fact that the money tightness is not materially affecting business activity. If the credit man has occasion to shake his head, the sales manager has none; his only worry is to get the orders filled. Demand is strong in all lines. Manufacturers are rushing their plants to fill

the requirements placed; and there is no hint of a slackening in the activity.

A recent incident comes to mind which seems to bear somewhat on the cause of the slowness of collections in the west. The western traveller for an Ontario firm was severely censured for having sold big bills of goods on long terms to a number of men whose standing did not satisfy the credit man. "But," urged the traveller, "these men are solid. They have large blocks of real estate on which they should realize a big profit." The reason did not satisfy the credit man. It is perhaps true to some extent that land speculation has tied up so large an amount of capital that money tightness has developed.



POINTED EDITORIALS.

Ottawa next year.

* * *

Really good jobs are more plentiful than really good men—Tooke Talks.

* * *

Will we be pardoned for remarking that the selection of the convention city was a capital one?

* * *

As predicted, the spring special number of Hardware and Metal broke all records. It was bigger, and we believe, better than any before.

* * *

If people judge an ad. on the first glance, some advertisements must have a cruel impression.

* * *

Long speechifying is in the atmosphere at Ottawa. When the hardwaremen convene there next year, it may be necessary to resort to closure proceedings.

* * *

Have you made the acquaintance of the Junior Clerk yet? He's of a waggish turn, but he gives some good sound advice, too. His page is well worth reading.

* * *

A party of German business men tour through Canada this summer. The old world is slowly but nevertheless, surely awaking to the possibilities, the probabilities of this great Dominion.

* * *

An honest man can fail and other men will still trust him. Others will possess the wealth of Croesus and still be regarded with suspicion. Getting down to basic principles, the fact shows out clearly that in the matter of winning trust, Character discounts Cash and Solidity is more necessary than Solvency.

* * *

A glance through the spring special number of Hardware and Metal impresses one with the importance and wonderful scope of the hardware trade. Study of the advertising matter shows the great variety of stock sold through the hardwareman. The hardware trade is indeed the "daddy of them all."

Convention Arrangements

AT the joint meeting of the officers of the Retail and Manufacturers' Associations, it was decided to hold the 1914 convention and exhibition at Ottawa. The choice of the capital was a good one from many stand-points. Lying on the dividing line between Ontario and Quebec, Ottawa should draw a good attendance of retailers from both provinces. In this way the benefits of the exhibition will be extended to the members of the trade from the East as well as the Ontario hardwaremen. Further, the attendance of Quebec retailers will have a beneficial effect on the retail deliberations. The mingling of dealers from both provinces will mean a diffusion of new ideas and wider latitude for the exchange of plans and information. It is true that Ottawa is far removed from some parts of Ontario, but any disinclination which some members may feel to making the trip on the score of distance will be counteracted by the unusual advantages offered. The opportunity to visit the capital, to see Parliament Hill, and attend the House of Commons is one which few members will care to miss.

* * *

At the meeting of the Retail executive, the appointment of a salaried organizer was discussed. There can be no doubt that a permanent official could do a great deal to increase the scope of the Association and weld the membership more closely together. With a man to tour the province in person and devote his whole time to the strenuous task of organization, the membership would undoubtedly be increased.

* * *

The Exhibitors have set before them as their objective point the making of an exhibition at Ottawa, which will discount the showing made at Hamilton. They have undertaken an ambitious programme, for certainly the exhibition at Hamilton was the finest on record. To eclipse this record will mean much hard work during the coming year. Fortunately, the officers in charge can be depended upon to give just as able and earnest attention as did last year's officials, so that, with the impetus lent by the success of 1913, the Ottawa exhibition should fulfill the high promises made for it.

* * *

The suggestion that a special train be run from Toronto to Ottawa is along the right lines. It would mean that the members would have an opportunity to get to know each other on the train; they would be on terms of friendly intimacy by the time the train reached the convention city, and, in this way, time would be saved.

Character: Its Relation to Credit

A writer in the Philadelphia Ledger says:

Mr. Morgan told the Pujo Committee that he had given a check for a million dollars to a man that he knew did not possess a cent. To others who were rich he had refused to lend anything. The character of the borrower decided Mr. Morgan's action. This brings up a very big question.

How much is character worth in business? Can it be capitalized? Has it a genuine earning capacity? Since Mr. Morgan gave his testimony I have made it a point to ask many Philadelphia financiers and business men those three questions. I shall set down, briefly, what one of them said in reply. He is a large dealer in certain kinds of iron and he does a prosperous business.

"Every school book," said this iron man, "should embody what Mr. Morgan said about character in business. It is everything. I have very often done in a much smaller way exactly what this king of Wall Street did with his million-dollar check. There are names on my books to-day that stand opposite men not worth one cent. But I trust them for thousands because I know they have character. An auditor, if he were to examine my books and understand the financial standing of these men, would undoubtedly tell me I had a lot of bad debts. My reply would be that my personal check would go into the asset column in place of those accounts questioned.

"I constantly do business with men who have no capital but character, and I never yet lost a cent through any one of them. My losses come from persons who do not lack cash, but who lack character.

"Your three questions are answered. Character is actually worth thousands, because some men can borrow on no other security. It is capitalized to that extent and it, therefore, has a real earning capacity."

All bankers will agree with the propositions here set down. Character is credit. The chief objection to Mr. Morgan's formula would be that it might be dangerous to permit one in his position to have the deciding vote on who has or who has not character. Thus giving the million-dollar check would be of less vital importance than the preliminary process of learning who could be trusted.

The same basis of judgment which led J. Pierpont Morgan, hardheaded financier and keen observer that he is, to trust one million dollars to a man who had no financial rating, is found in the regulation of commercial credits everywhere. Character and cash are the assets on which a business man secures credit and standing. Under most circumstances it is necessary for a man who aims to enter the business arena to possess both; but it is far better to have character and no cash than to have cash and no character. There is a moral in this for business men. Few realize the true significance of good character in the matter of securing credit or extensions. If it were possible for a retailer to penetrate into the innermost secrets of the mind of the credit man who occasionally sits in judgment upon him, he would probably find that the facts which weighed most heavily were those relating to his (the retailer's) methods of doing business, his reputation for fairness of dealing and the sidelights on his character which the credit man, by ways of his own, had obtained.

Securing Attractiveness in Advertisements

Many People Judge an Ad. on the First Glance—If the Judgment is Not Favorable They Pass on—Attractiveness in an Advertisement is an Important Quality, Therefore, to Win First Glance Approval—Some Necessary Features.

How often is an advertisement judged on the first glance?

This question was propounded by a prominent advertising man in the course of an address recently to other advertising men. He went on to answer the question himself, giving it as his opinion that a large percentage of advertisements are judged by the average person on the first glance. A person picks up a newspaper or magazine, and skims through the pages. The eye travels rapidly, and the interest shown is generally of a casual nature. It requires an attractive advertisement, or something particularly striking to halt the eye and hold attention. The eye skims each advertisement. If an ad. is bright, attractive or striking, if it possesses that something intangible, something which makes a good ad., the eye stops; if not, it passes on to the next.

This applies more directly to magazine advertising, but it has a large measure of truth also as applied to newspaper work. The average person does not give minute attention to the newspaper. It is skimmed and cast aside. An advertisement requires special qualities to insure for itself a share of the short time that so many people give to the perusal of the newspaper.

All of which leads up to the point we desire to make, to wit, that the writer of an advertisement must give attention to the matter of the appearance of his copy. It is necessary for him to write ads. which will appeal at first glance. If he can do this, he can be reasonably sure that at least nine people out of ten, who read the paper, will give some attention to his advertisement. The importance of the appearance of an advertisement cannot be overestimated.

Points Which Count.

The general appearance of an advertisement depends upon many things—selection of type, layout, illustrations, heading and firm name being among the most important essentials. The appearance of many otherwise excellent advertisements is spoiled by the use of heavy, splotchy type which sprawls across the page and fills up all available space. Sometimes the fault lies in the opposite direction. In order to get as much matter as possible into the space, very condensed type is used, with the result that the ad. looks extremely heavy and

uninviting. In many cases the fault lies with the printer.

To insure attractiveness of appearance, the advertiser should insist on the use of one series of type throughout, grading the sizes according to the desire for emphasis of certain parts of the text. To break from one series to another gives a disjointed appearance far from inviting.

The use of very large type is to be avoided unless extensive space is being utilized, and even then it is not necessary to outrival farm sale bills or the

point of attractiveness. A cut lends selling power to an ad., but it does infinitely more than that. It brightens up the appearance of the ad. to such an extent that the eye of even the most casual reader is bound to rest upon it. It constitutes the strongest bid for the attention of the reader.

Illustrations must be used with judgment, however. A battered old wood cut is worse than nothing at all. Some merchants use the same cuts time after time, merely for the sake of using an illustration of some kind. By doing this, they defeat their own purpose. People get to know these cuts and their reappearance does not cause any interest or draw any attention to the advertising matter.

Headings and Firm Names.

Importance also attaches to the headings and firm names. A well displayed

Emerson & Fisher, Ltd., 25 Germain St.

The Burke's Falls Hardware Co.

BURKS FALLS, ONT.

If you want Quality Hardware
You'll Buy Here

'ASHDOWN'S'
Quality Hardware Quick Service

If our Service Suits You Tell Others
—If Not Tell Us

PHONE 2440
ISLAND HARDWARE CO.
717 FORT ST. (Jones Bldg. 7th Floor)

Some samples of use of firm names in hardware advertisements.

heading type on the yellow journals. A heading can be made emphatic, striking and clearly understandable without going to extremes in this respect.

Attractive Layouts.

It is chiefly in the matter of layouts that advertisers go astray. They try to crowd too much matter in and force the printer to arrange it the best way he can. In this way, white space (a valuable feature of an advertisement) is eliminated.

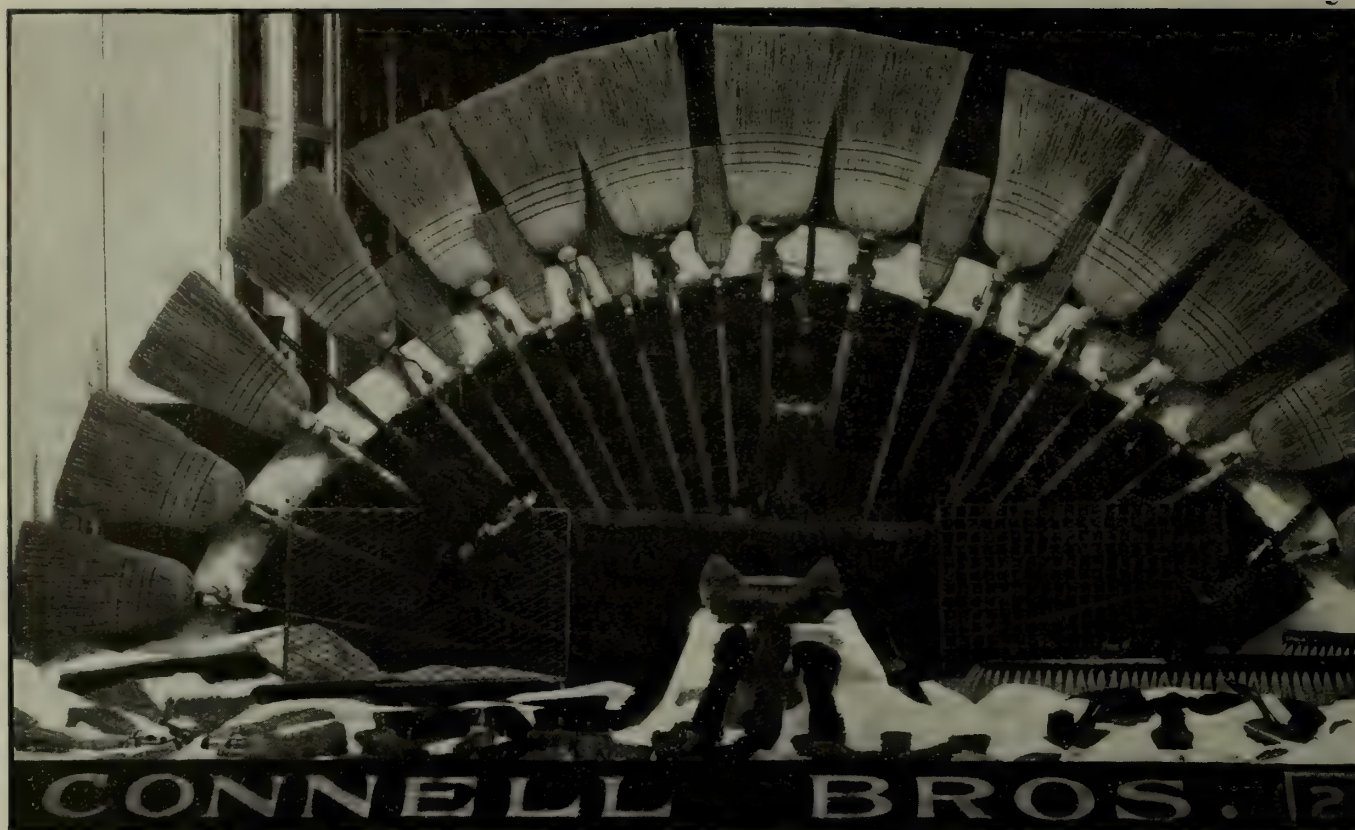
An important feature in this respect is the maintenance of balance. Where cuts or panels are used, this is particularly essential. An ad. which seems to sag at one side, or is top heavy through faulty arrangement of cuts, is too ungainly to attract favorable attention. The same is true of panels. Where one panel only is used, it should, if at all possible, be centred. Where more than one are used they should be kept of uniform size, and arranged in the ad. to give an even balance. This is not an absolute rule to apply in all cases, but unless there is some good reason to the contrary, writers of advertising should follow it out in arranging their layout.

Use of Illustrations.

Too much stress cannot be laid on the value of illustrations from the stand-

heading lends much to the appearance of the ad. as a whole. No reference is intended to the heading itself, the wording; we are dealing only with the effect of the type heading at first glance. The proper selection of type is one of the most important considerations. This applies also to the arrangement of the firm name, which in most advertisements appears at the bottom. Some samples of firm names as they appear in hardware advertisements.

That of Emerson and Fisher, Ltd., is bold and striking, possessing at the same time sufficient distinctiveness to make it "stand out." That of the Burke's Falls Hardware Co. has distinctiveness aplenty, but it is somewhat lacking in strength. Its originality, however, makes it sufficiently striking to remove any disability from lack of strength. That of the Island Hardware Co. has originality to a marked degree. The showing of Vancouver Island shows the derivation of the name, and makes the heading in the nature of a trade mark. This heading is different from anything that other firms show. Ashdown's is attractively arranged with panels at each side. The use of the double slogan, "Quality Hardware—Quick Service," is a commendable feature.



Suggestion for housecleaning window display featuring brooms. This fan shape design is always effective.

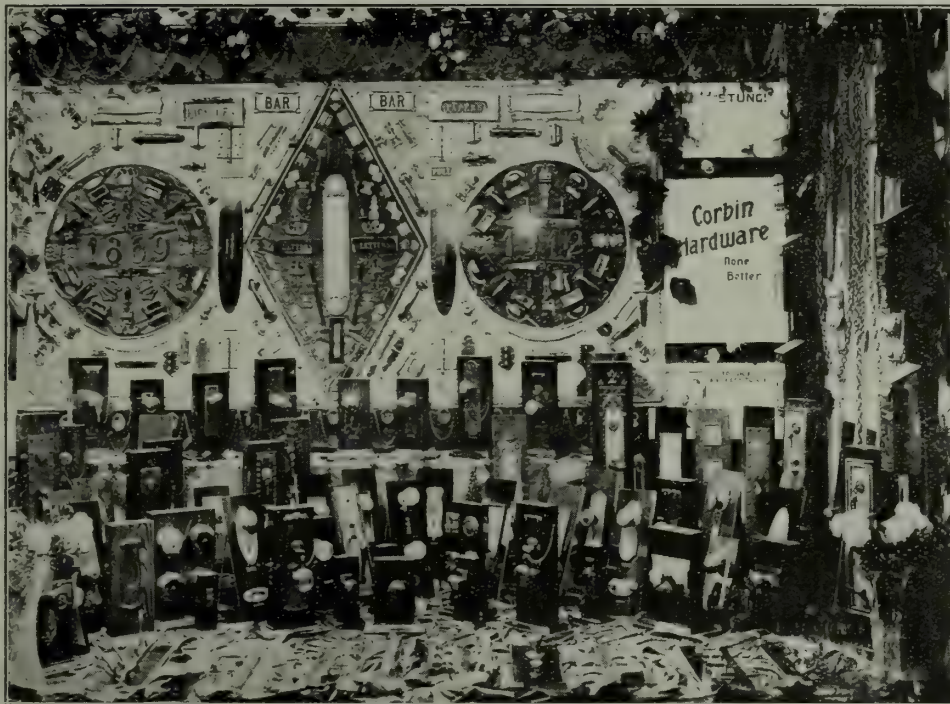
PUSHING HOUSECLEANING LINES

Every Spring as soon as the furnace fire begins to be unnecessary the housewife is reminded that the housecleaning season is on. There are many who even begin prior to that time so that every dealer handling brooms, brushes, cleaning powders, polishes, etc., should immediately begin to prepare for the trade.

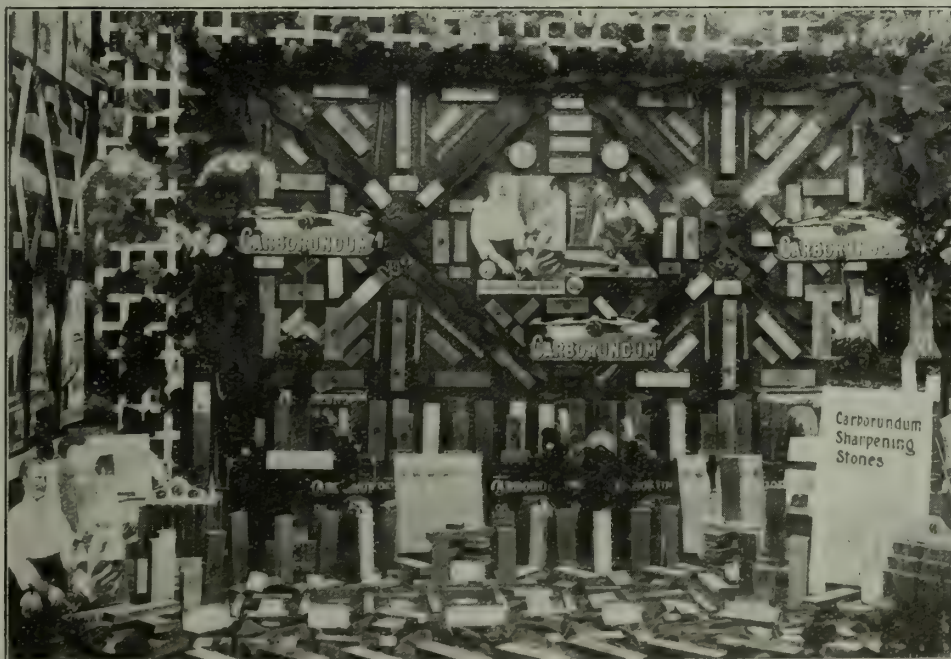
Herewith is suggested an attractive broom arrangement. The illustration shows how the brooms are placed in fan-shaped design around a semi-circular frame so that the faces of the brooms stand out prominently. The floor of the window includes brushes neatly placed on a cloth surface.

To-day is March 29. Spring has actually begun. Every aggressive dealer recognizes the importance this attaches to housecleaning and should not hesitate to take advantage of the time. Now is the psychological moment, and the dealer who is most active in getting any seasonable goods to the front stands the best chance to get the bulk of the business, other things being equal. A display of brooms such as the above might well be emulated by others.

Handsome Hardware Displays



A display of sharpening tools and abrasives, arranged neatly. There is a very large assortment in this window, but a crowded appearance is not given.



An extremely creditable display of builders' hardware.—Note the use made of background. Practically every article in the line of builders' hardware is included in this trim.

New Hardware Goods

SOLIDHED HOOK TACKS.

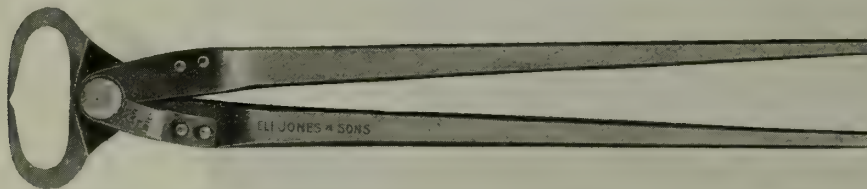
Hawkes Jackson Co., New York, N.Y., represented by Lee Williamson & Co., Toronto, Ont., are offering the trade a combination hook and thumb tack as illustrated. These tacks are used for hanging pictures and small articles on walls or in show windows. The hook is made of brass and the tacks are finished with celluloid heads which may be had in white, blue, buff, green, red and any other special color to harmonize with color schemes. The tacks may be used on a plaster wall without defacing it and will hold up to 12 lbs. in weight. The



hooks may be secured with plain colored tacks, price marked tacks, and numbered tacks. Circulars, prices, etc., will be mailed on request.

JONES HOOF PARER.

Eli Jones & Sons, Luverne, Min., are offering the trade a new hoof parer which is short in leverage and with jaws that open extra wide. An exclusive

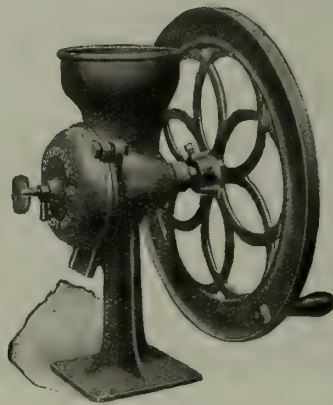


feature is the patented steel brace on either side of the nipper head, firmly rivetted to the opposite handle. These braces hold the main rivet in straight alignment through the head, thus bring-

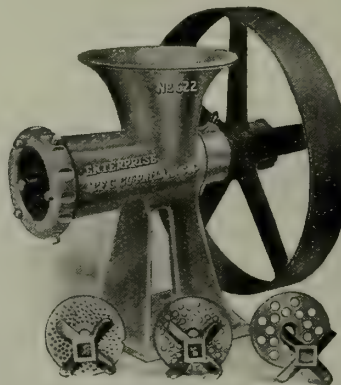
ing the cutting edges true. The tool is drop forged from crucible carbon tool steel, properly tempered and finely finished.

POWER CHOPPER.

The Enterprise Manufacturing Co., Philadelphia, Pa., are placing two new lines on the market, a new grist mill



and a small power chopper as illustrated. Each machine is made in three sizes. The new power meat choppers



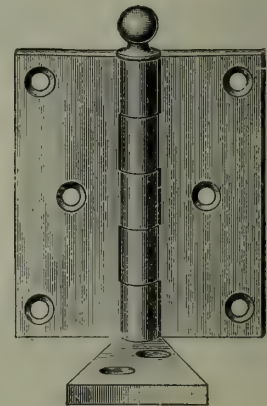
have been especially constructed for the use of butchers and farmers under conditions where a large power machine is not needed. They are built upon the same lines as the hand meat and food

chopper. The cutting principle consists of a four blade steel knife revolving against the inner surface of a perforated steel plate inside the machine. If the power gives out, a crank can be

attached without disturbing the pullup or any other part of the machine. The "Enterprise" new grist mills have been constructed to meet a demand for an inexpensive and at the same time reliable grist mill. They are especially adapted for grinding corn, wheat, rye. The hoppers are so shaped as to permit of using a tin or sheet iron funnel when desiring to grind in large quantities. The machines may be quickly adjusted for any kind of grinding. The capacity of the three sizes are $\frac{3}{4}$ bushels, $1\frac{1}{4}$ bushels, 2 bushels of corn per hour, respectively.

BUTT FOR USE BETWEEN TWO DOORS.

P. & F. Corbin, New Britain, Conn., are offering the trade a new butt for use between two doors swung back to



back. The Pintel plates are attached to casing at top and bottom and each leaf of butt is attached to a door. This obviates the necessity of a rail or stop to hold the butts and reduces the obstruction to the vision.

STOVER LAWN TRIMMER.

The Stover Lawn Trimmer Works, Muskegon, Michigan, are offering the Canadian trade their new lawn trimmer and edger. The accompanying illustration shows the working part of the trimmer. A handle similar to those used in lawn mowers is attached. The Stover lawn trimmer is used for trimming the edges of private lawns, public parks, golf links, cemeteries, etc., and it is claimed that it will do the work in one-third the time and with one-tenth the labor of hand work. It will get into spots that cannot be reached by a lawn mower. As the big wheel turns, two

(Continued on page 43.)

Making Big Sales of Auto Accessories

Success Scored by One Hardware Firm in Handling These Profitable Lines—Last Year They Sold 15 Barrels of Batteries and 12,000 Gallons of Gasoline—How it Was Done.

A large number of hardware merchants are beginning to take advantage of the many opportunities that are afforded them for the sale of auto accessories. The line is one that is profitable for the dealer. Another point in its favor is the fact that purchasers of this line are usually persons of means who will spend their money freely if they see the goods or tools that will be useful to them in keeping their auto in good condition.

There are many mechanics' tools that are needed, such as machine hammers, wrenches, bearing scrapers, pliers, etc. Wholesalers of auto supplies are issuing very complete catalogues of auto accessories that are a great aid to the dealer who wishes to cater to the auto owners in his locality. There are many lines of new and useful auto tools being introduced. The owners of autos are much interested in these lines if they are brought to their attention.

A good plan for the dealer to follow is to have a mailing list of auto owners in his district. This list can be used with good effect when the merchant is introducing a new line. During the

past four or five years the larger part of the auto accessory business has been given to garages. This has caused a large amount of dissatisfaction among auto owners, especially in the smaller places, where exorbitant prices have often been charged. There are many lines of tools carried in the regular stock of a hardware store that are used by auto owners.

Making Success of Department.

The hardware firm of D. H. McCaig, Kingsville, Ont., are making a splendid success of their auto accessory department. They do not carry a heavy stock of the accessories, as they find they can get additional supplies from the wholesales in three days' time. Some of the lines that they find ready sale for are: batteries, spark plugs, greases and oils, valves, tire patches of various kinds, lamp burners, carbide, auto jacks, pumps, auto wrenches, tools and other small items used for repair work. They have found that by keeping these lines in stock, they have been able to get orders for lamps, tires, bumpers, etc., which they do not need to stock,

but secure them from the wholesalers within three days. They have found that by using the catalogues of the wholesale auto accessory houses, they can secure a large amount of profitable business in this manner.

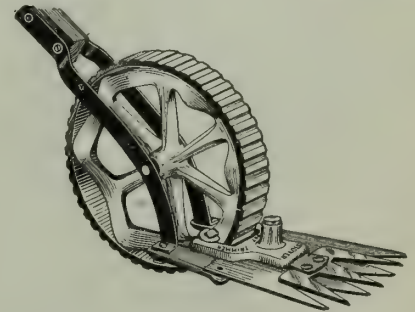
Last year the firm sold 15 barrels of batteries and over 12,000 gallons of gasoline. They have found that by stocking a few lines of supplies they secure many customers for oils, gasoline and other goods.



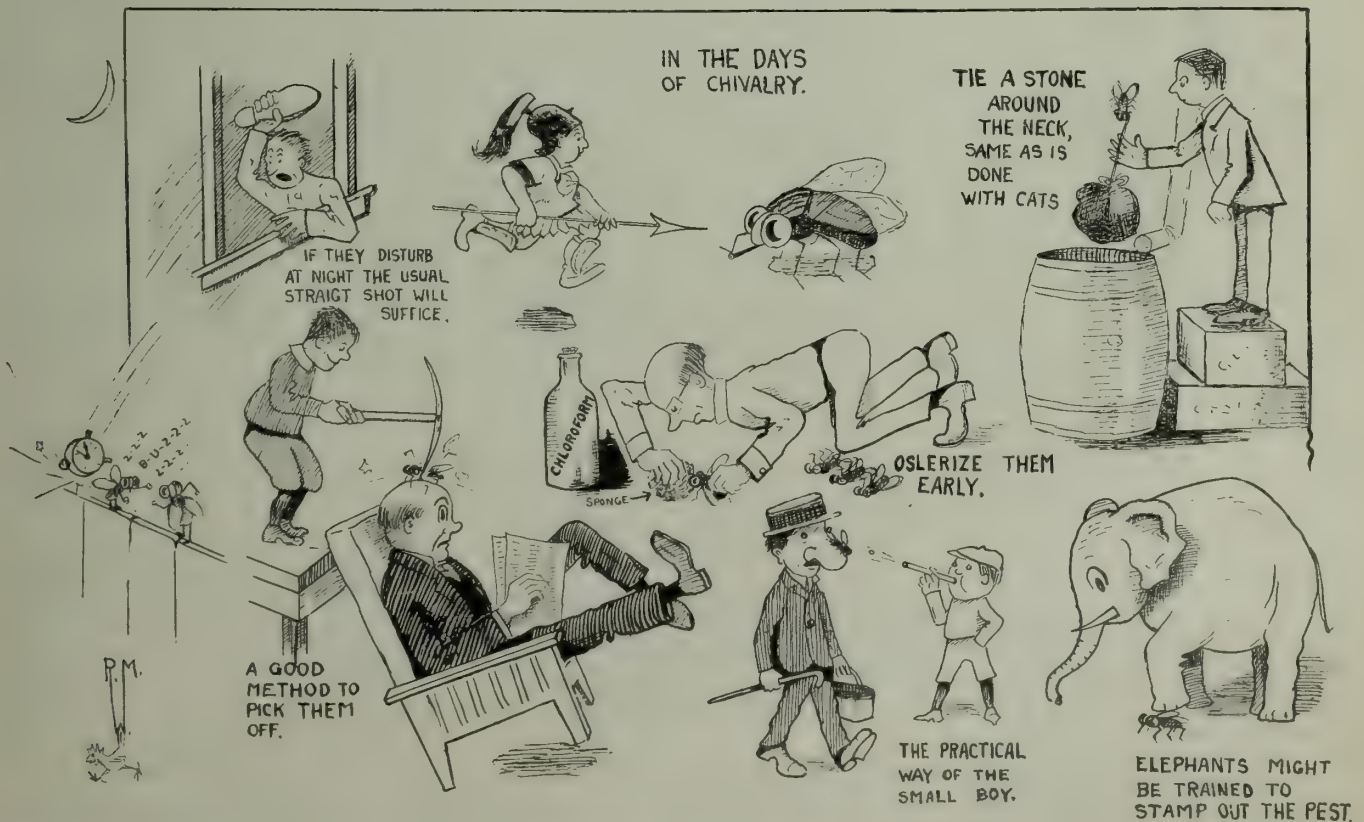
NEW HARDWARE GOODS.

(Continued from page 42.)

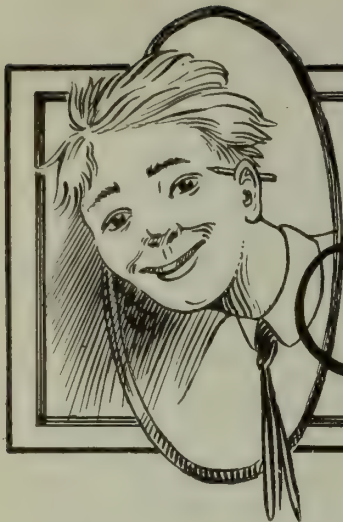
little rollers connected with the cutting teeth bear up against the corrugated sides, and, following the ups and downs



there, impart a sidewise clipping motion to the cutting teeth.



Getting the upper hand of the house fly. Less barbarous methods are, of course, possible by the use of fly destroyers sold by the retail dealer.



THE JUNIOR CLERK'S PAGE

COURTESY IN SALESMANSHIP.

In reading the advertisements of hardware merchants we often see announcements such as "Our clerks are very courteous, and we will be glad to see you whether you wish to purchase or not. Make our store your headquarters; you will be under no obligation to buy." These announcements state what should be true facts; but how often do they hold good? There are some clerks who meet customers in such an indifferent manner that the customers almost feel that they are intruding and that their patronage is not appreciated. This is often more noticeable in the larger cities than in the smaller places.

On the other hand there are clerks who make the customer feel at home the moment he enters the store. If they do not make a sale, they have at least made an impression and the chances are that the customer will return to them at a later date. There are many people who enter a store to enquire regarding a certain line of goods who are not prepared to make their purchase at the time, but will do so later on. If they receive courteous treatment they will return. If they receive scant courtesy at the hands of an indifferent clerk, they are likely to go elsewhere when they are ready to make the purchase. In many cases the failure to make a sale rests more with the salesman than with the customer. It must be admitted that the clerk encounters many customers who are hard to suit, but these customers, if properly handled, will often turn out to be good customers. The clerk should study them and when he gains their confidence he will often find that they are not half as disagreeable or hard to suit as they appeared to be at first. The clerk should also watch the new customers and cultivate their acquaintance, for they sometimes turn out to

be the best customers. Be courteous to all. Courtesy is nature's free capital. Cultivate it.

MR. SALESMAN.

Mr. Salesman, don't get grouchy
Waiting for the day to end,
Don't stand moping, knocking, thinking,
With your eyes downcast and blinking
Just as if you had no friend.

Keep on moving, keep on striving
With the lever of good will;
Keep your head up, keep your eyes bright
Doing all you can by daylight
Of the youth that's in you still.

You're the one who makes the business,
You're the spokes within the wheel;
What would rim or axle count,
Without spokes to make them mount
On life's slippery rails of steel?

If the wheel is made by compass,
That's on paper don't you know?
When you get a wheel in action.
On the smooth, straight rails of traction,
There's no limit it can go.

You'll go with it, don't get shaky,
Help the wheel to do it's work.
Stand up firmly in your socket,
Take your hands out of your pocket,
Use your business tools, don't shirk!

First of all use common judgment,
Then the tools you have at hand,
Be it nail, spike, hammer, tack,
Saw, spoke-shave, or lifting-jack,
One or all, you're sure to land.

Do your duty where you're standing,
Have a purpose to pursue,
For your business be a booster,
Flap your wings and play the rooster;
If there's gains you'll get yours too!

—Hardware News.

REMARKS OF THE JUNIOR CLERK.

Spring is here.

It's a poor road that cannot acquire a gasoline odor.

Before a wise young man attempts to paddle his own canoe, he learns to swim.

Many a man has discovered that he cannot borrow money on his popularity

A dreamer is one who dreams and dreams—a doer is one who dreams and does.

All that endures is built from the ground up, never from the clouds down.

It may be well to remember that the perils of getting rich quick are as great as ever.

The man who takes advantage of the weakness of others, doubts his own strength.

Don't be too anxious. The customer can see when the clerk is over desirous of making a sale and becomes suspicious.

RECEIVED A BID OF \$30.00.

In the last issue of Hardware and Metal we intimated that the firm of A. Welch & Son, Toronto stove dealers, were running a stove bidding contest on a steel range. The bids were opened last Saturday night, and, although the firm did not receive as many bids as they expected, they were quite satisfied with the results. The highest bid was \$30.00. The selling price of the stove was \$35.00.

Current News of Hardware Trade

Store Was Damaged.

North Bay, Ont.—Among the many buildings damaged during the recent wind storm was one occupied by The Cochrane Hardware Co.

Death of Mrs. Meredith.

Toronto, Ont.—Mrs. Thos. Meredith, mother of Thomas Meredith, hardware merchant, died at her home in this city on March 21.

Malleable Plant Damaged.

Owen Sound, Ont.—The new building of the Canadian Malleable Iron Company was badly damaged by the recent wind storm that swept this district.

Plants Damaged.

Owen Sound, Ont.—The plant of the Canadian Ventilating and Heating Co. was badly damaged by the recent wind-storm. The roof of the main building was ripped off.

London, Ont.—The plant of the London Concrete Machinery Co. was badly damaged by a windstorm that swept this district.

To Erect Factory.

Preston, Ont.—The Dominion Bronze Mfg. Co. propose to erect a factory here. The two men most actively engaged in the formation of the company are Messrs. D. M. Campbell and W. J. Hodgins, general manager and sec.-treas., respectively, of the Car and Coach Co. A by-law will be voted on at an early date.

By-law Put Through.

Medicine Hat, Alta.—The by-law respecting the agreement between Felix Frank, of Prince Albert, on behalf of his company, the Saskatchewan Wood, Iron and Paint Co., and the City of Medicine Hat, received its final reading at a meeting of the City Council, and will be voted on at an early date.

New Supply House.

Edmonton, Alta.—Carrol-Wilson, Ltd., the new plumbing and heating supply company, will have their headquarters in Edmonton, and will begin active operations at once. The company will carry heating appliances, closet combinations, enamelware, brass goods, fittings, etc. Their warehouses will be located on Columbia Street. The officers of the new company are: J. G. Carrol, president, who has for 30 years been connected with G. F. & J. Galt, Ltd., Winnipeg; George Wright, vice-president; Ed. Williams, managing director of Peck & Co., Winnipeg; E. M. Carrol, Stewart Williams, secretary-treasurer;

J. C. Wilson, general manager; L. E. Carroll, sales manager.

Business Changes.

Moorefield, Ont.—H. W. Copeland has sold out his hardware business.

Heward, Sask.—J. A. Flaith & Co. are discontinuing their hardware business.

Vancouver, B.C.—C. E. Noble has succeeded to the hardware business of J. A. Simpson.

Meacham, Sask.—It is reported that M. Rault has sold his hardware business to H. Hanna.

Chilliwaack.—The Girvan Hardware Co. have purchased the hardware business of N. A. Webb.

Lowe Farm, Man.—C. A. Spalding is negotiating the sale of his hardware store to J. B. Hooge.

Vancouver, B.C.—Brown & Henderson are discontinuing their hardware and grocery business.

Drummer, Sask.—Bricken Bros. have succeeded to the hardware business of the Drummer Hardware Co.

Mr. Thos. Pink, of The Thos. Pink Co., Limited, of Pembroke, Ont., was in Montreal this week on business.

Elgin, Man.—Hannah & Sons have sold their hardware store and business to C. Moulding, of Broadview, Sask.

St. James, Man.—A. L. Walker has been admitted as a partner in the hardware firm of the McPhee & Manning Hardware Co.

Melfort, Sask.—The Dawson-McEwen Co., hardware and implement dealers, are opening a branch of their implement business in Pathlow.

Ituna, Sask.—The Carson, Morrison & Watson Co., implement and hardware dealers, have disposed of the implement department of their business.

The Montreal Wholesale Hardware Hockey Association held a meeting on March 29th to close up the business for the season. Plans for the annual banquet were discussed.

Orillia, Ont.—After a close application to the grind for about twenty years R. G. Gilpin feels that he needs a prolonged rest, and the firm of Gilpin Bros. have decided to close up their Orillia business. A sale has been started to clear out the stock.

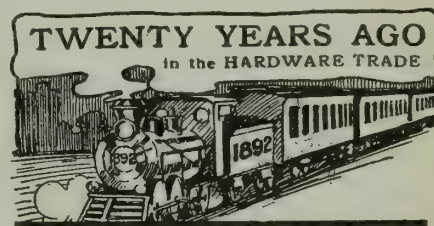
Personal Notes.

Wallaceburg, Ont.—Mr. Singleton, of Bowling Green, Ohio, was a recent visitor in this town. He was here for the purpose of starting a new glass factory for the manufacture of cut glass.

D. A. Gordon is the head of the new concern.

Hamilton, Ont.—J. W. Moncur, sales manager of the Ontario Lantern and Lamp Co., has returned from a business trip to the West.

Belmont, Man.—Robt. Stewart, formerly of Box Bros., has been engaged by Cannon & Houghton, hardware merchants.



The following items were taken from the issue of Hardware and Metal of April 1, 1893:—

“Ocean freights have advanced 11s 3d, and hardware importers know it to their sorrow, for lying at Swansea are large quantities of goods which it was thought they would have been able to get through before the change took place. We are creditably informed that Toronto houses alone have about 3,000 tons stored up in the Welsh port which will have to pay the increased rate. This means that the receipts of the steamship companies will be enhanced to the extent of some eight thousand dollars at the expense of the local hardwaremen’s pockets alone.”

* * *

“Charles E. Skelding, hardware dealer, Pipestone, Man., has admitted J. J. Rattray as partner. Rattray and Skelding is the style of the new firm.”

Editor’s Note.—J. J. Rattray is conducting the business to-day under his own name.

* * *

“Trade generally is brisk, and more so than for some time, although some complaints are still heard regarding payments.”

* * *

“Linseed oil is not so brisk. Stocks of oil here are fair. Prices are unchanged at 61 and 64 cents.”

Editor’s Note.—Comparing these figures with present Toronto quotations of 58 and 61 cents, it is realized that linseed oil is now selling at a remarkably low figure.

Weekly Market Report --- Metals

METAL NOTES.

Business generally is very brisk. Shortages are still noted in some lines of iron and steel products.

In Toronto an advance of 10c per 100 lbs. has been made in lead. Tin has advanced $\frac{1}{2}$ c per lb. Copper remains the same.

MONTREAL.

Montreal, 26.—The metal markets remain practically unchanged locally, although the primary markets have advanced on all metals but copper. The early opening of navigation will tend to give the market more activity. The metal markets have been dull during the past week owing to the holidays and only routine matters were attended to. The demand for nearly all lines is very good for the season of the year. The recent advance in lead has stimulated buying to some extent. Prices as quoted are very firm. Lead pipe has declined and is now quoted at 20 per cent. off instead of 15 per cent.

Lead.—The primary market on lead has advanced and is now quoted in London at £16 2s. 6d., which is an advance of 3s. 9d. over last week's quotation. The demand for lead is fair, but with an advancing market the demand will surely increase during the week. The bulk of the orders received are of good size, which would indicate that dealers are stocking up in anticipation of higher prices.

Tin.—London quotes tin at £212, which is an advance of £2 over last week. New York quotations have advanced $\frac{1}{2}$ c per pound over last week. The demand for tin is good and orders are coming in very steadily. The market exhibits a firm tone with an upward tendency.

Copper.—There is no change in the copper situation on the primary markets, but the local market jumped to \$17.25 for casting ingot. The price quoted last week was \$16.75. The demand for copper is fair.

Pig Iron.—The primary market for pig iron shows a slight advance but the local market remains unchanged.

Spelter.—There is no change in Spelter. London quotes £24 10s. East St. Louis is down 17 $\frac{1}{2}$ c. The price of Spelter on the local market is \$7.00. The demand for it is fair.

Aluminum.—The market for this metal is a trifle higher for round lots, but remains the same for small lots.

Old metals remain at the same level as quoted last week with the exception that wrought iron No. 1 is worth only \$10.00. Antimony is unchanged.

TORONTO.

Toronto, March 27.—No complaints have been heard from the Toronto metal merchants regarding the volume of business that is being done at present. The general situation is sound.

There has been a tendency toward greater strength in the metal markets during the past two weeks. There is still a scarcity of many lines of iron and steel products. There is a good demand for structural steel, a large amount of building being under way at the present time.

Copper is slowly gathering strength. The intrinsic position is better than it has been for some time, and prices are unchanged locally. Lead shows strength and has advanced 10c per hundred lbs. The demand is fair. Tin is stronger and has advanced $\frac{1}{2}$ c per lb. Pig iron is in fair demand with prices unchanged. Business in this line should improve with the advent of spring.

Spelter is dull and very little business is being done.

Babbitt Metal.—No change is reported in the price of babbitt metal. Present prices are from 6 to 60c per lb. according to brand.

Tin.—Tin is quoted in Toronto at 53 $\frac{1}{2}$ cents. The market has been a little stronger during the past week.

Copper.—The ruling prices in Toronto are 16c and 16 $\frac{1}{4}$ c, the same as quoted during the previous week. The market has been weak, but it is slowly gathering strength.

Aluminum.—The demand is normal, no price changes are noted.

Sheet Metals.—There has been a big demand during the past week for sheet metal shingles, siding, roofing, galvanized iron, etc. The demand has been caused by the recent severe windstorms which have been prevalent in Ontario and have caused a great amount of damage. A large amount of repair work is now being done in many parts of Ontario.

OPEN IN TEMPORARY QUARTERS.

Galt, Ont.—The Fraser Hardware Co., who recently suffered a loss by fire, have opened in temporary quarters at the corner of Dickson and Ainslee Streets.

Catalogues and Booklets

Montreal Sales Co. Catalogue.

The new catalogue of the Montreal Sales Co., 61 St. Sulpice St., Montreal, issued this week contains a very complete list of toys or as they say "everything on wheels" and some things that are not on wheels.

Lawn Mower Selling Helps.

Supplee Hardware Co., Philadelphia, Pa., have issued a booklet showing newspaper electrotypes and advertising suggestions to aid the dealer in selling their line of Pennsylvania quality lawn mowers. This "Ready Made" ad. service is offered free to their customers. They have also issued a booklet entitled "The Lawn, its Making and Care." This book gives much valuable information regarding the proper keeping of lawns and has been written by one who is recognized as an authority on the subject.

Goodell-Pratt Tools.

Goodell-Pratt Company, Greenfield, Mass., have issued their 1913 catalogue, which makes the 11th issue. The catalogue consists of 344 pages, on which half tone illustrations, are shown, and descriptions given of the many lines of tools, machines, and labor-saving devices manufactured by the firm. The company have recently added several new lines of tools all of which are shown in the new catalogue. Copies will be mailed on request.

McClary Catalogue.

The McClary Manufacturing Co., London, Ont., have issued catalogue No 82. With this publication the company commence their 65th year as manufacturers. The catalogue consists of 360 pages, on which their many lines of enamelled, tin and other kitchen wares are illustrated and described. Many lines of new goods, that have been made recently, are shown in the new catalogue. Wooden wares, cast iron and steel wares, oil, gasoline and gas stoves, tinnerns' trimmings, sheet metals, foundry goods and many other lines made by the company are also illustrated and described. Copies of the new catalogue will be mailed on request.

Weekly Market Report---Hardware

SHORTAGES DEVELOP.

The demand for many lines of hardware has been so great that deliveries have been slow and rather serious shortages threaten.

There has been a big demand from Ontario points for nails and roofing, as a result of the damage wrought by recent storms.

No price changes are noted.

MONTREAL.

Montreal, March 26.—Business in the general hardware lines continues heavy even though the holiday intervened. There are no price changes worth noting. Builders' hardware is very firm, and is moving very freely. All summer lines are selling well and wholesalers are now booking orders for next winter.

Collections are still giving some trouble, but are improving as wholesalers are stiffening in their demand for payment.

Deliveries are giving considerable trouble and it is almost impossible to get supplies of certain lines. Malleable fittings seem to be the most affected and wrought iron washers, shovels, etc., are giving considerable trouble.

Poultry netting and wire cloth are getting scarce and in some cases show a marked shortage. The price on these lines is very firm.

All lines of household goods are moving well. Washing machines, clothes wringers, chopping machines, carpet beaters, vacuum cleaners, etc., are in heavy demand. Summer goods, such as refrigerators, ice cream freezers, hammocks, lawn mowers, garden hose, swinging seats, etc., are in excellent demand from all parts of the country.

Shelf Hardware.—There is a steady demand for shelf hardware and the orders are pretty well sorted. Dealers are sorting up their stocks and getting ready for the rush of the summer season. They are putting on the last polishing touches to their stocks and are well prepared for the volume of business that every indication seems to promise.

Contractor's Hardware, such as pulleys, chains, jacks, crow bars, etc., are in good demand.

Farmer's tools are being shipped in large quantities. Binder twine is selling well, but not as well as last season as dealers do not lay in any larger stock than they are absolutely certain of selling. There is no change in the cordage situation from last week and the prices quoted then are very firm. The demand for cordage is quite heavy.

Shipping of booked orders is going along merrily and the wholesalers are confident that they will have everything shipped by April 1. The early opening of navigation which is predicted will be about April 15, will permit the early shipment of goods booked for the opening of navigation. This early shipment will be to the dealer's advantage for the earlier he gets his goods the better in view of the heavy demand and short supplies.

There is an excellent demand for cement and in view of the great activity in the building operations the wise dealer will push this line very aggressively during the coming season.

TORONTO.

Toronto, March 25.—Toronto jobbers are exceptionally busy. Orders that were booked for spring delivery are being sent out in large numbers. There is a scarcity on several lines. No price changes have been reported during the week. There has been a heavy demand for nails during the past week. Phone orders and telegrams for nails have been received in large numbers. This sudden rush of orders has been accounted for by the large amount of damage to buildings that has been done in Ontario during the past week by storms. There has also been a heavy demand for roofing as many buildings have been unroofed during the past week.

Pure Manila rope is still quoted at 17 cents per lb. British Manila at 13c and Sisal at 12c. Prices are firm. Binder twine is still quoted at the same price as published in last week's issue. Wire nails are quoted at \$2.40 base. A large amount of poultry netting and screen wire cloth is being shipped at present. The discount on the former is still 60 per cent., and the latter is being quoted at \$1.55 in 100 ft. rolls and \$1.60 in 50 ft. rolls. Building paper is in good demand with prices firm. There is a good demand for garden tools.

Electrical Goods.—There is a good demand for electrical goods, such as electric irons, toasters, percolators, etc. The advent of spring has caused a good demand for electric vacuum cleaners and a large business is being done in this line.

Bolts, Screws, etc.—No price changes are reported. The demand for these lines is very heavy and there is a scarcity of some sizes. It is rumored that there may be a further slight advance in the price of wood screws.

Household Goods.—The spring house-cleaning season is causing a big demand for house-cleaning supplies,—such lines as curtain-stretchers, ironing boards, tubs, washing machines, wringers, dust-ers, and other lines that are used during this season.

Tools.—There is a good demand for mechanics tools. Toronto retailers are featuring these lines strongly in their windows at the present time.

STORM CAUSES ACTIVITY.

The recent severe windstorms which visited several parts of Ontario caused a large amount of damage. Toronto hardware jobbers report that they have received many urgent orders for nails, roofing, glass and other building materials. Staffs have been working overtime endeavoring to fill orders and ship them promptly. Manufacturers of metal roofing, siding, etc., report that they are flooded with orders from all parts of the province, and that their staffs are working overtime. Retailers who conduct tinsmithing departments report that they cannot begin to take care of the urgent requests that are being made for repair work.

PLANTS ARE FLOODED.

Cleveland, O., March 27.—The Iron Trade Review to-day says:—

The floods of the past few days have interfered very seriously with the operation of many iron and steel plants throughout the country. Many blast furnaces, especially in Ohio and Western Pennsylvania, are idle and numerous steel plants are flooded. The reduction in production has been especially heavy in the Youngstown district. The iron market is nearing the end of the first quarter of the year with the demand for finished materials continuing very active and deliveries far delayed. In the Pittsburgh district, there is increased activity in pig iron with prospects of higher prices. One of the Pittsburgh steel companies is reported to have bought 15,000 tons of prompt basic at about \$16.10, valley. In the eastern cities, the pig iron market is showing improvement. Southern pig iron is weak. The coke market is dull and prices unsteady.

SITUATION WANTED.

FIRST-CLASS TINNER WANTS POSITION —can also handle any kind of hot water or steam heating. Ready for work at once. Box 782, Hardware & Metal, Toronto. (16)

Stoves, Furnaces and Accessories

Selling Stoves During Moving Time

The Present is a Good Time to Push the Sale of Stoves—Some Dealers Make a Personal Canvass of all Families Moving In and Out of Neighborhood—The Advantages of This Plan.

The spring is not usually a particularly brisk season for the sale of stoves but for the hardwareman, who endeavors to make the most of the opportunities which offer, a satisfactory business can be done.

In the first place spring is moving time. From March 1 to May 1, the annual "swap" of houses transpires. People move from one house and from one locality to another seeking homes more suitable as to locality and price. It is probably well within the limit to say that fully 20 per cent. of families move each spring.

Just consider what this means. One household in every five is torn up, necessitating a general rearrangement of things in the new house. This is the one time of the year when these families are most likely to purchase new furniture, stoves, etc., and the retailers reap the benefit accordingly.

The new tenant of a house is always confronted with certain difficulties. It may be that the house he has moved

into has a hot water heating system which is guaranteed to heat the house without the aid of a kitchen range. If, on top of that, the tenant finds that the kitchen is one of those dinky two-by-four modern kind, he is very likely to consider putting his coal range in the laundry and installing a gas range instead. Or the conditions may be exactly reversed. The tenant may be moving from a modern house, where he has had a gas range only, to one of the good old roomy houses where a coal range is one of the first necessities. It will be, of course, quite possible for him to instal the gas range for the time being and not buy a coal stove until the fall. Still, when moving into a new home, people like to get fully settled and in the case mentioned, the new tenant would probably buy the coal stove at once if properly approached.

Every family which moves to a new house finds that certain purchases are necessary to fit up the home. In a large proportion of cases, the need takes the form of a stove of some kind.

Getting the Business.

Here, then, is a splendid opportunity for the hardwareman. By directing his campaign point blank at the movers he will be assured of a good business not only in stoves but in countless other lines such as kitchen utensils, refrigerators, kitchen cabinets, etc. There are the usual channels of attracting their attention but it will often be necessary to go a step farther. When plunged into moving, people have less time than usual for reading newspapers or getting down town to see what goods are on display. Advertising and window displays will of course, serve to bring a good volume of business, but some dealers do not confine themselves to these tried and trusty methods of publicity. They keep track of all changes in the neighborhood and, when they see a family moving out of a house or moving in, a member of the staff is sent to interview the parties and ascertain if they have any needs. This method proves effective in practically all cases. The salesman approaches the head of the family somewhat after this fashion: "We noticed that you were moving, and so we thought you would be too busy to do any shopping just now. If you know of anything that you need, I will be glad to see to it at once

(Continued on page 49.)



A good display of stoves by Jules Gourdeau, display manager in the retail store of J. H. Ashdown Hardware Co., Winnipeg.

Weekly Market Reports---Stoves

STOVE TRADE BRISK.

A brisk demand is noted for this season of the year. Such lines as gas oil and gasoline stoves are being sold in large bulk.

Radiator manufacturers are reported to be catching up with their orders.

Collections are showing a slight improvement.

MONTREAL.

Montreal, March 26.—Trading in stoves is rather dull at present as it is between seasons. The manufacturers are laying in their stocks in preparation for the flood of orders that will come later on. There are still a number of stoves being shipped even at this late date, but generally speaking, the trading is quiet. The factories are busy getting stocks ahead and every effort is being put forth to avoid any shortages this coming season. Collections are greatly improved.

Heavy Ranges.—There is practically nothing doing in this line at present. A few stoves are being shipped and once in a while a fair sized order. The booking for future delivery is only nominal and has not commenced in earnest yet. It is not expected that much will be doing until the beginning of May.

Gas Stoves.—The demand for these stoves is increasing very rapidly and a nice volume of business has been transacted. The booking has been quite heavy. The demand seems to come from all sections of the country where gas stoves can be used. The medium priced lines seem to be in better demand, although there is a steady trade for the better grades. Gas plates and fixtures are selling well.

Furnaces.—There are very few furnaces moving at present but the outlook is very promising for a busy season. Over 4,000 building permits have been issued for the city of Montreal so far this year which promises well for the season's business.

Radiators.—The manufacturers are just catching up with their orders and are getting the decks cleared for the strenuous season soon to open. The contractors are beginning to ask for tenders for heating and several large contracts have already been let for buildings to be erected this coming season.

There is a good demand for oil and gasoline stoves and manufacturers are kept busy keeping up with their orders. Some firms are several weeks behind in

their orders for these lines. The better grades are the more popular. Ovens for use on these stoves are also selling well.

Enamelware and Tinware are moving quite freely. The city demand is quite heavy at present as the retailers here are featuring these lines quite heavily at present. Ice cream freezers, refrigerators and all summer lines are in excellent demand.

TORONTO.

Toronto, March 27.—Business in the stove market has been fairly active during the past week. The fine weather has had the effect of stimulating trade and creating a demand for summer stoves. To-day's snowstorm will no doubt put a damper on these lines for a few days. There has been a good movement of oil and gasoline stoves, gas plates, ovens, ranges, etc.

Collections show a slight improvement.

Spring and Summer Goods.—There has been considerable activity in these lines and a large number of booked orders have been shipped during the week.

Ranges and Heaters.—There is not much business being done in these lines at present.

Furnaces.—There has been considerable activity in this line during the week, and quite a number of furnaces have been sent out.

To Prevent Shortage.

Gas Ranges and Plates.—A large number of gas plates, ranges, ovens, etc., have been shipped during the week. Many dealers are putting in a good stock of gas plates early in the season to prevent a recurrence of the shortage last year. It is expected that there will be an exceedingly large demand for gas ranges this spring and during the summer, in fact there has been a fair demand for gas ranges during the winter, but the demand will become much greater with the advent of spring.

Summer Stoves.—A large number of orders have been received for oil and gasoline stoves. These lines are meeting with favor among the trade and sales in this line are increasing every year. A large number of these types of stoves are being sold to the farm trade.

Aluminumware.—The demand for aluminumware is growing. Prices remain unchanged.

Best Grades in Demand.

Enamelware.—There is a good and steady demand for enamelware. It is gratifying to know that there is a growing demand for the best grades. Tin-

ware is also active. Galvanized iron products such as tubs, pails, garbage cans, etc., are in good demand. The spring housecleaning season will help to increase business in these lines.

Refrigerators.—A great many booked orders are being shipped at the present time.

A GREAT INDUSTRIAL PROJECT.

St. John, N.B., March 24.—Will the City of St. John secure blast furnaces, foundries, steel works and a shipbuilding plant, with all the advantages that would come from taking iron ore from mines in the province and converting it into ships at St. John? Premier Fleming sees no reason why this great project should not be carried to a successful issue. In moving a resolution, which was unanimously adopted by the Legislature, giving the Government authority to grant aid in establishing a shipbuilding plant at St. John, the Premier spoke of the possibility of securing blast furnaces, and Hon. Mr. Grimmer, who seconded the resolution, went a little more into particulars. Mr. Grimmer said he felt free to tell the House and the country that the Canada Iron Corporation, which operates an iron mine in Gloucester County, was seriously considering the removal of its great blast furnaces and foundries from Londonderry, N.S., to a place where they would be more closely associated with the shipbuilding industry. St. John is the place they have in mind.

SELLING STOVES DURING MOVING TIME.

(Continued from page 48.)

and have the goods delivered right away." This appeals to the head of the family, who, as is usual at such a time, is burdened with countless duties and responsibilities. He has in mind a purchase or two which he will have to make and welcomes the opportunity to secure the goods without any bother. It may only be a package of tacks which is needed; but it gives the salesman an opportunity to talk to his man. It frequently happens that the advice of the caller is sought on some point—where the stove should be placed how the pipes should be arranged or some similar point. This gives a splendid opportunity to broach the subject of the purchase of new furnishings.

Regina, Sask.—The Greater Regina Sheet Metal Works are adding a line of hardware to their present stock.

The Household Goods Department

Pushing the Sale of Housecleaning Lines

The Present is the Proper Time for a Campaign in the Household Goods Department—Methods Pursued by Well-known Firms—Lines to be Featured.

The advent of spring should cause considerable activity in the household goods department of the hardware store. This department is one that is very popular in many large hardware and departmental stores. The variety of goods that may be found in this department affords the merchant a splendid opportunity to make attractive displays during almost any season of the year.

The spring housecleaning season is one in which a great many lines may be featured prominently by the hardware merchant. It is a season when there is unusual activity in the home of the householders. The housewives are looking for housecleaning helps that will aid them in lessening the labor connected with house cleaning. These helps, many of which may be found in the hardware store, should be displayed and advertised at this season.

The Aikenhead Hardware Company, Toronto, are making a strong bid for this class of business. One of their windows is devoted to the display of house cleaning goods. Some of the lines shown are canvas gloves, mop wringers, galvanized pails, mops, dusters, floor brooms, liquid glue, furniture polish, carpet whips, window brushes and rubbers, sponges, etc. The display is very attractive. A large show card, neatly lettered, is hanging in the centre of the window, with the following lettering: "Spring House Cleaning Supplies."

A house cleaning window display should be arranged by every hardware merchant at this season of the year. It is a line that bears a good profit, and one in which every householder is interested. A visit to any of the large stores, especially departmental stores, will impress on the mind of the visitor that the household goods department is one of the most important in the store.

Newspaper Advertising.

The daily newspapers, if used properly, will bring a large amount of business for this department. In advertising house cleaning supplies or household goods it is advisable to quote prices. For instance, if a merchant advertises window brushes without stating a price, it will not interest prospective customers as much as if he had told

them in his ad. that they could purchase window brushes at 25c, 35c, 50c and 75c. There are many customers who would want the 75c brush, but on the other hand, there are a large number who would purchase a brush for 25c or 35c who would not take the trouble to go to the store to enquire regarding the prices, providing they had not seen them quoted in the ad.

Stanley Mills & Co., Hamilton, are featuring spring goods in their advertisements at the present time. One section of ad. is devoted to "House Cleaning Time Labor-savers." In this ad. a great many lines of house cleaning supplies are mentioned, and prices are quoted. At the top of the ad., in addition to an appropriate illustration, is the information "The Needs of the Spring time Are Ready for You Here."

In addition to newspaper advertising and window displays, the merchant can use racks, tables or counter space to good advantage in displaying house cleaning supplies. Price tickets should be used freely, and customers should be allowed to handle the goods. The following are some of the lines that should be featured at this season of the year: Carpet whips, carpet sweepers, hand and electric vacuum cleaners, sweeping compound, curtain stretchers, mop sticks and cloths, mop wringers, dust mops and cloths, hair brooms, feather dusters, corn brooms, ceiling and wall brooms, wool dusters, stove and scrub brushes, window brushes and rubbers, paperhangers' brushes, wallpaper cleaner, furniture polish, cotton gloves, pails, tubs, washing machines, wash boards, sponges, chamois, carpet tacks, hammers, felt, paper knives, seam rollers, carpet stretchers, garbage cans, polishing gloves, stove polish, mouse and rat traps, clothes mangles, ironing boards, step ladders, clothes racks, sad and electric irons, chair seats, flue stoppers, absorbent floor mops and dusters, broom covers, bannister brushes, cocoa door mats, whisks, clothes baskets, kalsomine brushes, gold bronze, etc.

Qu'Appelle.—D. Brown has sold his hardware business to T. W. Lewis, of Regina.

BANQUET OF JAS. WALKER CLUB.

The annual banquet of the Social and Hockey Club of The Jas. Walker Hardware Co., Ltd., Montreal, was held on March 25, in the Castle Blend Tea Rooms. Mr. Cross, the president of the club, occupied the chair. A delightful "Hardware Menu" was served, after which toasts were proposed to "The King," "The Firm," "The Hockey Team," "The Staff," and "The Ladies." The feature of the evening was the address by Max Hill, Manager of The Jas. Walker Hardware Co., in reply to the toast to "The Firm." Mr. Hill in his remarks outlined the progress of the firm during his term of office "Push ahead by pulling together," was the keynote of his address and only by sticking together, pulling together and working all together for the best interests of the firm would it be possible for them to reach a higher rung on the Ladder of Success. Much regret was expressed on the announcement that Jas. Walker would not be present as he had left for Europe.

A good programme of vocal and instrumental music, recitations, speeches, etc., was rendered by members of the staff.

Mr. Malone presented the cup won by the Hockey Team during the season just closed and later on sprang a surprise by returning "the Goat" to a popular member of the staff.

Mr. Hill on behalf of the firm presented a beautiful fountain pen to Mr. Allan, who had so ably coached the team during the season. Mr. Allan replied very feelingly, and expressed his deepest appreciation for the honor thus bestowed on him. The evening terminated by singing the National Anthem.

Gatherings of this nature tend to cement the relations of the firm and the staff and enthuse the employees to attain a higher degree of efficiency as a whole. It makes them feel they are one of the firm.

AGENCIES WANTED

ADVERTISER WITH FIRST-CLASS CONNECTIONS with the wholesale hardware trade is open to accept a few good agencies. Agent, 203 Spectator Building, Hamilton, Ont. (15)

BUSINESS CHANCES

FOR SALE—STOVE AND TINSMITHING business, also store in the best farming locality in Western Ontario, on main line of G.T. Railway. Splendid opportunity. Box 783, Hardware & Metal, Toronto. (16)

Methods of Retailing Paints and Varnishes

A Retail Paint Store of High Merit

Description of Retail Headquarters of the Winnipeg Paint and Glass Co., Winnipeg.—Use of Interior Specialties in Improving Appearance of Store Has Served as an Excellent Advertisement.

The accompanying illustrations show interior views of the retail paint store of the Winnipeg Paint and Glass Co., Winnipeg, Man. The arrangement of the shelving is very interesting to hardware men. By using this style of shelving, much more shelf room is available than by using the ordinary straight style shelving. A larger number of cans may also be displayed. The stock room and shipping room are immediately behind the shelving. The glass and heavy goods are stocked in the basement.

The manager's office is located near the entrance to the store. This location is very convenient, and is one from which he can view all customers entering the store, and keep in close touch with the men behind the counters.

Another prominent feature is the brush display case. This case covers the end wall in front of the counter

and may be seen by all customers on entering, and on leaving the store. The advantage of having the case in this location has been clearly demonstrated, as customers who are about to leave the store are continually stopping to look at the brushes, and many sales are made in this manner. There is a large space between the counters and show windows that is used for displaying burlap, leatherette, and goods of this nature. The idea of the firm in showing this class of goods in front of the counter is that the salesman is in closer touch with the customer than he would be if showing the goods from behind the counter.

The store is well lighted by electric lights, surrounded by large globes and suspended from the ceiling by chains, as may be noted in the illustration. The walls and ceilings are finished in a light shade of flat wall paint, which gives them a very fine appearance. The

counters, shelving and cases are finished in light oak. The two combinations give the store a very bright and clean appearance.

Particular attention has been given to the floor, selected maple being used. The floor was thoroughly scraped and finished with three coats of a high quality floor varnish that is sold by the firm. This varnish being one of their headliners, makes a particularly good advertisement, and customers very frequently remark about the fine appearance of the floor. One notes that the columns appear prominently in the illustrations, but they do not actually appear so noticeably in the store, and are of no inconvenience, as they are in a direct line with the counters.

This firm make good use of advertising material and many show cards are displayed on the counters, shelving and floor.

The store as a whole has a very fine appearance, everything is convenient, and display has been made a prominent feature.

Although many paint departments are not as large as this one, there are ideas that could be used to advantage in displaying paints.

A view of the retail paint department of the Winnipeg Paint and Glass Co.—Note the symmetrical arrangement of shelving, the long counter and glass showcase for display of brushes, etc.





Another view of the retail paint department of the Winnipeg Paint and Glass Co. The height of the ceiling and the lighting facilities are features of this store.

Paint Dealers Must Hit in Pinches

A Dissertation on the Necessity of Swinging the Paint Campaign at the Present Time—The Need for Paint is Never More Apparent Than in the Early Spring—Later on, It is Harder to Convince Owners.

The man who "delivers the goods" nowadays is the man who, to borrow a baseball phrase, "hits in the pinches." Doing the right thing at the right time is the big secret of success.

To be a successful retailer of paint, a man must sell paint all the time. Still there are times when it is particularly advisable to make a special effort, when he must line out a salesmanship four-bagger and bring the profits in over the home plate. The present—the very immediate present—is one of these times.

At no stage of the year does the need of paint manifest itself so distinctly as during early spring. Size up the average house at the present time. The snow has cleared off, leaving the bare ground and withered grass, covered with the litter of the winter months. The ash pile in the back yard stands revealed and conspicuous in all its original ugliness. The house looks old and weatherbeaten and undeniably ugly. Until the nearer advance of spring brings out the green foliage and the new grass, things will continue to look bleak and uninviting.

Accordingly, every man in whose soul lingers the least spark of aesthetic appreciation, begins to realize about this

time or year that his home looks abominable and sorely in need of attention. The condition of his lawn and back ground clamors to him for immediate attention. "I must clean up at once," he resolves. The companion thought cannot help but enter his mind at the same time: "That house ought to be painted." Now, if there were some wise sprite at his elbow, as it were, to foster the thought, to urge it, to prevent his dismissing it, the probabilities are that he would act on the thought and really get the house painted. The sprite might be in the form of a letter from his hardwareman, an attractively printed circular, perhaps a newspaper advertisement or a window display that he happens to see down town. It generally requires just a small reminder to bring the thought back.

What happens in a great number of cases is this: The property owner is brought up point blank before the all too apparent fact that his house is in need of paint. He thinks it over, fails to decide definitely and forgets about it. The season advances and the rapid change that is effected in the face of nature so improves the appearance of everything that the house no longer

looks so old, sere and weatherbeaten. The owner forgets that he was considering the painting of the house; and lets it go over for another year.

The fault in such cases lies with the local dealer. He has neglected to swing his paint campaign at the right moment, allowing the most vital time to pass before he begins to work for sales. He has, in fact, done nothing to provide the wise sprites needed to urge property owners over the line which divides indecision from resolution—the kind of sprites already referred to.



CATALOGUES AND BOOKLETS.

Barnet Refrigerators.

Barnet Manufacturing Co., Renfrew, Ont., have issued a 32 page catalogue showing their line of Barnet refrigerators and cold storage plants. Half tone illustrations of the various lines are shown and much valuable information is given regarding refrigerator construction. Copies of the catalogue will be mailed on request.

Brass and Iron Goods.

Moore Bros., Ltd., Priory Works, Aston, Birmingham, have issued their 1913 new illustrated catalogue of brass and iron goods, malleable iron goods, bedstead casters, brass goods, baths, and sanitary fittings etc. The catalogue contains 106 pages and many new lines are illustrated. Copies of the new catalogue with discount sheets will be mailed on request.



CALCIMO

Sanitary Wall Finish

The name "Calcimo" stands for all that is perfect in an artistic, sanitary, Wall Coating. It has stood the test for a quarter of a century.

"Calcimo" produces a harmonious effect with the furnishings of any home, no matter how attractively, or luxuriously furnished.

Gives That Soft Velvety Effect so Desirable

"Calcimo" is manufactured in a dry powdered form, milled in 32 beautiful colors, and is ready for use when mixed with ordinary cold water. We have the exclusive sale for Western Canada, and as we sell it only direct to dealers, you make a profit on every pound used. Architects and Painters are supplied with up-to-date advertising matter by us. It will pay you to stock "Calcimo."

The Winnipeg Paint and Glass Company, Limited

Calgary Paint and Glass Co., Ltd.
Calgary

"Everything for a Building"

Winnipeg

Edmonton Paint and Glass Co., Ltd.
Edmonton



**a four
square
deal—**

**so
we all
profit
together**

THE LOWE BROTHERS PAINT

proposition is a four-square deal

- for property owner
- painter
- dealer
- and ourselves

FIRST. The paint gives honest service—HIGH STANDARD in every way; lasts long, looks well, wears right.

THAT helps the painter's reputation for skill and reliability.

MOST people naturally want just that kind of paint and buy from the dealer known to carry it.

LASTLY. The HIGH STANDARD Policy creates the best of good-will toward us and our goods.

Lyon-Monkhouse
Limited
Winnipeg, Man.

Lowe Brothers
Limited, TORONTO

Johnson Paint
& Varnish Co.
Limited
Vancouver, B.C.

Weekly Market Report --- Paints

PAINT NOTES.

There is an active tone to the market, an especially heavy demand being noted for ready mixed paint.

Turpentine showed signs of weakness early in the week, but stiffened later as a result of the advances in price at the primary market at Savannah.

Firm prices are noted in practically all lines.

MONTREAL.

Montreal, March 25.—The paint trade is very active, and the spring rush is on in full swing. Manufacturers are hard pressed to fill the orders that are pouring in on them from all parts of the country. Several minor items have been advanced, and it is predicted that if the present demand continues prices will surely stiffen, as the manufacturers will not be able to fill the orders. Collections are rather slow, but seem to be improving.

Linseed Oil.—The linseed oil market remains unchanged at 57c for raw and 60c for boiled. The demand for oil is quite heavy, and prices are inclined to be very firm.

Oils.—Motor gasoline has advanced $\frac{1}{2}$ c per gallon, but other oils remain the same.

White Lead.—The pig lead market has been firming up for the past ten days, and has now regained the level prevailing before the resuming of hostilities in the Balkans. As the white lead prices did not follow the declines in pig lead, the situation to-day is practically the same as before the second outbreak of hostilities. The white lead market to-day is very firm, and should the pig lead market continue to advance it is likely that white lead will follow.

Turpentine.—The quotations on turpentine this week are not uniform. Some firms quote 62c; others 61 $\frac{1}{2}$ c; one firm quoting as low as 59c. However, the ruling price seems to be 62c. The demand for turpentine is quite heavy, and the price as quoted by the different firms seem to be very firm, as it is freely predicted that prices will advance.

Glass.—The demand for glass is very heavy, both for immediate and future delivery. Prices have not been advanced, but are very firm, and an early advance is more than likely, especially so in view of the facts given in last week's report regarding the impending strike in Bel-

gium and the world's consumption of glass.

Putty.—The putty market remains the same, with a good demand. Prices are steady, with nothing on the horizon to indicate a change very soon.

Prepared Paints.—The demand for prepared paints is very heavy, and manufacturers are hard pushed to fill orders. Prices are firm, and it is not thought that they will be advanced for some time. The spring rush is on, and orders are coming in very freely. Retailers are pushing paints quite energetically, and several fine window displays have been put on during the past week by the local retailers.

There is also a good demand for kalsomines, wall tints and pigments. Dry colors are also selling well.

TORONTO.

Toronto, March 25.—Paint manufacturers and jobbers are exceptionally busy. The advent of spring has caused great activity in the paint line. There have been no price changes, although lead and oil are firm. Crushers are having difficulty in getting seed on account of the railroad companies being unable to supply adequate transportation. There appears to be a large amount of seed but if transportation facilities are inadequate and the crushers are unable to secure the seed, there is every likelihood of a scarcity during the next month. White lead is firm and is still quoted at 8.40 in ton lots.

There is a big demand for ready mixed paint and varnishes. Many of the retailers are having their spring shipments delivered earlier than usual. It is expected that an exceedingly large volume of business will be done in this line during the coming season.

There is a good demand for kalsomines, flat wall finishes, paint and kalsomine brushes, paper hangers and decorators tools.

A large number of orders are being booked for Paris green. The new prices appeared in last issue of Hardware and Metal. They also appear in current market quotations.

Linseed Oil.—Raw linseed oil is still quoted at 58c per gallon in single barrels; boiled linseed is quoted at 61c in single barrels with the usual quantity reductions. Quotations are firm, but there is an abundance of flax seed and advances are not expected at present. There is usually a shortage of oil during April, caused by the inadequate trans-

portation facilities afforded by the railways which prevents the crushers from procuring seed. The abundance and low price of seed should keep the price down.

Turpentine.—The turpentine market is showing signs of strength. The market has been very weak for some time and a price of 61c was quoted on Wednesday in Toronto. This price, however, jumped again to 63c on Thursday, which makes the quotation the same as during the previous week. Indications are that the price will hold firm for some time.

Putty.—There is no change in the price of putty. Standard putty in casks is still quoted at 2.50; bulk in drums of 100 lbs., 2.70; bladders in barrels 3.00; pure putty is 60c hd. advance over standard.

Glass.—The demand for glass is normal. No price changes are noted.

HARDWARE LETTER BOX



Hand Power Vacuum Cleaners.

A. M. Bell & Co., Halifax, N.S. — "Will you kindly give us the names of manufacturers of Hand Power Vacuum Cleaners?"

Onward Manufacturing Co., Berlin, Ont.; Barton Netting Co., Windsor, Ont. —Editor.

Twinplex Safety Razor Stroppler.

Emerson & Fisher, Ltd., St. John, N.B. — "Can you inform us name of manufacturer of Twinplex Safety Razor Stroppler?"

Twinplex Sales Company, St. Louis, Mo.—Ed.

CATALOGUES AND BOOKLETS.

Sheet Building Materials.

The Winnipeg Ceiling and Roofing Co., Winnipeg, Canada, have issued catalogue No. 15 covering the various lines of their sheet metal building materials. The catalogue consists of 154 pages. Half tone illustrations are shown of their many designs of sheet metals, shingles, Spanish tile, Metal stove fronts, fireproof doors, granaries, etc. Copies of the new catalogue will be mailed to those interested.

FOR a busy man: A few *easily noted* facts which, we hope, will create a thirst for *more*.

White lead is paint's first factor.

Among white leads there is one with a record of marked *distinction*. Its name is Brandram's B.B. Genuine. It has set the world a quality standard for *more than a hundred years!*

In the base of Brandram-Henderson "English" Paint, we actually use 70% of this splendid white lead. Think of that. 70% positively guaranteed. The reason? Simply because we corrode and grind Brandram's B.B. Genuine White Lead *ourselves*.

To 70% of Brandram's B.B. Genuine White Lead we add 30% of pure white zinc.

So, you see, the enduring power of Brandram Henderson "English" Paint is quite *evident*. Knowing what is *in* the paint, you know the results it *must* give your customers.

Is your mind open for *more* facts about paint and paint profits? Then please write now. Among other things, we will gladly explain to you the details of a *winning* advertising plan devised for your benefit.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

Face these facts—

HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.
Cookson's or Hallett's, lb. 11 00
BABBIT METAL.
Canada Metal Company—Imperial, genuine, 1/2 Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 8c to 60c lb.
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo. Hoo, 28c; "A", 25c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.
Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2, p.c.
Nicoluminum Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2.40 2.50
Heads, per 100 lbs. 2.55 2.75
Tank plates, 3-16 inch, per 100 lbs. 2.70 2.80
Boiler tubes, 100 ft. 1 1/2 in. 9.95
" " 2 " 8.65 8.70
" " 2 1/2 " 11.00 11.00
" " 3 " 12.60 12.70
" " 3 1/2 " 15.75 15.80
" " 4 " 18.00 19.00

BRASS.

Spring sheets, up to 20 gauge.. 0.27
Rods base 1/2 to 1 inch, round.. 0.23
Tubing, seamless base, per lb.. 0.28
Tubing, iron pipe size, 1 inch base..... 0.26

COPPER TUBING, 4 CENTS EXTRA.

BRASS GOODS, VALVES, ETC.
Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 55 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

Montreal. Toronto
Casting ingot 17.25 16.25
Out lengths, round bars, 1/4 to 2 in. 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.00
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
" Brazier, insheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 21.50 22.50
Canadian foundry, No. 2. 21.00 19.00
Summerlee, No. 2 pig iron 24.50
Carroll, soft 25.00
Cleveland, No. 1 24.50
Clarence, No. 3 24.00
Jarow 25.50
Glengarnock 26.00
Radnor, charcoal iron 31.00
Ayreson, No. 3 25.00
Ferro Nickel pig iron (Soo) 25.00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27.50
Angles 2.50 2.50
Common bar, per 100 lbs. 2.15 2.05
Forged iron, per 100 lbs. 2.30 2.35
Refined iron, per 100 lbs. 2.40 2.40
Horsehoe iron, per 100 lb. 2.40 2.40
Mild steel 2.25 2.20
Sleigh shoe steel 2.25 2.25
Iron finish steel (foreign) 2.30 2.50
Reeled machinery steel 2.75 3.00
Tire steel 2.35
Sheet cast steel 0.15 0.15
Toe calk steel 3.10 3.15
Mining cast steel 0.07 0.08
High speed 0.65 0.65
Capital tool steel 0.50
Cannell Laird 0.15
Black Diamond tool steel 0.06
Corona tool steel 0.06 1/2
Silver tool steel 0.12 1/2
Cold Rolled Shafting.
8-16 to 11-16 inch 0.06
1 to 1 7-16 inch 0.05 1/2
1 7-16 to 3 inch 0.05
Montreal, 35 and 1 7/16 to 30,

BLACK SHEETS.

Montreal. Toronto
10 gauge 2.70 2.70
12 gauge 2.75 2.75
14 gauge 2.60 2.55
16 gauge 2.50 2.65
18 gauge 2.50 2.65
20 gauge 2.60 2.55
22 gauge 2.65 2.75
24 gauge 2.65 2.75
26 gauge 2.75 2.85
28 gauge 2.85 3.00

CANADA PLATES.

Ordinary, 52 sheets 3.10 3.00
All bright, 52 sheets 3.70 4.15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4.45 4.75
" 60 4.70 5.00
20x28x30 8.90 9.50
20x28x30 9.40 10.00

GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square 6.75
24 gauge, per square 5.50
26 gauge, per square 4.25
28 gauge, per square 4.00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis Gorbals Best Best
16-20 3.70 3.35 3.70
22-24 3.75 3.40 3.75
26 4.20 3.80 4.20
28 4.45 4.15 4.45
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Montreal. Toronto
Apollo brand—
24 gauge, American 3.75 3.70
26 gauge, American 3.95 3.90
28 gauge (26 English) 4.30 4.20
10 1/2 oz., equal to 28
English 4.50 4.40

IRON PIPE.

Black. Galv.
1/4 2.04 2.65
1/2 2.72 3.87
3/4 3.16 4.31
1 4.54 6.19
1 1/4 6.19 8.44
1 1/2 7.48 10.13
2 9.90 13.50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—42 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto

Heavy copper and wire, lb. 0.11 0.11 1/2
Light copper bottoms 0.10 0.09 1/2
Heavy red brass 0.10 0.10 1/2
Heavy yellow brass 0.08 1/2 0.08 1/2
Light brass 0.06 0.06 1/2
Tea lead 0.02 1/2 0.02 1/2
Heavy lead 0.03 0.02 1/2
Scrap zinc 0.03 0.04
No. 1 wrought iron 10.00 10.00
Machinery cast scrap.
No. 1 16.00 14.50
Store plate 12.50 13.00
Malleable 10.00 9.00
Miscellaneous steel 6.50 6.00
Old rubbers 0.09 1/2 0.08 1/2

LEAD.

Montreal. Toronto
Domestic (Trail), pig, 110 lbs. 4.95 4.90
Imported pig, per 100 lbs. 4.95 4.90
Bar pig, per 100 lbs. 5.50 5.50
Sheets, 2 1/2 lb. sq. ft. 6.75 6.75
Sheets, 3 lb. sq. ft. 6.62 1/2 6.60
Sheets, 3 1/2 lb. sq. ft. 6.62 1/2 6.60
Sheets, 4 to 6 lb. sq. ft. 6.50 6.50
Cut sheets 1/2 lb. sq. ft. extra.
Cut sheets to size, 1/2 lb. sq. ft. extra.

LEAD PIPE.

Lead pipe, 7/8 in., 20 per cent. off.
Lead waste pipe, 9c; 20 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guaranteed 30 1/2 0.30
Wiping 0.28 1/2 0.28

SHEET ZINC.

5-wt. casks 8.25 8.50
Part casks 8.50 8.50

SPELTER.

Foreign, per 100 lb. 7.00 7.00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. in gots, 100 lbs. \$54.00 \$53.50
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base \$7.00
I X, 14x20 base 8.25
I X X, 14x20 base 9.50
Raven and Murex Grades—
I C, 14x20 base 5.00
I X, 14x20 base 6.00
I X X, 14x20 base 7.00
I X X X, 14x20 base 8.00
"Dominion Crown Best"—Double.
Coated, Tissued.
I C, 14x20 base 7.00 7.00
I X, 14x20 base 8.25 8.25
I X X, 14x20 base 9.50 9.50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4.55
I X, 14x20 base 5.65
I X X, 14x20 base 6.65

Bright Cokes.

Bessemer Steel 4.50
20x28, double box 9.00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets 8.25
I X, Terne Tin 9.75

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. 7.50
XX, 14x60, 50 sheet bxs.
XX, 14x65, 50 sheet bxs.
Tinned Sheets.
72x30 up to 24 gauge, case lots 8.50 8.00
72x30 up to 26 gauge, case lots 8.95 8.50
Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$1.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$5. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 55c; 1/2-lb. hanks, 38c; in 1/2-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.
Hay Wire in Coils.
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs. —Nos. 6 and 8, \$2.80; 6, 7, 8, \$2.75; 9, \$2.55; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.
Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and 2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.
Painted Screen in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Wire Fencing.
Galvanized barb 2.42 1/2
Galvanized, plain twist 2.95
Car lots and less.
F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 3/4 wires, \$5; 1 inch, \$15.80.
Black, 1st grade, 6 strands, 19 wires, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2.85
Plain 2.55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0.80 0.80

Beeswax.

In barrels, 5-gal. tins 0.80 0.80

Per lb.

Beeswax 0.40

Chemicals.

In casks per lb.
Sulphate of copper (bluestone) 0.67
Litharge, ground 0.07
" flaked 0.07 1/2
Green copperas (green vitrol) 0.09
Sugar of Lead 0.09
Color in Oil.
Venecian red, 1-lb. tins pure 0.12
Chromes yellow, pure 0.18
Golden ochre, pure 0.13
French ocre, pure 0.12
Chromes green, pure 0.10
French permanent green, pure 0.15
Signwriters' black, pure 0.19
Marine black, 25 lb. irons 0.36 1/2

Enamels.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1.80
Cee Pee Co. enamel 4.50
Sterling Enamels 3.20
Anchor Floorlustre 1.80

Glue.

Per lb.
French medal 0.10
German common sheet 0.10
German prima 0.15
White pigfoot 0.20
Brantford medal 0.10
" golden medal 0.11
" brown sheet 0.10
" Golden sheet 0.13
" Gelatine 0.22
" white gelatine 0.20
" white glue 0.12
" 100 fake 0.11
Perfection amber ground, No. 1230 0.15
Ground glues at same prices.
Brantford all-round glue, 1/4-lb. pack ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL

XL 0.11 1/2
CL 0.12
O 0.11

In bbls., about 600 lbs., per lb.

In Arsenic kegs, 250 lbs., per lb. 0.19 1/2
In 50 & 100 lb. drums, per lb. 0.20 1/2
In 25 lb. drums, per lb. 0.20 1/2
In 1 lb. pkts., 100 lb. in cs., lb. 0.23 1/2
In 1 lb. pkts., 50 lb. in cs., lb. 0.23 1/2
In 1/2 lb. pkts., 100 lb. cs., lb. 0.24 1/2
In 1 lb. tins, per lb. 0.23 1/2

Paris White.

In bbls. 0.90

Figures.

Orange Mineral, casks 0.08 1/2
" 100-lb. kegs 0.08 1/2

Prepared Paints.

Per gallon in qt. tins.
Sherwin-Williams paints, base 2.00
Canada Paint Co.'s pure 1.75 2.00
Globe house paint (Winslow) 1.60
"New Era" house paint (Winslow) 1.85
Ben. Moore Co.'s "Egyptian" Brand 1.50
Moore's pure linseed oil H.C. 1.55
Brandram-Henderson's "English" 2.00
Ramsey's paints, pure 1.80
Ramsey's paints, Thistle 1.80
Martin-Senour, 100 p.c. pure 2.00
Senour's floor paints 1.60
Sterling Pure 1.60
Maple Leaf Paint (Imp. V. & C. Co.) Red Dry Lead brand 1.60
Jamieson's Crown and Anchor brand 2.00
High Standard 2.00

Plaster of Paris.

Per barrel 2.10

Pine Tar.

Half-pint tins, per dozen 0.80

Putty.

Standard Montreal. Toronto
Bulk in casks 2.30 2.50
Bulk, 100 lb. drums 2.50 2.70
Bladders, in bbls. 2.80 3.00
Pure Putty 60 hd. advance.

Genuine, 500 lb. casks, per cwt. 6.00 6.00
Genuine, 100 lb. kegs, per cwt. 6.25 6.25
No. 1 casks, per 100 lbs. 5.75 6.75
No. 1 kegs, per 100 lbs. 6.00 6.00
Shingle Stains.
In 5-gallon buckets 0.75

Turpentine and Oil.

OILS. Montreal. Toronto
Can. Prime white petroleum 0.15
gal. None offered
U.S. Water white 0.17 0.15 1/2
U.S. Pratt's astral 0.22 1/2 0.17 1/2
Castor oil, per lb., in bbls. 0.08 1/2 0.09
Motor gasoline, single bbls. 0.27 1/2 0.25
Benzine, per gal., single bbls 0.27 0.24 1/2
Pure turpentine, single bbls 0.62 0.63
Linseed, Oil "Raw" 0.57 0.58
"boiled" 0.60 0.61
Rosin, "G" grade, bbl. lots 5.45

Varnishes.

Per gal. cans.
Carriage, No. 1 1.50
Pale durable body 3.50
" hard rubbing 3.00
Finest elastic gearing 3.00
Elastic Oak 1.80
Furniture, polishing 2.00
Furniture, extra 1.20
" No. 1 0.85
" Union 1.00
Light oil finish 1.25
Gold size Japan 2.00
Turps, brown Japan 1.80
No. 1 brown Japan 1.18
Backing black Japan 1.35
No. 1 black Japan 0.85
Benzine black Japan 0.75



ENDS ALL FLOOR TROUBLES

TRADE
ELASTICA
MARK

FLOOR FINISH



The one perfect
Floor Varnish.

BRINGS
BIGGER BUSINESS,
BETTER PROFITS.

HOW YOU AND YOUR CUSTOMERS LOSE

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums — and soon pays for itself.

At any rate write for free descriptive illustrated book. It is well worth the reading.

S. F. BOWSER & CO., INC.,
TORONTO, ONTARIO, CANADA

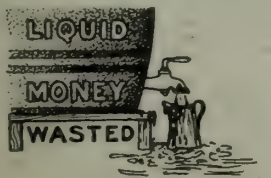
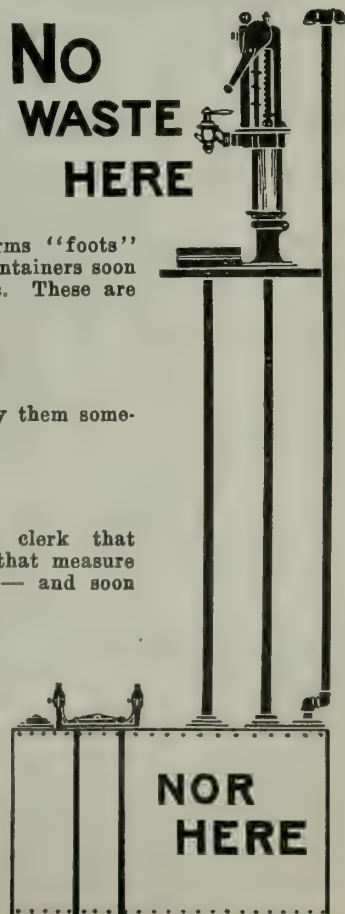
70-71
FRAZER AVENUE

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES:

32 Victoria St., S.W. LONDON. 5 Rue Denis Poisson, PARIS.
JOHANNESBURG, BUENOS AYRES, PORTO RICO, MEXICO CITY
Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.



HARDWARE AND METAL

Crystal Damar	2 80
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastiline varnish	2 25
Copalline varnish	2 25
Granitine floor finish	2 25
Jameson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 65
Evelastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pts., gross	3 80
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls.	1 40

Window Glass.	
Size United	Double
Inches.	Star Diamond.
Under 26	\$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 90	7 00
91 to 100	7 50
101 to 110	8 00
111 to 120	8 50
121 to 130	9 00
131 to 140	9 50
141 to 150	10 00
151 to 160	10 50
161 to 170	11 00
171 to 180	11 50
181 to 190	12 00
191 to 200	12 50
201 to 210	13 00
211 to 220	13 50
221 to 230	14 00
231 to 240	14 50
241 to 250	15 00
251 to 260	15 50
261 to 270	16 00
271 to 280	16 50
281 to 290	17 00
291 to 300	17 50
301 to 310	18 00
311 to 320	18 50
321 to 330	19 00
331 to 340	19 50
341 to 350	20 00
351 to 360	20 50
361 to 370	21 00
371 to 380	21 50
381 to 390	22 00
391 to 400	22 50
401 to 410	23 00
411 to 420	23 50
421 to 430	24 00
431 to 440	24 50
441 to 450	25 00
451 to 460	25 50
461 to 470	26 00
471 to 480	26 50
481 to 490	27 00
491 to 500	27 50
501 to 510	28 00
511 to 520	28 50
521 to 530	29 00
531 to 540	29 50
541 to 550	30 00
551 to 560	30 50
561 to 570	31 00
571 to 580	31 50
581 to 590	32 00
591 to 600	32 50
601 to 610	33 00
611 to 620	33 50
621 to 630	34 00
631 to 640	34 50
641 to 650	35 00
651 to 660	35 50
661 to 670	36 00
671 to 680	36 50
681 to 690	37 00
691 to 700	37 50
701 to 710	38 00
711 to 720	38 50
721 to 730	39 00
731 to 740	39 50
741 to 750	40 00
751 to 760	40 50
761 to 770	41 00
771 to 780	41 50
781 to 790	42 00
791 to 800	42 50
801 to 810	43 00
811 to 820	43 50
821 to 830	44 00
831 to 840	44 50
841 to 850	45 00
851 to 860	45 50
861 to 870	46 00
871 to 880	46 50
881 to 890	47 00
891 to 900	47 50
901 to 910	48 00
911 to 920	48 50
921 to 930	49 00
931 to 940	49 50
941 to 950	50 00
951 to 960	50 50
961 to 970	51 00
971 to 980	51 50
981 to 990	52 00
991 to 1000	52 50

White Lead Ground in Oil	
Size United	Double
Inches.	Star Diamond.
Under 26	\$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 90	7 00
91 to 100	7 50
101 to 110	8 00
111 to 120	8 50
121 to 130	9 00
131 to 140	9 50
141 to 150	10 00
151 to 160	10 50
161 to 170	11 00
171 to 180	11 50
181 to 190	12 00
191 to 200	12 50
201 to 210	13 00
211 to 220	13 50
221 to 230	14 00
231 to 240	14 50
241 to 250	15 00
251 to 260	15 50
261 to 270	16 00
271 to 280	16 50
281 to 290	17 00
291 to 300	17 50
301 to 310	18 00
311 to 320	18 50
321 to 330	19 00
331 to 340	19 50
341 to 350	20 00
351 to 360	20 50
361 to 370	21 00
371 to 380	21 50
381 to 390	22 00
391 to 400	22 50
401 to 410	23 00
411 to 420	23 50
421 to 430	24 00
431 to 440	24 50
441 to 450	25 00
451 to 460	25 50
461 to 470	26 00
471 to 480	26 50
481 to 490	27 00
491 to 500	27 50
501 to 510	28 00
511 to 520	28 50
521 to 530	29 00
531 to 540	29 50
541 to 550	30 00
551 to 560	30 50
561 to 570	31 00
571 to 580	31 50
581 to 590	32 00
591 to 600	32 50
601 to 610	33 00
611 to 620	33 50
621 to 630	34 00
631 to 640	34 50
641 to 650	35 00
651 to 660	35 50
661 to 670	36 00
671 to 680	36 50
681 to 690	37 00
691 to 700	37 50
701 to 710	38 00
711 to 720	38 50
721 to 730	39 00
731 to 740	39 50
741 to 750	40 00
751 to 760	40 50
761 to 770	41 00
771 to 780	41 50
781 to 790	42 00
791 to 800	42 50
801 to 810	43 00
811 to 820	43 50
821 to 830	44 00
831 to 840	44 50
841 to 850	45 00
851 to 860	45 50
861 to 870	46 00
871 to 880	46 50
881 to 890	47 00
891 to 900	47 50
901 to 910	48 00
911 to 920	48 50
921 to 930	49 00
931 to 940	49 50
941 to 950	50 00
951 to 960	50 50
961 to 970	51 00
971 to 980	51 50
981 to 990	52 00
991 to 1000	52 50

White Lead Ground in Oil	
Size United	Double
Inches.	Star Diamond.
Under 26	\$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 90	7 00
91 to 100	7 50
101 to 110	8 00
111 to 120	8 50
121 to 130	9 00
131 to 140	9 50
141 to 150	10 00
151 to 160	10 50
161 to 170	11 00
171 to 180	11 50
181 to 190	12 00
191 to 200	12 50
201 to 210	13 00
211 to 220	13 50
221 to 230	14 00
231 to 240	14 50
241 to 250	15 00
251 to 260	15 50
261 to 270	16 00
271 to 280	16 50
281 to 290	17 00
291 to 300	17 50
301 to 310	18 00
311 to 320	18 50
321 to 330	19 00
331 to 340	19 50
341 to 350	20 00
351 to 360	20 50
361 to 370	21 00
371 to 380	21 50
381 to 390	22 00
391 to 400	22 50
401 to 410	23 00
411 to 420	23 50
421 to 430	24 00
431 to 440	24 50
441 to 450	25 00
451 to 460	25 50
461 to 470	26 00
471 to 480	26 50
481 to 490	27 00
491 to 500	27 50
501 to 510	28 00
511 to 520	28 50
521 to 530	29 00
531 to 540	29 50
541 to 550	30 00
551 to 560	30 50
561 to 570	31 00
571 to 580	31 50
581 to 590	32 00
591 to 600	32 50
601 to 610	33 00
611 to 620	33 50
621 to 630	34 00
631 to 640	34 50
641 to 650	35 00
651 to 660	35 50
661 to 670	36 00
671 to 680	36 50
681 to 690	37 00
691 to 700	37 50
701 to 710	38 00
711 to 720	38 50
721 to 730	39 00
731 to 740	39 50
741 to 750	40 00
751 to 760	40 50
761 to 770	41 00
771 to 780	41 50
781 to 790	42 00
791 to 800	42 50
801 to 810	43 00
811 to 820	43 50
821 to 830	44 00
831 to 840	44 50
841 to 850	45 00
851 to 860	45 50
861 to 870	46 00
871 to 880	46 50
881 to 890	47 00
891 to 900	47 50
901 to 910	48 00
911 to 920	48 50
921 to 930	49 00
931 to 940	49 50
941 to 950	50 00
951 to 960	50 50
961 to 970	51 00
971 to 980	51 50
981 to 990	52 00
991 to 1000	52 50

White Lead Ground in Oil	
Size United	Double
Inches.	Star Diamond.
Under 26	\$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 90	7 00
91 to 100	7 50
101 to 110	8 00
111 to 120	8 50
121 to 130	9 00
131 to 140	9 50
141 to 150	10 00
151 to 160	10 50
161 to 170	11 00
171 to 180	11 50
181 to 190	12 00
191 to 200	12 50
201 to 210	13 00
211 to 220	13 50
221 to 230	14 00
231 to 240	14 50
241 to 250	15 00
251 to 260	15 50
261 to 270	16 00
271 to 280	16 50
281 to 290	17 00
291 to 300	17 50
301 to 310	18 00
311 to 320	18 50
321 to 330	19 00
331 to 340	19 50
341 to 350	20 00
351 to 360	20 50
361 to 370	21 00
371 to 380	21 50
381 to 390	22 00
391 to 400	22 50
401 to 410	23 00
411 to 420	23 50
421 to 430	24 00
431 to 440	24 50
441 to 450	25 00
451 to 460	25 50
461 to 470	26 00
471 to 480	26 50
481 to 490	27 00
491 to 500	27 50
501 to 510	28 00
511 to 520	28 50
521 to 530	29 00
531 to 540	29 50
541 to 550	30 00
551 to 560	30 50
561 to 570	31 00
571 to 580	31 50
581 to 590	32 00
591 to 600	32 50
601 to 610	33 00
611 to 620	33 50
621 to 630	34 00
631 to 640	34 50
641 to 650	35 00
651 to 660	35 50
661 to 670	36 00
671 to 680	36 50
681 to 690	37 00
691 to 700	37 50
701 to 710	38 00
711 to 720	38 50
721 to 730	39 00
731 to 740	39 50
741 to 750	40 00
751 to 760	40 50
761 to 770	41 00
771 to 780	41 50
781 to 790	42 00
791 to 800	42 50
801 to 810	43 00
811 to 820	43 50
821 to 830	44 00
831 to 840	44 50
841 to 850	45 00
851 to 860	45 50
861 to 870	46 00
871 to 880	46 50
881 to 890	47 00
891 to 900	47 50
901 to 910	48 00
911 to 920	48 50
921 to 930	49 00
931 to 940	49 50
941 to 950	50 00
951 to 960	50 50
961 to 970	51 00
971 to 980	51 50
981 to 990	52 00
991 to 1000	52 50

western Schedule.	
Terms—2 p.c. 30 days or net 3 months	
from date of shipment. Packages 25	
lbs. and over 500-lb. kegs, 15c per 100	
lbs. lower. Delivery—F.O.B. Toronto	
or Hamilton; London, 5c per 100 lbs.	
extra.	
White Zinc (Dry)	
Extra Red Seal, V.M.	0 07½
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10



WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg—Western Agent

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The Highest Quality Prevails in **HEINISCH** RING HANDLE *Tinner Snips*

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



ROBERTSON'S SOCKET HEAD WOOD SCREWS

SAVE TIME, LABOR AND
MATERIAL

The Driver Cannot
Slip

are the only wood screws of this type on the market, and they are invaluable to all wood workers and for electrical wiring.

Note the square hole. A specially designed screw driver fits snugly into it. There is no slipping—hence no spoiling of screws or material, and a considerable saving in time for the workman.

Our Hand Driver, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc., are of the trade-winning quality. WRITE FOR CATALOGUE AND PRICES.

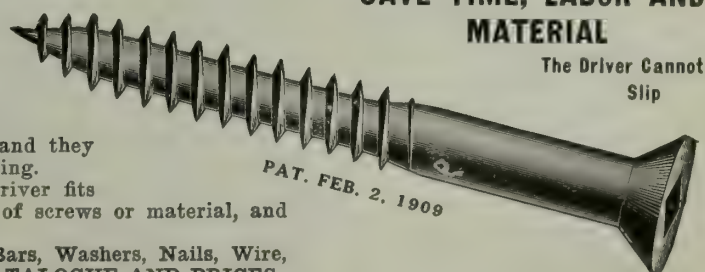
The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE.

The Ontario Metal Product Co., 102 Front St. E.

Agents for Alberta

Tees & Persse of Alberta Ltd., Calgary, Alta.



HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters' round hickory, 5 in., per doz.	1 95
Lignum vitae round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Wire door mats, standard, 16x24, doz.	
doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$8 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.85.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ½ diameter, per 100 lbs.	\$3.00 base
Plumbers.....per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 6 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 60 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitta, 30 and 5 p.c.	
Clay Picks.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35c per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap .....per gross	30 00
Indian snap .....per gross	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's .....per doz.	7 50 11 00
Boker's King Cutter .....per doz.	13 20 14 40
Henckel's .....per doz.	7 50 20 00
Gillette Safety, each	3 75
Stra Safety Razor, 3-1½ p.c.	
Edelweiss .....per doz.	16 00
Rope and Twine.	
Sisal rope .....per 100	0 12
Pure Manila Rope .....per 100	0 17
"British" Manila .....per 100	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single .....per 100	0 11½
Lath yarn, double .....per 100	0 11½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 00
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.....	0 26
" " 4-ply twine.....	0 30
Matress twine, per lb.	0 45
Staging .....per 100	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Burrs, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4½c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 128, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain .....per gross	4 25
" " plated .....per gross	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, ½ lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63
Sash Cord.	
No. 3, per lb.	0 30
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 90
Common doors, 2 or 3 panel, grain, ead only, 4-in. style	8 10
Beaver window screens, 1x18, open 28½ inches	1 00
Perfection window screens, 1x15, open 22½ inches	1 80
Model window screens, 1x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 60; Richelle, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel.....	80 10 7½
" R.H., bright .....per doz.	80 10 7½
" F.H., brass .....per doz.	75 10 7½
" R.H., brass .....per doz.	70 10 7½
" F.H., bronze .....per doz.	70 10 12½
" R.H., bronze .....per doz.	65 10 12½
Drive screws .....per doz.	85 10 12½
Set, case hardened .....per doz.	60
Square cap .....per doz.	50 and 95
Hexagon cap .....per doz.	45
Bench wood, per doz.	55 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors 40 pruning 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 35 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$5.25.	
Pucks, net, \$1.50.	
Shovels and Spades.	
1st 2nd 4th	
Shovels .....p.c. p.c. p.c.	
Draining tools .....60 60 60	
Scopps .....50 and 5 45 and 5	
Hollow backs and sand shovels .....60 45	
Riveted back scopps, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 65
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 25 cents.	
Stamped Ware.	
Plain, 72½ and 15.	
Retinned, 72½ and 5.	
Tinners' trimmings, 72½ and 5.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stone Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Notable, 40 per cent.	
Stovepipe Elbows.	
and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Scythe	18 75
Stones—Oil and Scythe.	
Washita Oil, No. 1, 6 in. Dozen	
7 in., 8 in. ....3 50 4 00 5 10	
No. 2, 6 in., 7 in., 8 in., 2 50 3 10 3 50	
Hindustan .....per lb.	0 06 0 10
" alip .....per lb.	0 18 0 20
" Axe .....per lb.	0 16
Deer Creek .....per lb.	0 10
Degriek .....per lb.	0 25
" Axe .....per lb.	0 15
Lily White, 6 in., in.	
8 in., doz. ....6 00 6 60 7 60	
Arkansas .....per doz.	1 50
Water-of-Ayr .....per doz.	0 10
Scythe .....per gross	3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blued, 80 and 10 p.c.;	

tinned, 86; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk; 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle, made in bulk, 15; tufting buttons, 22 line in dozens only; 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., 0 94	
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 95
Steel, No. 1840, 60 ft.	
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	150 00
Washer	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00
Winners.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Triojan, 12 inch	100 00
Favorite, 11½	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffas, ash	
Carriage neckyokes and whiffletrees, ash	
35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

\$2.90 Fort William, \$3.30 Fort William; Coll spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spoils of 80 rods f.o.b.

Bolts—Carriage, ½ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 27½; stove bolts, 77½; sleigh shoe bolts to ¾, 60½; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 40c. Copper wire, 3-inch gage, 24c to 20-inch gage, 25c.

Crowbars—4½c per lb.

Corrugated Iron—23 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 75 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gauge, \$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.65; 28, \$5.05.

Galvanized Ware—37½c per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes, Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$7.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.80; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.80; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 2, \$4.30; 4, \$3.80; 6, \$2.75; 8, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$5.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¼ inch, \$2.40; ½ inch, 2.55; ¾ inch, \$3.35; 1 inch, \$4.00; 1 inch, \$5.75; 1½ in., \$7.80; 1¾ in., \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¼ inch, \$3.40; ½ inch, \$3.60; ¾ inch, \$4.30; 1 inch, \$4.50; 1 inch, \$7.55; 1½ inch, \$10.25; 1¾ inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¼ in., \$8.00; 5-16 in., \$6.50; ½ in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Lead—Full cwt., \$7.50. **Lead Pipe**—Full cwt., \$7.60 per cwt. cut, \$6.60 per cwt. **Lead Waste**—\$9.35.

Lead—Firmen.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 5, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 52c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rails—Sisal, 12½c; Pure Manilla 17½c; British Manilla 13½c; lath 9c, 11½c.

Steel Squares—40 of one list.

Shovels and Spades—Jones polished, \$3.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handed, "Black Cat," No. 2, \$7.70; No. 4, \$3.20; No. 5, \$8.90; No. 6, \$8.49; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Scraws—Bright iron round head, 90 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.00 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$9.50; in small lots advance price 25 cents per cwt.; red lead, keg, \$6.80; yellow ochre, flat barrel lots, 7½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in causts, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., \$5.75.

Bladders—Cask, \$2.95 per cwt.; bladders in barrels, \$3.15; bladders, 100-lb. cases, \$3 40.

Paris Green—2¼c cents per 112-lb.

One Sure Way To Increase Your Business

SELL

MOORE'S T-45

An all-around Interior Varnish.

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING

A Waterproof Coating for Cement,
Plaster and Bricks.

WRITE FOR
COLOR CARDS
AND PRICES

MOORE'S MURESCO

The Best Wall Finish.

MOORE'S SANIFLAT

A Washable, Non-Poisonous Flat
Oil Paint.

Benjamin Moore & Co., Limited
WEST TORONTO

CHICAGO

NEW YORK

CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :

FORD BITS STAND FOR QUALITY

Carefully Made, Carefully Inspected



It Makes Good Wherever Tried
FORD AUGER BIT CO., Holyoke, Mass.

When writing advertisers
kindly mention having seen
the advertisement in this paper

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

RE-ORDERS

**ARE PROOF OF
SATISFACTION**

And every mail brings
many of them. This
House Paint has gained
great popularity in
the West.

Its covering an enduring
qualities place it in
a class by itself.



If you are not selling Stephens'
House Paint investigate it at once.
Many Western dealers will gladly
give their verdicts as to its reliability.
Write us for names of
these dealers, then write them.

Do it NOW

Write for agency proposition—it's
very attractive.



G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG,

BRANCH AT CALGARY

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

HARDWARE BUSINESS FOR SALE IN Shoul Lake, Man.—The undersigned have for sale at a rate on the dollar a long established hardware business in this town, and doing a good annual turnover. The stock and fixtures will approximate \$6,000.00. Terms would be a third cash, balance 6, 9 and 12 months at 7%. This business has been established upwards of twenty years, and we are confident that a good, practical hardware man could carry on a very profitable business at this point. Apply to the Canadian Credit Men's Association, Limited, 615 Ashdown Block, Winnipeg, Manitoba. Henry Detchon, General Manager. Phones, Harry 3010. (13)

FOR SALE — FIRST-CLASS HARDWARE store and stock in a good farming community in Western Ontario. Stock about \$2,000; turnover \$6,300.00. Best of reasons for selling. The man who acts quick can procure same at a snap. Box 417, Hardware & Metal, Toronto. (15)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A NICE STOVE AND TIN-smithing business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

HARDWARE STOCK AND TINSHOP TOOLS —in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

SALESMAN WANTED

WE ARE LOOKING FOR A YOUNG, HIGH-grade, energetic, traveller to sell Richards-Wilcox Door Hangers, Mounted Grindstones, and Hardware Specialties. This is an unusual opportunity and calls for a man of character, ability and experience. Write fully concerning experience and salary wanted. Richards-Wilcox Canadian Co., Ltd., London, Ont. (13)

SITUATIONS VACANT

WANTED — TWO RETAIL HARDWARE salesmen, with three or more years' experience with tools and paint. Apply Mills Hardware Co., Hamilton, Ont. (15)

WANTED—AT ONCE—FIRST-CLASS TIN-smith, experienced in sheet iron work especially. Splendid opening. Apply at once. Cochrane Hardware, Ltd., Sault, Ontario. (13)

WANTED—HARDWARE SALESMAN WITH experience, capable of looking after window display—for city of Ottawa. Apply Box 775, Hardware and Metal, Toronto. (13)

WANTED — EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

TINSMITH WANTED TO TAKE CHARGE of small shop. Must be all around furnace man, strictly sober. Steady employment to right party. Apply at once giving age, references, experience and salary required. Geo. A. Langtry, Tessier, Sask. (15)

WANTED—THOROUGHLY EXPERIENCED traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Box 781, Hardware & Metal, Toronto. (26)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MR. EMPLOYER WHO WANTS A STENO-grapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

RETAIL HARDWARE AND STOVE SALE-man desires position. It is a good position I want, a chance to work for, if I prove to be the man you are looking for, either wholesale or retail hardware, in May or June. Ten years' Eastern experience. References supplied. Box 776, Hardware & Metal, Toronto. (14)

AGENCY WANTED

AN IMPORTANT FIRM OF LONDON MAN-ufacturers and Merchants with extensive warehouse and showrooms in the heart of the city of London seek a good sole agency for Great Britain and Export. The highest references given and required. Apply in first instance to Box 98, The MacLean Publishing Co., Ltd., 88 Fleet Street, London, England. (15)

FOR SALE

8 FT. BRAKE, SECOND-HAND, FOR SALE. Edward Dreis, Chatham. (16)

HARDWARE FIXTURE, 4½ FT. LONG, 8½ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (14)

FOR SALE—SECOND-HAND SET OF TIN-smiths' machines and tools, cheap. Only used a short time. Apply to The Wm. Beatty Co., Parry Sound. (13)

FOR SALE—BUSINESS OR HALF INTER-est in plumbing and heating company in growing western Ontario city. Splendid opportunity for live man. Details on application. Apply Box 772, Hardware and Metal, Toronto. (13)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYS-tem, by William A. Corbilen. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

WANTED

WANTED—WOULD EXCHANGE A NUMBER of lots in the City of Calgary for hardware stock, and pay balance in cash. Box 771, Hardware and Metal, Toronto. (11tf)

WANTED—THIS NOTICE TO BE SEEN AND answered by a live wire in the plumbing, heating and tin-smithing line who wants an A 1 business in good southern Ontario town of 4,500 population. Apply Box 719, Hardware & Metal, Toronto. (16)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)



SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Concrete Revetment Wall at Burlington, Ont.," will be received at this office until 4.00 P.M., on Monday, April 21, 1913, for the construction of a Concrete revetment wall along the Shore front of Lake Ontario, at the Village of Burlington, in the Township of Nelson, County of Halton, Province of Ontario.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.; H. J. Lamb, Esq., District Engineer, Windsor, Ont., and on application to the Postmaster at Burlington, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10%) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS.

Secretary.

Department of Public Works,
Ottawa, March 20, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—37679.

JAMIESON'S

Floor Enamel

will please your most discriminating customers and make them "regulars."

Because it dries quickly, takes a high gloss, wears like iron and will stand repeated washings; Jamieson's Floor Enamel is an established leader in this line.

It's a splendid profit maker and easily sold
Comes in seven shades



R. C. Jamieson & Co.
MONTREAL Limited VANCOUVER
Established in 1858 Owing and Operating
P. D. Dods & Co. Limited

WRITE US ABOUT
THE AGENCY IN YOUR
TERRITORY

13 (17)

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

New Era Paint
is absolutely
guaranteed.



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Wise vs. Unwise Economy

It was Emerson who said that a man pays dear for a small frugality. This is never so true as in a question of paint. Paint is an easy mark for the adulterator, but the handler of adulterated paints can't hold his trade. The fact that

Ramsay's Paints

have held their trade for over seventy years is proof positive of "The Right Paint to Paint Right." Be one of our enthusiastic Agents.

A. Ramsay & Son Co.

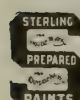
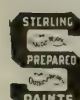
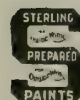
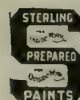
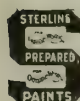
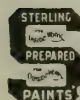
MONTREAL

Paint Makers Since '42.



108

17



THE PAINT THAT BRINGS RE-ORDERS

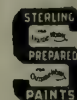
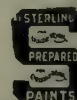
Your customers want a paint which is easily applied, attractive, durable and efficient.

Sterling Prepared Paints always fill the bill—they are of the highest quality and are backed by a record of satisfactory service.

Before Sterling Paints leave our plant they are tested under adverse conditions, so that the trade gets nothing but the best.

You don't have to take our word for these paints. We will gladly get you in touch with some Sterling Paint dealers—so that you can profit by their experiences.

Write us to-day.



Canadian Oil Companies, Limited, - Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



PAINTS

The Canada Paint Co. is one of the oldest concerns in Canada manufacturing Ready Mixed Paints. We have for years made and marketed several well-known trade-mark brands, which are pushed and sold by Hardware Merchants from one end of the Dominion to the other. The growth of our business on these brands has been steady and consistent. We intend to market them and to push them more vigorously than ever.

ELEPHANT PAINT

This is an old reliable brand that has been sold for years all over the Dominion. It has won for itself an enviable reputation for satisfactory quality. It is a splendid paint at a moderate price, and in many localities it is an ideal paint for the paint dealer to feature. It will help him build up a good paint business.



CP CANADA PAINT. This is a new brand that we have put on the market this year. There is no better paint made than Canada Paint. It is made of the most carefully selected materials, that have been tested for their purity. It is thoroughly mixed and ground by special machinery. It embodies the latest advances in paint chemistry and paint manufacturing. We are particularly anxious to interest our old customers in the CANADA PAINT Exclusive Agency proposition.

In addition to the excellent quality of the product itself—which will go far to help the dealer build up a profitable business—this line is backed by a new and very complete system of advertising, which should be of interest to every paint dealer.

PRISM ^{READY MIXED} PAINT

This is another of our old brands which has been sold in all parts of Canada for a number of years, and has given good satisfaction to the Hardwareman handling and pushing it. Like Elephant Paint it is handled and pushed by many of our leading jobbers, which is an added convenience, as it ensures quick delivery of fill up orders during the rush of the painting season. Shipments can be made by your nearby jobber along with other goods.

**THE CANADA PAINT CO.
LIMITED**



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
 FACTORIES & OFFICES-MONTREAL-TORONTO &
 WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



Here Are the Lines of Varnish Sales and Profits for the Pratt & Lambert Dealer



Individual Household Customers
Influenced by

Quality

Tremendous Magazine Advertising-
Window Trims - Printed Matter-
Lantern Slides - Newspaper Electros

Home Builders Influenced by

Quality

Advertising in Home Building Papers-
Letters - Booklets -
Tremendous Magazine Advertising

Your Painter Customers Influenced by

Quality

Pratt & Lambert Own Painters'
Magazine VARNISH TALKS -
Painters' Trade Paper Advertising -
Printed Matter - Panel and Liquid Samples -
Technical Varnish Information Department
Tremendous Magazine Advertising

Contractors' - Architects' Specifications
Influenced by

Quality

Personal Letters - Booklets - Sample Panels -
Architects and Contractors' Trade
Paper Advertising - Personal Solicitation -
Tremendous Magazine Advertising

THE small panels show the *possible* buyers of varnish — the larger panels show the thorough, logical, effective methods that Pratt & Lambert use to convert them into *actual buyers* — sales — profits — satisfied repeat customers, at *your* store.

Every one of your possible varnish user customers or prospective customers, as well as new home builders, architects and contractors, who are influential in the use of varnish, are reached by this advertising.

Study the chart. See if you can conceive of any possible varnish selling effort, that it does not cover. Are you getting *this kind* of Varnish Selling Co-operation? If not —

Write For Our Complete Detailed Dealers' Proposition Now.

Pratt & Lambert Inc., 24 Courtwright St., Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SELLING POINTS

TO HELP

THE
DEALER
WIN
TRADE

They beautify to merit approval—and soon get to delight in things artistic.
The annually increasing sales of

THE ARTISTIC SIDE OF PAINT

As wealth accumulates, society demands better things. Property owners realizing their debt to society improve their property to satisfy its demand.

MARTIN-SENOUR PAINT

100% PURE

is a gauge of the advance of artistic taste brought to a practical issue.

The paint dealer who takes advantage of prevailing conditions encourages the artistic side of paint. He cultivates it and caters to it with **MARTIN-SENOUR** Paint—the kind that satisfies the most exacting requirements. Get in that class Mr. Dealer—put your paint business on a higher plane and get more profit.

Better not delay getting the agency for **MARTIN-SENOUR PAINTS** and **VARNISHES**.

The Martin-Senour Co. Limited

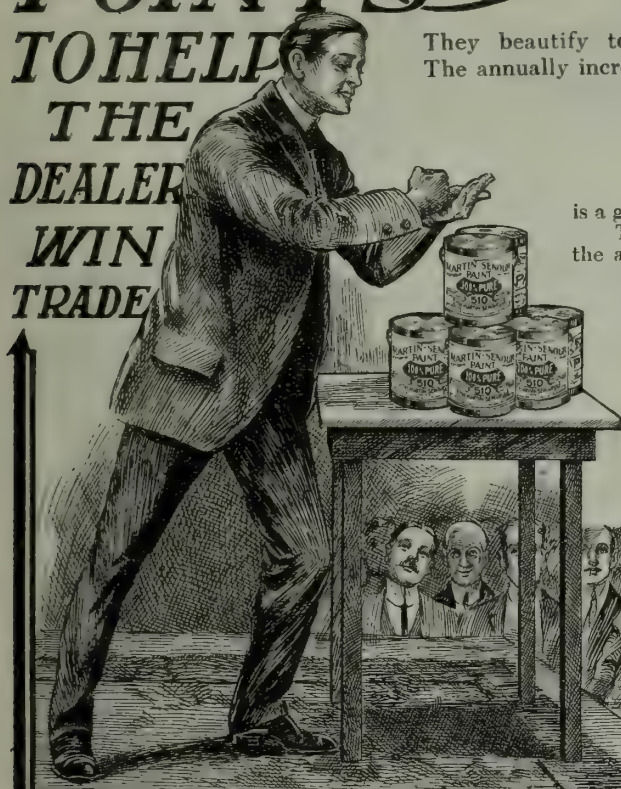
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



STRAIGHT PAINT TALK

About the Maple Leaf Paint and Varnish Proposition

Maple Leaf Flat Wall Colors

M. L. FLAT WALL COLORS have opened up an hitherto undeveloped field in which there is an immense profit for the dealer.

There is a rapidly increasing popular demand for more economical, artistic, sanitary decoration for walls and ceilings. A brief estimate of the increased area these offer for the use of **MAPLE LEAF FLAT WALL COLORS** reveals immense possibilities for the paint department handling this line.

M. L. FLAT WALL COLORS are oil paints; very much superior to water paints or other wall coverings as to durability, permanence of color and artistic effect. They can be washed with soap and water, a valuable consideration for their use in the home, and more especially in stores, churches, theatres, hospitals or any class of public building.

For the paint dealer there is here a rapidly growing trade possibility which has been scarcely touched, and which is bound to increase business and profits. **MAPLE LEAF FLAT WALL COLORS** are both adequate and sufficient to meet the demands of the consumer and the dealer.

These paints come under our **M. L. Guarantee**.
Write us to-day and let us tell you more about them.

OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

Ample equipment has been provided in this department to assist successful interior decoration with **MAPLE LEAF FLAT WALL COLORS** to all those who are interested.

THE
IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

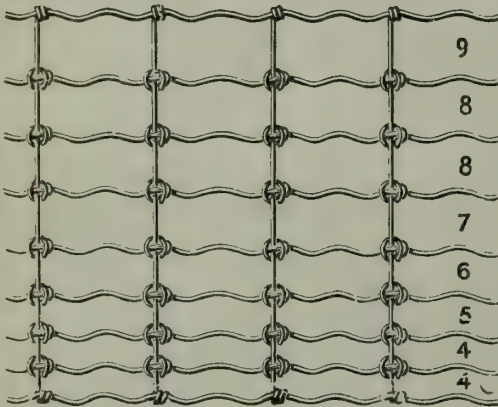
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good
profits and is certain to create enthusiasm among users.

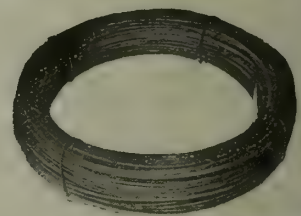
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A.
WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is
unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



Adjustable Scraper No. 81



No. 81—10 in. long, weight 2¼ lbs. List Per Doz., \$18.00.

Packed one in a box.

Stanley Tools

This tool is meeting with considerable favor among Cabinet
Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect
the user's hands. The body and handles are cast in one piece,
and are handsomely nickel plated. The cutter is made of a high
grade of steel.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



LOCKS & YALE LOCKS

YOUR trade is learning that the word "lock" alone is not safe enough in buying locks for their valuable possessions. They are learning that there are locks in which positive security has been carried to the superlative degree.

There is a Yale Lock for every purpose, from the smallest bureau drawer to the largest barn door—from the simplest padlock to the most complicated bank lock. In order that your trade may recognize these locks, we put the word "Yale" on each lock like this:



This word "Yale" on locks and hardware is fast becoming a mark by which people identify an enterprising hardware dealer.

Write us about our free advertising service for dealers.

Address Dealers' Advertising Service.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada; Locks,
Padlocks, Builders' Hardware, Door
Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.



The Same Goods, Same Label, But a NEW Selling-Plan.

OUR present dealers' proposition offers you the same high, uniform, reliable quality; the same consumer advertising, back of the well-known label.

It offers all that has made Berry Brothers' the leading varnish line through fifty-four successful years.

But it also offers a new basis of profit-making and increased-business for one live dealer in every business centre.

This is something YOU ought to know about.

It's something you can't afford to overlook.

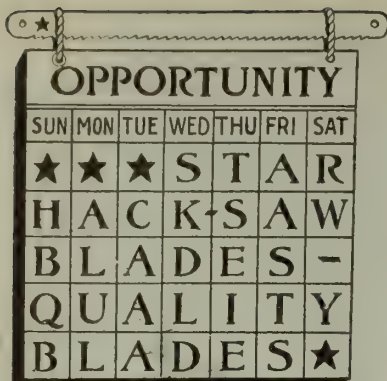
Especially if you are at all interested in making your varnish department a real, live growing factor in your business.

WRITE us today about this new selling plan. Let us show you the way to bigger profits and bigger sales. Let us show you how you can improve your varnish buying not only to your great pecuniary advantage, but also to the greater satisfaction of your customers.

Your inquiry will place you under no obligation whatever.

BERRY BROTHERS

The World's Largest Varnish Makers
WALKERVILLE, ONT.



**A NEW MONTH
ON THE
CALENDAR**

and there's a new
and pleasant ex-
perience waiting
for the man who
never has used

STAR HACK SAW BLADES

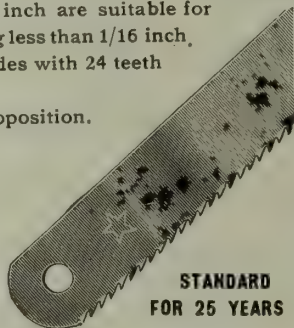
The dealer who stocks Star Hack Saw Blades will be able
to meet all demands without the necessity of carrying
a stock of blades of varying widths and number of teeth
to the inch.

Star blades with 14 teeth to the inch are suitable for
every class of work except tubing less than 1/16 inch.
For such work we use Star Blades with 24 teeth
to the inch.

Write us for our interesting proposition.

Millers Falls Co.

28 Warren St. New York

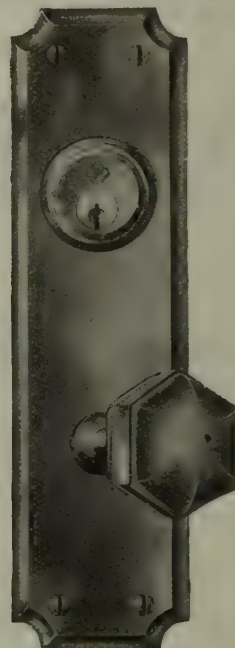


STANDARD
FOR 25 YEARS

**Ensure Absolute Satisfaction
By Selling**

**Peterboro
Hardware**

**An
Artistic
Design
for
1913**



No. 18 and 19 Design

Made in Wrought Brass
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

**MAKE MONEY FROM GOOD
PUMPS—PROFIT**

Unless a metal pump is made just right
it will leak at joints or valves.

"Aremacdee" pumps do not give deal-
ers who sell them
trouble and loss from
defective service in
"Aremacdee" pumps
sold customers.

Pumps for every
use—hand or motor—
force or lift—every
type a dealer can sell.



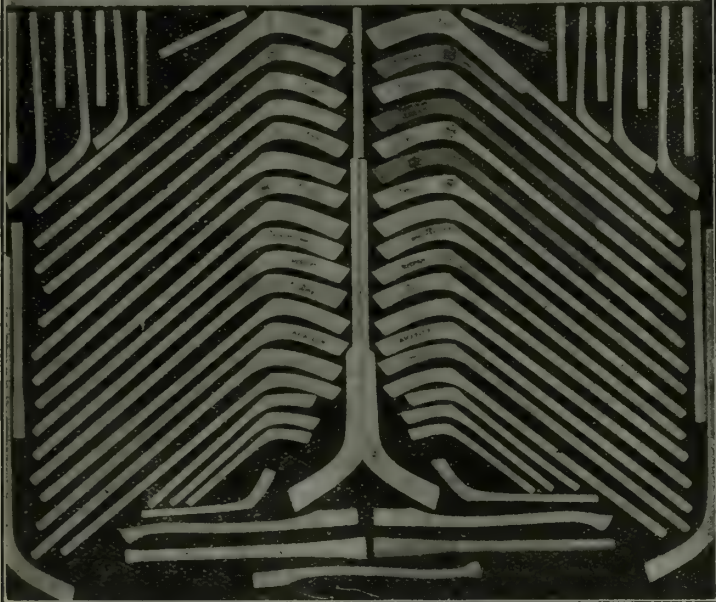
*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

OUR REPRESENTATIVE

IS ON THE WAY
WITH A FULL LINE OF SAMPLES
and will call on the Eastern trade.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS
HANDLES FOR AXES, PICKS,
HAMMERS MINERS ETC

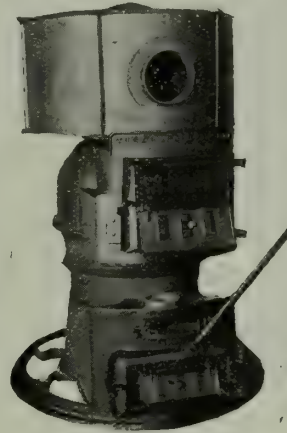


Factory and Head Office, - - - ST. MARY'S, ONT.
Branches, Montreal and Winnipeg

Williams & Taylor

MFRS. AGENTS

288 Princess St., - WINNIPEG



Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

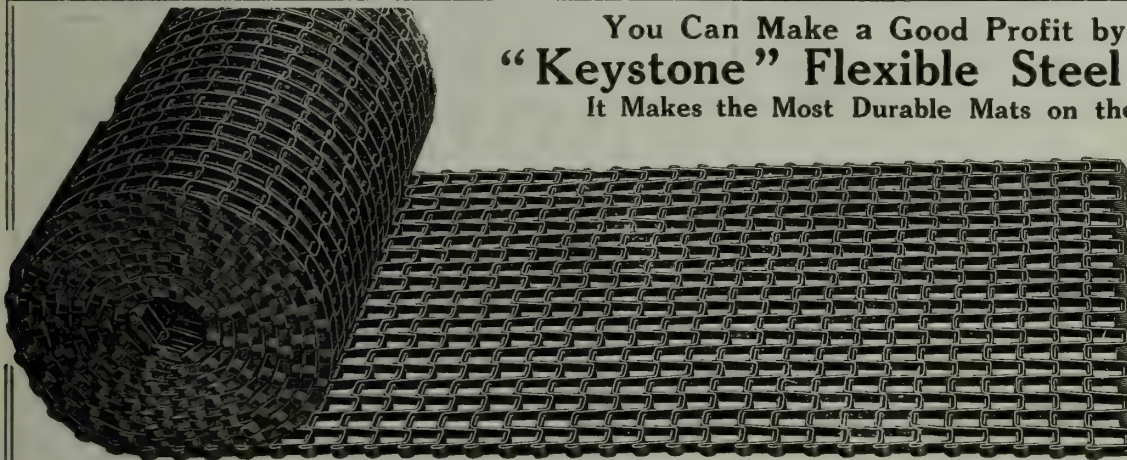
Sussex Mfg. Co.,
Refrigerators

Bolte Mfg. Co.
Concrete Mixers

We carry stocks of the above lines
and can ship promptly.

TRY US.

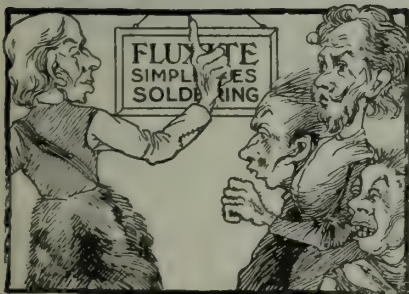
You Can Make a Good Profit by Selling
"Keystone" Flexible Steel Matting
It Makes the Most Durable Mats on the Market



Simplicity of Construction and Thorough Practicability are to be found only in the "Keystone Flexible." NOT FLIMSY, BUT A FREE AND SUBSTANTIAL FLEXIBILITY.

Send us a trial order.

Kuhne-Anderton
Mfg. Co.
PORT HOPE, ONT.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

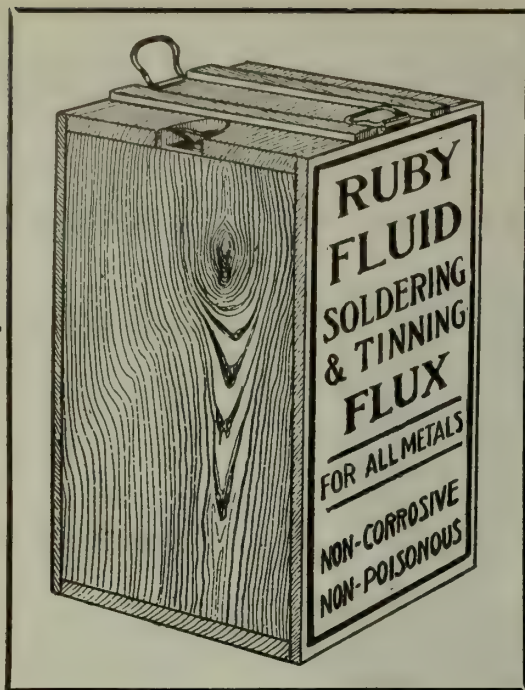
and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

Use it in your own Tinsmith. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.

KINGFISHER LINES



Most Satisfactory Goods to Consumer and Dealer

The Quality of the goods, the packing, appearance, and the reasonable prices at which he can buy the goods pleases the consumer.

The dealer has less trouble and more satisfaction with Kingfisher lines than any other; there is a good margin of profit for the dealer in Kingfisher lines, besides which the dealer never has any dead stock to carry over. There is no "dead stock" in Kingfisher lines. They sell too well. We distribute Kingfisher Lines throughout Canada. We positively supply the trade only.

If you are a dealer in fishing tackle, send us a post card with name, address and business, and we will send you a new illustrated catalogue, telling all about Kingfisher lines.

WM. CROFT & SONS, Distributors for Canada
78 Wellington St. West **TORONTO**

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME PRACTICAL

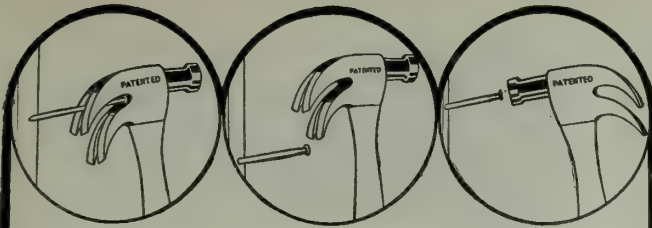
For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

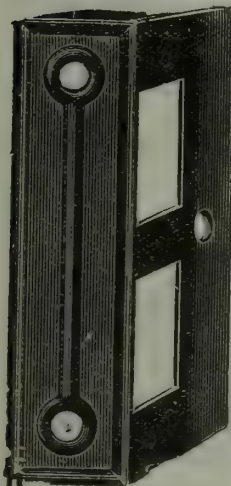
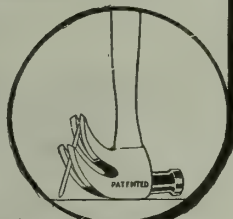
BROOKLYN, N.Y.

Start

Out



Pulls the nail out straight without a block



National Steel Rim Locks

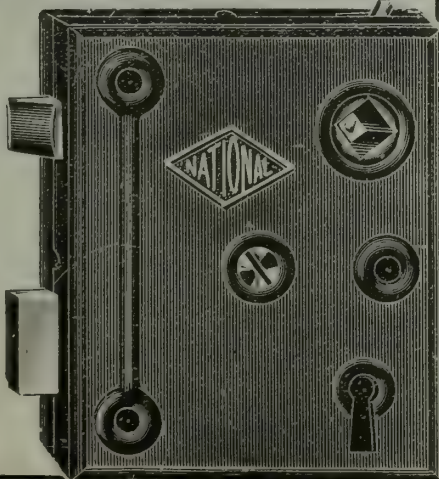
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us for particulars and prices.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT., CANADA



DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard and Special Gauges

LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails."

DOMINION IRON & STEEL CO. Limited

Head Office and Works SYDNEY, N.S.

Sales Offices:
Sydney, N.S., and 112 St. James St., Montreal.



CASTOR OIL

"HOMCO" BRAND

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL
FIRSTS
SECONDS**

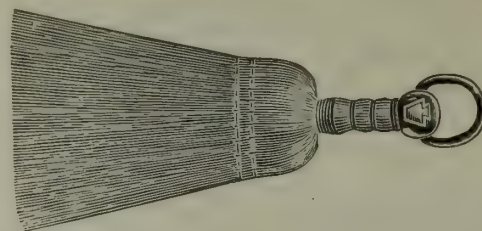
For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

B. & S. H. THOMPSON & CO.

Limited.

MONTREAL - TORONTO - WINNIPEG



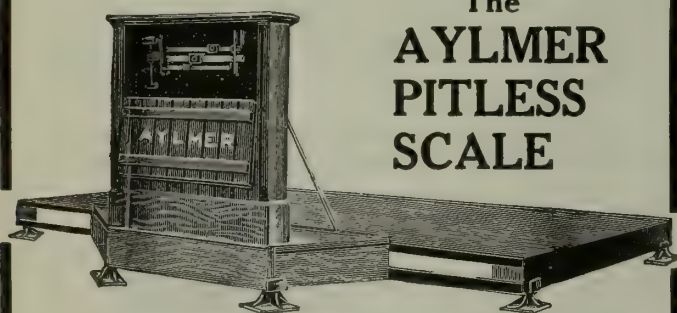
Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we **specialize** on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at **extra special** value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited

PORT ELGIN, ONTARIO



The AYLMER PITLESS SCALE

Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

**The Chatham Malleable and Steel
Manufacturing Co.**

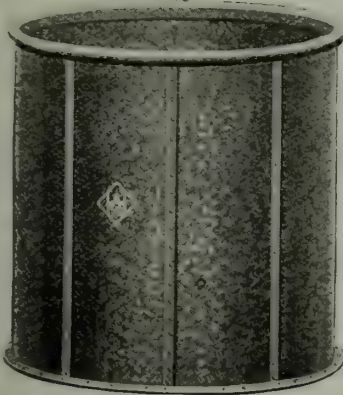
CHATHAM

ONTARIO

Nearly Every Farmer Needs STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

The Heller-Aller Co.
Windsor, Ontario

"THERMO" The Washer

Easy to Sell

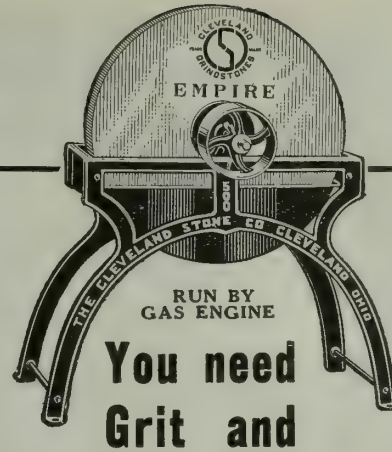
That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



Hardness in Grindstones

Cleveland Grindstones are made exclusively of genuine Berea and Huron stones and these stones are the only ones that uniformly combine the two essential sharpening qualities—*grit and hardness*.

Do not be misled by the term "Berea Grit" into thinking you are getting "Berea Stone." "Berea Grit" is merely a geological name for stone of a certain age. It does not even refer to grinding qualities for agricultural or general uses which constitute your grindstone market. We own the original Berea quarry, the stone from which for 60 years has been the world's standard. You can get this quality only through us.

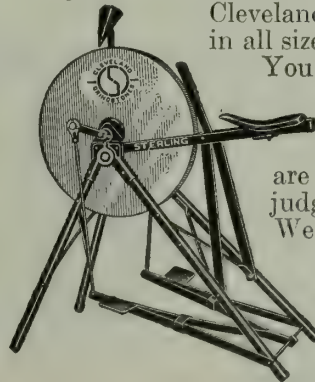
*This New
Trade
Mark
Is on
Every
Genuine
Stone*



This advertisement will bring you new customers who want the Cleveland and will come to you. The pleasure in owning a stone that will put the correct cutting edge on all kinds of tools will give him a "come-back-for-more-goods" feeling for your store.

Cleveland Grindstones are made in all sizes and in various styles.

You will find one adapted to every sharpening purpose. Two of our popular farm styles are shown here. You can judge the others by these. We have a most attractive proposition for dealers who write early for catalogue and prices. There is good profit in selling Cleveland Grindstones.



The CLEVELAND STONE CO.
CLEVELAND, OHIO



The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

CAVERS BROS.

MANUFACTURERS

GALT

ONT.



Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.
Limited

OTTERVILLE

ONT.



The H. P. Sframotor shown here is equally efficient on row crop or orchard work. Twelve nozzles that cannot clog—sprays with 125 lbs. pressure—gets after germs, parasites, canker worms, makes the blight impossible, giving crops greatest possible chance for maximum development.

This machine will thoroughly spray two acres of row crop in 30 minutes—the increased yield will refund cost several times every season.

Note:—There's a Sframotor built for your exact requirements. Prices range from \$6.00 to \$350.00. You owe it to yourself to find out all there is to know about it. We forward you the facts with our treatise on "Crop Diseases" without placing you under any obligation to buy.

SPRAMOTOR WORKS

72 KING ST., LONDON, CAN.

ARCTIC METAL

For Cool Bearings

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER**

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

Scythes & Company, Limited

DEALERS IN

Cordage, Twines, Cotton Duck,
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

THE HOPKINS MFG. CO., Limited

Jute and Cotton Bags, Tents, Tarpaulins and Flags
and

THE DOMINION WASTE MFG. CO., Limited

Cotton and Wool Waste

An inquiry will bring our salesman

SCYTHES & COMPANY, LIMITED

18-22 Church St., Toronto and 33 Common St., Montreal

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERs

½-lb. tins—
3 doz. in case

THERE IS ONLY ONE
GERMANTOWN LAMP
BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.



THE LARGEST PRODUCER
& SHIPPER IN U.S.A.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

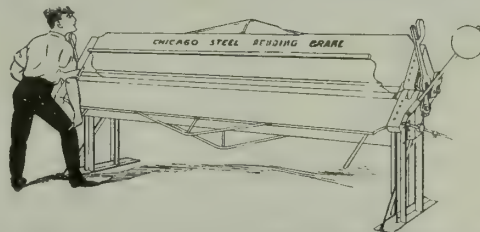
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



CHICAGO STEEL BENDING BRAKES

"We have been using your Steel Brakes for 7 years. We cannot recommend your machines strongly enough, as they do the greatest variety of work, and are the quickest and easiest to handle, and at the same time turn out better work than any other Brakes we have used.

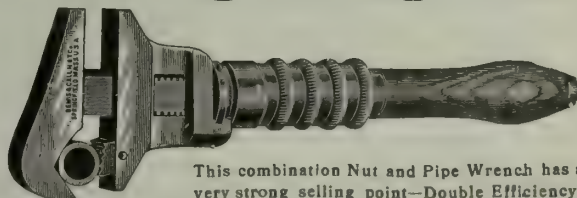
"The Steel Straight Edge we are using we find indispensable when once tried. Yours truly,

"WESTERN SHEET METAL CO.

"Per J. M. CAMPBELL."

The Steel Bending Brake Works, Chatham, Ont.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOLS.

Send For Our New Catalog



Most complete line of

SCREW DRIVERS AND
SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BABBITT METAL.

SPooner's No. 1 Hot Boxes
NON FRICTION ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

W J. H. BUTLER, LTD.



Wolverhampton, England

Manufacturers of
Chest Handles,
Spout Brackets,
Steel Rakes, Kettle
Ears, Rivets, and all
kinds of fittings for
Iron and Tin-plate
workers' use.
Wedges, Clips and
Wire Strainers for
all kinds of Wire
Fencing.
Illustrated list on
application.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building

36 ST. PAUL STREET, - QUEBEC

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates,

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street.

STAPLES.



Hardwaremen: Ask your jobber for Poultry Netting Staples put up in handy packages to retail at 5c and 10c.

JAMES & REID, [Perth, Ont.
Makers of Good Staples

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

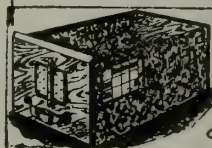
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL
HARDWARE SHELF BOX

Saves 20% Shelf Room
over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

KERNCHEN BUILDING VENTILATORS



Write for pamphlet and Particulars, It works on the Siphon Principle.

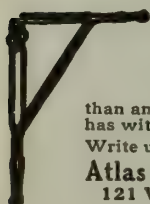
PORTABLE BAKE
OVENS

35 Sizes. Bake Shop
Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

Atlas Manufacturing Company
121 Water St., New Haven, Conn.

LETTERS

White Enamelled, Copper,
Stamped Brass and Aluminum
Good Quality at the Right Price.
E. Richardson & Co., 147 Church St., Toronto

NUMBERS

A want ad. in this paper will
bring replies from all
parts of Canada.

Attention!

Here's the line of splendid sellers



NO. 1 (SOLID)



NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the Buster Brown Children's Express Wagons?

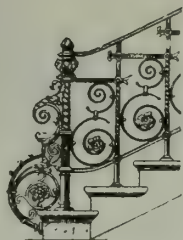
They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

When writing advertisers, kindly mention having seen the ad. in this paper.



Separate
Catalogue
for Each
Line

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

**New Designs
Low Prices**

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The **INFALLIBLE GLAZIER'S DIAMOND**

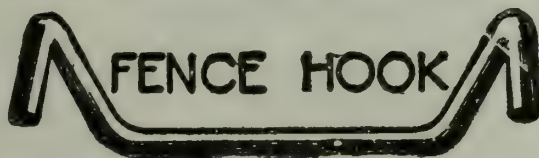
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - **London, Eng.**
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG	PEASE FOUNDRY COMPANY, LIMITED TORONTO	PEASE PACIFIC FOUNDRY LIMITED VANCOUVER
---------------------------------------	---	--



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Cellings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

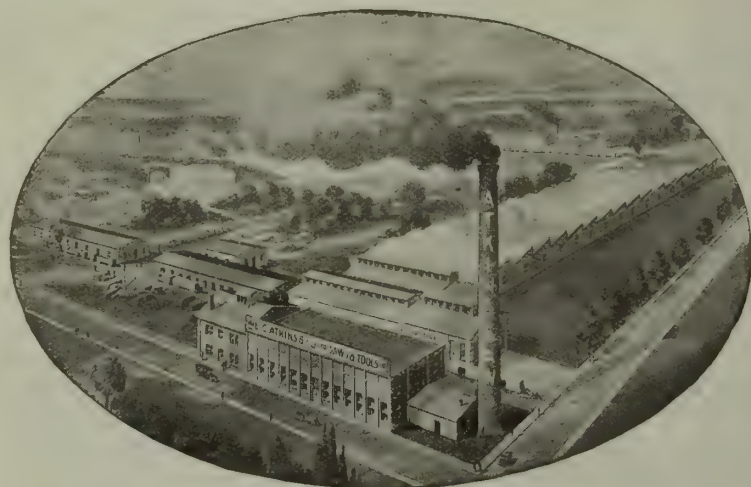
Correspondence Solicited.

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

LOOK ON THE BOTTOM

FOR THIS "OAKVILLE" TRADE MARK

PURE ALUMINIUM COOKING UTENSILS

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

MADE IN CANADA

Best Goods Best Prices Best Deliveries

Write to-day for our special bargain assortment offer this month

"WILL OUTWEAR ANY WARE"

THE WARE MFG. CO. LTD. OAKVILLE, ONT.

OVER 1,000,000 SOLD

GRAB'S AUTOMATIC FOOT SCRAPER

Every Doorstep Needs One

Best known and most popular hardware specialty in the world. GRAB'S AUTOMATIC FOOT SCRAPER is the only Foot Scraper that cleans sides and bottom of shoe in one operation; can be rotated and swept under.

Every housewife wants one. Your store cannot afford to be without them. Always retails for \$1.00. Liberal discount to dealers.

Write
VICTOR M. GRAB & CO.
1143 Ashland Bldg.
Chicago, Ill.

RETAIL PRICE \$1

VICTOR M. GRAB & CO. MAKERS CHICAGO, ILL.

GERMANTOWN LAMPBLACK

Quality is remembered long after price is forgotten.

We are the originators and manufacturers of the World's Famous Old Standard, Eagle, Pyramid, and Globe Germantown Lampblacks. Look for the Red Seal on every package. Why buy the "Near Brand" when the best is procurable.

The L. Martin Co. Established 1849
New York, Philadelphia, Cincinnati, London, Eng.

HOHLFELD MANUFACTURING COMPANY

Largest Line

Leading in Color Effects, Designs and Patterns.

Hammocks and Couches

Have a well-earned reputation for satisfactory service and salability.

PHILADELPHIA PENNA., U.S.A.

No Rusty Screws

No more Rusty Screws, we now Electro Galvanize our Pressure Screws, Clamp Screws and Steel Ball Bearings. The Pressure Screws and Clamp Screws are galvanized after the thread is cut. This positively prevents rusting.

Why not order Anchor Brand Wringers when placing your next order?

Lovell Manufacturing Co. Erie, Pa.

Electro Galvanized

High Grade Builders' Hardware

including

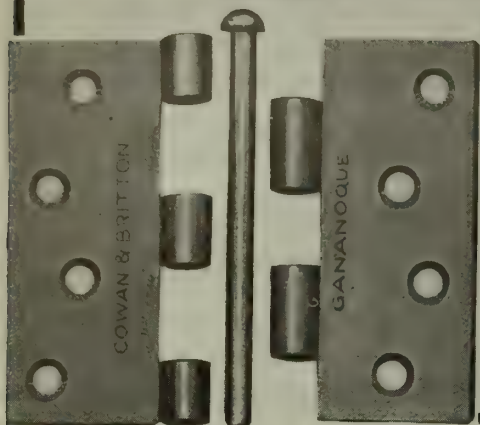
Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

GARDEN SWINGS

2 or 4 Passengers

FOR PARTICULARS APPLY TO
J. E. Beauchamp & Co.

61 St. Sulpice St.

Montreal

When writing advertisers
kindly mention having seen
the advertisement in this paper



The
**WHITE
MOP
WRINGER**

3



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.

2



MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



LONDON BAR IRON

is the best line of bar iron
that money can buy. It pos-
sesses a uniformity of tex-
ture, toughness, and easy
workability that means per-
fect satisfaction both to you
and to your customers. And
the price is as low as we can
make it without sacrificing
anything of its quality.

London Rolling Mill Co., Ltd.

LONDON

CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

An immense amount of Illuminating Glassware is necessary in the lighting of offices, stores and factories. You really ought to give this branch of trade special attention because it is so profitable and satisfactory.

Translux Glassware

includes a line designed especially for commercial purposes. It is in fine, conservative style, moderate in price, and, like all Translux Glassware, exerts a splendid effect upon light.

There's a big opportunity here. Stock Translux and go after it. Write us for photographs.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road,
LONDON, ONT.



R. E. Davis,
Representative

"CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles Electric Irons
Electric Food Warmers Electric Grillers
Electric Toasters, Etc.

Write
to-day for
latest
Catalogue
Liberal
Discount



Bright Glowing Electric Fire.

AGENTS WANTED

TOWNSHEND'S ART METAL CO., Ltd.
Ernest Street, BIRMINGHAM, ENGLAND

Absolute-
ly Safe
Thorough-
ly reliable
Guaran-
teed for
12 months

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Good Files For a Good Trade



"The only Line of
Files from 3 to 24
inches that are
made absolutely of
**CRUCIBLE
STEEL**"

Every "Delta File" which you sell will be an advertisement to your store—it will be the means of bringing you re-orders as well as many new customers.

In the manufacture of Delta Files the greatest care is exercised so as to keep them in the lead which they have so long maintained. The cut of Delta Files is clean and quick—the well shaped teeth assure long service. There is a shape and size to meet the requirements of every file user.

If you are not familiar with the exceptional quality of the Delta, let us connect you with some dealers — they'll tell you all about it.

If your jobber cannot supply you, write us.



This Trade Mark

Safeguards the interests of thousands of file users everywhere.

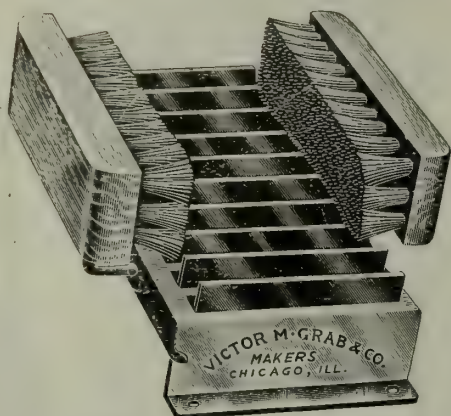
DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Son & Co., Toronto;
Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax
Merrick-Anderson Co., Winnipeg



FOOTSCRAPERS---FOOTSCRAPERS

NOW IS THE TIME TO SELL THEM



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation.

Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

Retail Price, \$1.00

Dealers Price, \$7.00 per doz.

f.o.b. Berlin

SEND YOUR ORDERS NOW

ONWARD MANUFACTURING COMPANY

BERLIN

:-:

ONTARIO

Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

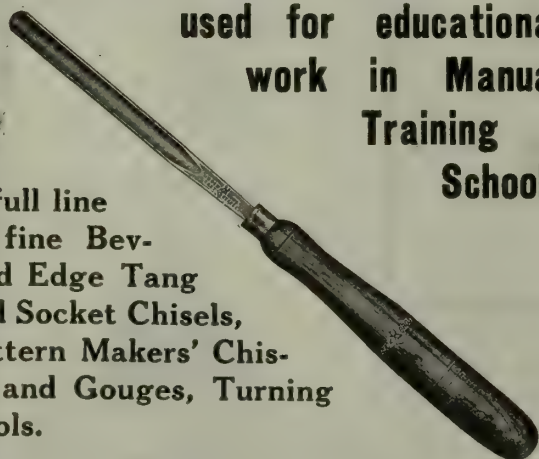
The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury,

Mass., U.S.A.



GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, un-sanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales.
Guaranteed 5 years--good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

Limited

TWEED

ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg.
Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.;
Gordon & Son, Eburne, B.C.

INDEX TO ADVERTISERS

Allan Hills Edge Tool Co.	7	Croft, Wm., & Sons	72	Kuhne, Anderton Co.	71	Pittsburg Lamp Brass & Glass Co..	87
American Shearer Co.	78	Cummer-Dowsell, Ltd.	10	Kyle, P.	78	Pratt & Lambert	66
American Wringer Co.	14	Davidson, Thos., Mfg. Co.	14	Laidlaw Bale Tie Co.	68	Ramsay, A., & Sons Co.	64
Atkins & Co., E. C.	80	De Forest Sheet & Tinsplate Co.	85	Leslie, A. C., & Co.	32	Raymond Bros.	73
Atlas Mfg. Co.	78	Delta File Works	83	Lewis Bros., Ltd.	3	Robertson, P. L., Co.	59
Auto Controller Co., The	71	Dennis Wire & Iron Co.	79	London Bolt & Hinge Works.....	7	Ross Rifle Co.	88
Aylmer Pump & Scale Co.	74	Disston, Henry, & Sons	21	London Foundry Co.	75		
		Dominion Cartridge Co.	32	London Rolling Mill Co.	82		
Barber Asphalt Paving Co.	19	Dominion Iron & Steel Co.	73	Lovell Mfg. Co.	81	Saskatchewan Glass & Supply Co..	80
Barnett, G. & H.	68	Dorken Bros.	8	Lowe Bros., Ltd.	55	Seymour, Henry T., Shear Co.	79
Barton Netting Co.	85	Double Claw Hammer Co.	73	Lufkin Rule Co. Inside back cover		Sharrat & Newth	79
Baxter Stove Co.	25			Lundy Shovel & Tool Co.	11	Shaw, A., & Son	79
Beauchamp, J. E.	82	Findlay Bros.	25	McArthur, Alex., & Co.	5 9	Sheet Metal Products Co.	2
Bemis & Call Hdw. & Tool Co.	77	Ford Auger Bit Co.	61	McClary Mfg. Co.	22 23	Smith Hardware Co., Ltd.	5
Birmingham, T. F.	77	Fox Gun Co., A. H.	15	McDougall, R., Co.	70	Southington Mfg. Co.	78
Berry Bros.	69			McGlashan-Clarke Co.	80	Spooner Co., Alonzo W., Ltd.	78
Black, Thos.	20	Gillette Safety Razor Co.		Magnolia Metal Co.	10	Spramotor Co., The	76
Bosse & Banks	78	Inside front cover	77	Martin, The L., Co.	81	Standard Chain Co.	12
Bowser, S. F., & Co., Ltd.	51	Glidden Varnish Co.		Martin-Senour Co.	67	Standard Paint & Varnish Co.	63
Brandram-Henderson, Ltd.	55	Outside front cover		Maxwell, D., & Sons	76	Stanley Rule & Level Co.	68
Brantford Oven & Rack Co.	78	Goodell-Pratt Co.	31	Mekins & Sons	29	Star Expansion Bolt Co.	20
Bridgeport Hdw. Mfg. Corp.	78	Grab, Victor M., Co.	81	Metallic Roofing Co.	17	Steel Bonding Brake Wks.	77
Buck Bros.	29	Greening, B., Wire Co.	12	Metals Shingle & Siding Co.	13	Steel Co. of Canada, Ltd.	6
Burgess Norton Co.	7	Gutta Percha & Rubber Mfg. Co.		Millers Falls Co.	70	Steel Trough Machine Co.	84
Burman's Clippers	31	Inside back cover		Moore & Co., Benjamin	61	Stevens, G. F., & Co.	61
				Morris & Bailey Steel Co.	12	Stevens, Hepner Co.	74
Cameron & Campbell	78	Hamilton & Son, C. J.	19	Morrison Brass Mfg. Co.	88	Stewart, Jas., Mfg. Co.	24
Canada Glue Co.	11	Hamilton Cotton Co.	83	Myers & Bro., F. E.	63	St. Mary's Wood Specialty Co.	71
Canada Metal Co.	78	Hamilton Stamp & Stencil Wks.	78			Still, J. H., Mfg. Co.	
Canada Paint Co., The	65	Harrington & Richardson Arms Co.	10	National Cutlery Co.	26	Inside back cover	
Canada Steel Goods Co.	8	Heipisch, R., Sons Co.	59	National Hardware Co.	73	Sythes & Co.	77
Canada Wire & Iron Goods Mfg. Co.	72	Heller Aller Co.	75	National Mfg. Co.	9		
Canadian Copper Co.	61	Hohlfeld Mfg. Co.	81	Nicholson File Co.	18	Tallman Brass & Metal Co.	76
Can. Fairbanks-Morse Co., Ltd.	2	Hutton, Jas., & Co.	76	Nickel Plate Stove Polish.	77	Thompson, B. & S. H.	74
Canadian Heating & Vent. Co.	64			North Bros. Mfg. Co.	1	To-onto Plate Glass Importing Co.	59
Canadian Oil Co.	64	Imperial Varnish & Color Co.	67	Nova Scotia Steel & Coal Co.	63	Townsend's Art Metal Co., Ltd.	83
Canadian Ruby Chemical Co.	72	International Varnish Co.	57				
Canadian Tube & Iron Co.	27			Oakey, John, & Co.	82	Walker Bin & Store Fixture Co.	27
Cavers Bros.	76	James & Reid	78	Onaida Community Co.		Want Ads.	62
Caverhill, Learmont & Co.	4	Jamieson & Co., Ltd., R. C.	63	Outside back cover		Ware Mfg. Co.	81
Chatham Malleable & Steel Co.	74	Johns-Manville Co., H. W.	26	Ontario Lantern & Lamp Co., Ltd.	29	White Mop Wringer Co.	82
Chicago Flexible Shaft Co.	30	Johnston, H. E.	74	Onward Mfg. Co.	84	Whitman & Barnes Mfg. Co.	18
Chicago Spring Butt Co.	75			Otterville Mfg. Co.	76	Wilkes-Martin-Wilkes Co.	77
Cleveland Stone Co.	70	Kenrick & Sons, Ltd., Archibald.	26	Owen Sound Wire Fence Co.	68	Williams & Taylor	71
Collette Mfg. Co.	70	Kinzing Bruce & Co.		Parmenter Bullock Co., The	78	Winipeg Paint & Glass Co.	53
Consumers Cordage Co.	28	Inside back cover		Pease Fdry. Co.	79	Woods, Walter, & Co.	1
Cowan & Britton	82			Peterborough Lock Co.	70	Woodstock Wagon & Mfg. Co.	79
				Pink, Thos.	17	Wright, E. T., & Co.	27
						Yale & Towne	69

Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating guage. It will be cheerfully furnished.

THE DEFOREST SHEET
& TINPLATE CO.

Niles, Ohio.



Quick Deliveries

Superior Quality

6,000 tons of standard
sizes carried in Mill
Warehouse.

Canadian Sales Agents:

WITTING BROS.

Montreal,

-

P.Q.

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Anti Rattlers.**
Fernald Mfg. Co., North East, Pa.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co., Niagara Falls
- Belting, Hoses, etc.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cardland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Kinsinger Bruce & Co., Niagara Falls.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakin & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowwell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowwell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowwell Ltd., Hamilton, Ont.
American Winger Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburg, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Brett Co., Toronto.
Henderson & Richardson, Montreal.
Heinrichs, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
Drills, High Speed.
Alexander Gibb, Montreal.
Drinking Cups.
Hero Mfg. Co., Philadelphia.
Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Simonds, Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Arms Co., Worcester, Mass.
O. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
Archibald Kenrick & Sons, Winnipeg, Man.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds.**
Peltou, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Goggles.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- American Grinder Mfg. Co., Milwaukee.**
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
O. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
- St. Mary's Wood Specialty Co., St. Mary's.**
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

- Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos. & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lyaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H. & Co., Montreal.
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
Deforest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bowser, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packings.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Decorative Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Douglass Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Leasht, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Quick Shift Anti Rattlers.
Fernald Mfg. Co., North East Pa.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Onedia Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorcen Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Honcs.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.
Canadian Ferroteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Archibald Kenrick & Sons, Winnipeg.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C. & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Seythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Onedia Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Sprocket Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Douglass Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windshields.
Kinsinger Bruce & Co., Niagara Falls.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Waford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 473 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

"Ross" Rifles in India



Few Canadian dealers in Sporting Rifles would credit the number of "Ross" 280 High Velocity Rifles which are sold in India. Owing to the large demand we were completely sold out at the end of 1912.

In Canada the merit of this 280 is becoming better known and there is a great increasing sale for it. Dealers who have the foresight not only to stock it—but to *show* it to prospective customers, are making good day's sales on just a single transaction.

There are to-day in Canada many men who can afford to buy the best and the best sporting rifle is the "Ross." Other models retail at from \$25.00 and upward.

Catalogues and terms on application.

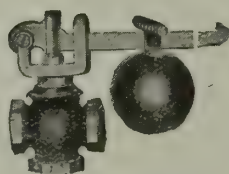
ROSS RIFLE CO.

-

QUEBEC



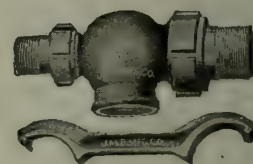
Water Gauge Mounting
Brass Wheel Handles.



Safety Valve—Lever
and Weight Type.



Steam and
Oil Separator.



"Gem" Ejector.

Our Engineers' Supplies, Brass Goods, Pipe Fittings and Tools

Will Be a Valuable Asset To Your Business

Your trade will certainly be well pleased with the quality of our goods, and you will make a splendid profit.

Let us quote prices on any line or lines in which interested. Write to-day.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West
TORONTO



J. M. T.
Hose Gate Valve
with Cap and Chain.



J. M. T.
Globe Valve.



Pop Safety Valve.



Relief Valve.



Oil Cup—Quick
Stop, Sight Feed.



Steam
Whistle.



Gauge Cock
Brass Wheel Handle.

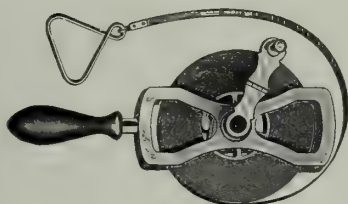


Steam Cock
J. M. T. Standard.

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The Strong Advantages of

Pearson's Patent Poke No. 2

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Give it a trial—the results are just the kind you want.

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**There's a good sale
for them.**

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



Bathroom Fixtures



A Classy Soap Dish with Opal Slab and Ring Hook. We would furnish the ring, too; but really can't afford to, at the price.

TRY US WITH A RUSH ORDER.

We will make good.

Kinzinger, Bruce & Co., Ltd.
NIAGARA FALLS, CANADA

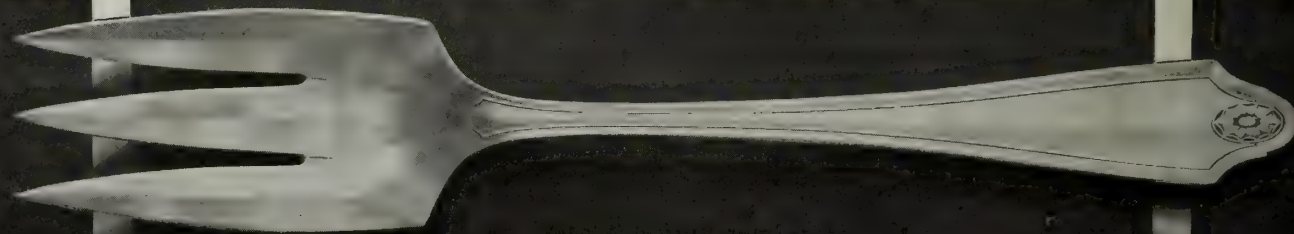
COMMUNITY
SILVER

THE FAMILY
PLATE



YOU DON'T NEED A
MICROSCOPE to show
your customers the solid silver
"overlay" on the bowl of
Community Silver spoons and forks.

It's visible to the naked eye!



GEORGIAN DESIGN

ONEIDA COMMUNITY, Ltd. :: :: Oneida, N. Y.

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 14

April 5, 1913

GALVANIZED

*"The
Dealer's
Stand-by"*

SHEETS

*"The
Metal Worker's
Choice"*



PITTSBURGH

Loom Works To Your Warehouse Without Transhipment

This brand of galvanized sheets is made from the best and most carefully selected raw materials. Well coated, true to gauge, uniform in working quality, trustworthy in every respect.

Sold By All First-Class Metal Houses.

B. & S. H. Thompson & Co., Limited

Canadian Sales Agents

MONTREAL

WINNIPEG

TORONTO

Big Ben



Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.

Eagle Mop Wringer and Bucket

An Exceptionally Good Value
to Offer Your Trade

When customers call for a good mop wringer and bucket you should be able to supply them with this one.

Nothing but the very best materials are used in its construction.

It gives every user satisfaction because it does the work as it should be done and gives long service.

Let us send you our catalogue on
Wooden Ware, Brooms, Brushes,
Willow Ware, Cordage, Twines, etc.
Write to-day.

Walter Woods & Co.

HAMILTON AND WINNIPEG

SUPPLY YOUR FARM TRADE

with

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

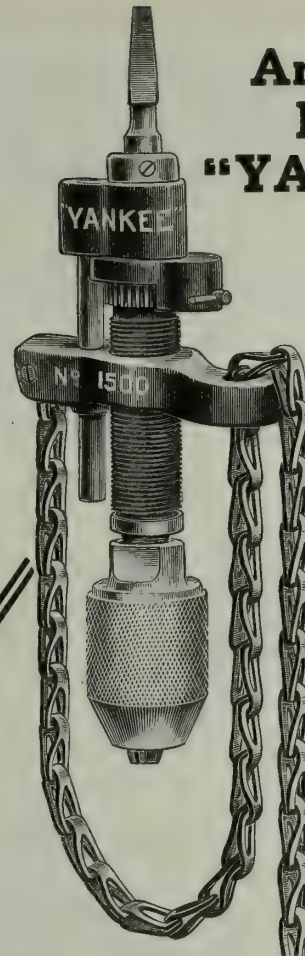
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS -- ONT.

Another New "YANKEE"



No. 1500 with
3 Jaw Chuck.

No. 500 with
2 Jaw Chuck.

"YANKEE" CHAIN DRILL

with Positive Automatic
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

BETTER WRITE YOUR JOBBER

North Bros. Mfg. Co.

PHILADELPHIA, PA.

There's A Big Demand For This Goulds Air and Water Force Pump

Every home owner who does not have city water works service is a good prospect for the sale of one of these pumps.

The pump can be furnished either for attic tank or pneumatic pressure tank water supply systems. When supplied for pneumatic tank service it is equipped with an air valve and furnishes both the air and water for the tank.



FIG. 1613—Jack connected to the Fig. 1604 Pump, adapting it for power drive.

By means of the Goulds jack, the pump can be easily adapted for power drive as shown.



Fig. 1604

Write For Our Pump Catalog

The Canadian Fairbanks-Morse Company LIMITED

Montreal

St. John

Ottawa

Toronto

Winnipeg

Saskatoon

Calgary

Vancouver

Victoria

S.M.P. WATERING POTS

Fitted With

Seamless Breasts, Patent Zinc Roses and Detachable Spouts,
Plain Tin or Japanned Galvanized



Prices on
Application



Quarts - - - 1 2 3 6 10 14
Case lots doz. - 6 3 3 3 2 2

Quarts - - - 6 10 14
Case lots doz. - 3 2 2

THE SHEET METAL PRODUCTS CO. of Canada Limited

SUCCESSORS TO

Kemp Manufacturing Co.

Montreal

TORONTO

Winnipeg

WE CARRY EVERYTHING

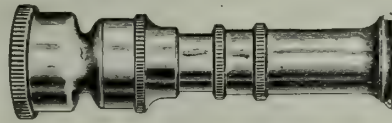
IN

GARDEN AND LAWN TOOLS



REVOLVING TOP
LAWN SPRINK-
LERS

Aetna, 20 in. high
Columbia, 12 in. high



HOSE NOZZLES
Magic, Eclipse, Gem,
Canadian Gem, Mystic.



MYERS SPRAY PUMPS
We also carry Hand Sprayers.



See our Salesmen
or
write us for prices
NOW



GARDEN HOSE.

Black Diamond
High Grade

Bull Dog
Medium Grade

We Carry a Full Line of Hose Fittings

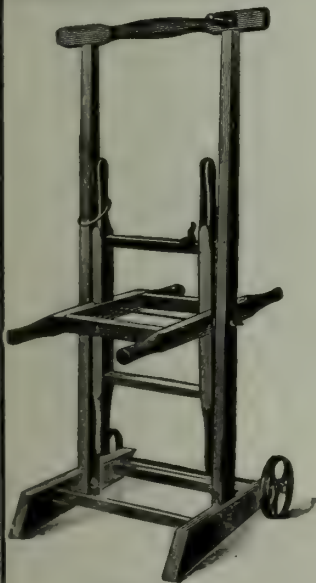


WEEDERS.

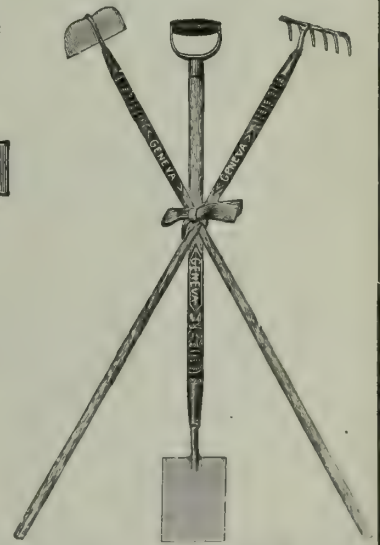
We have a good line of Weeders, Turf Edgers,
Hoes, Rakes, etc.

We carry a Large Assortment of Floral Tools.

Ours is the Finest Line in Canada on
LAWN MOWERS



HOSE REELS
Four Styles.



FLORAL TOOL SETS
Half Dozen Kinds.

LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER

BLASTERS' FRIEND

(A Non-Freezing Substitute for Nitro-glycerine Dynamite)

The Farmer can save much Time and Money by using for Stumping and Breaking up Land; Excavating of every kind; Draining Swamps; Felling Trees; Planting Fruit Trees; Ditching; Log-Splitting, Etc.

BLASTERS' FRIEND is a non-freezing, High Explosive used for all kinds of blasting operations, and is a perfect substitute for nitro-glycerine dynamite, but without the following objectionable features of that explosive: It contains no nitro-glycerine, hence **will not freeze**, which **eliminates all the danger and expense incident to thawing explosives**. It produces no noxious smoke or fumes when exploded, consequently **does not cause headaches**. It is less sensitive to shocks, friction and jars, hence can be handled, stored and used with much greater safety than can nitro-glycerine dynamite.

BLASTERS' FRIEND is put up in cartridge form, in various sizes, and in various grades, such as 40, 50 and 60%, and is packed 50 pounds net to a case. It can be stored in any dry, ventilated building indefinitely without deteriorating in any way. It can be exploded by use of fuse with No. 6 Blasting Caps or with Double-strength Electric Exploders, and to develop its full power (as well as that of any other high explosive) nothing under that strength cap or exploder should be used.

The fact that the Dominion Government, many railroad contractors and large mining and quarrying concerns use **BLASTERS' FRIEND** should be considered sufficient proof of its efficiency, safety and reliability in general.

BLASTERS' FRIEND will prove a profitable and otherwise advantageous line for you to handle. Write for Catalogue of Explosives and Accessories.

DOMINION EXPLOSIVES, LIMITED,
OTTAWA, CANADA

Foot, Gap, Squaring and Slitting Shears

For Slitting or Trimming Sheet Metal
Any Length Not Exceeding
16 Gauge in Thickness

The Assurance of
Good Work and a
Saving of Time.

We make them with two depths of gap, viz.: 15 and 18 inch. The 15-inch will slit the centre of a 30-in. sheet, and the 18-in. a 36-in. sheet.

Drop leaf tables are furnished on each end of bed for supporting long sheets. The hold-down, operated by a hand lever, is adjustable for various thicknesses of metal.

The knives are ground perfectly true and require no packing.

The
BROWN-BOGGS CO., Limited
HAMILTON, ONTARIO, CAN.

Tinsmiths' and Sheet Metal Workers' Tools,
Presses Dyes.

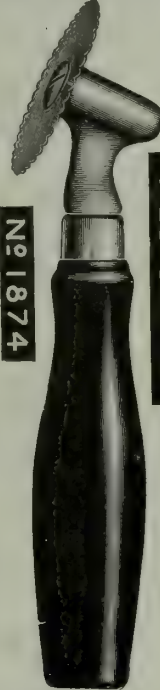


RED DEVIL TOOLS

If you have never stocked them, try a sample order



No 1874



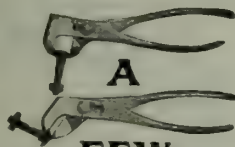
"RED DEVIL"



"RED DEVIL"

No 1873

PAPERHANGERS' ROLLERS AND KNIVES



A

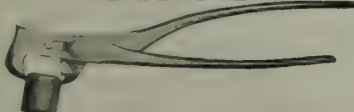
FEW



DIFFICULT



GRIPS



EAGLE CLAW WRENCH

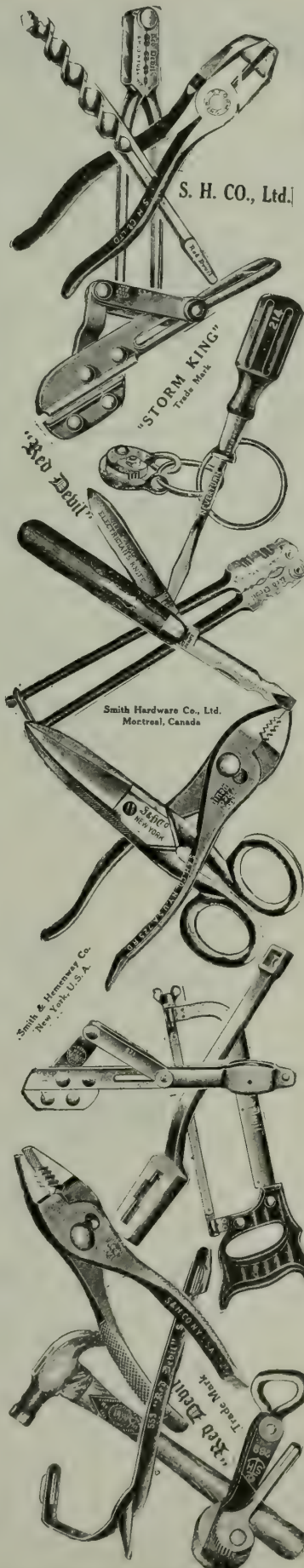
The 45 deg. wrench is made on an angle of 45 degrees and does work in places where it is impossible to set with any other tool.

It will pay you to put in a stock of this line.

Three Sizes

7-inch. up to 1/2-inch. pipe or any object up to 1-inch. square.
10-inch. up to 1-inch. pipe or any object up to 1 1/2-inches. square.
13-inch. up to 1 1/4-inch pipe or any object up to 2 inches. square.

SMITH HARDWARE CO., LIMITED,
MONTREAL



S. H. CO., Ltd.

"STORM KING"
Trade Mark

Smith Hardware Co., Ltd.
Montreal, Canada

Smith & Henshaw Co.
New York, U.S.A.

"Red Devil"
Trade Mark

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

IRON & STEEL

Pig
Angle
Forged Horseshoe.
Band.
Refined
Merchant Bar.
Galvanized Bars.
Concrete Bars
(plain and twisted)
Rivets, etc.

**Book Your Orders Now
For Spring Delivery.**

**WIRE NAILS, WIRE, STAPLES
PUTTY and WHITE LEAD.**

We would be pleased
to quote you on "In-
vincible" wire fenc-
ing.

Field
Lawn
Poultry
Railway
GATES.

SCREWS

Iron
Brass
Bronze
Plated
Dowel
Felloe
Drive
Rim
Machine
Side Knob
Cap

SPIKES

Railway
Pressed or Ship
Drift or Wharf
Pole
Shimming
Wire

BOLTS and NUTS

SHOT

**IRON and COPPER RIVETS
and BURRS**

BRIGHT WIRE GOODS

TACKS

Carpet
Cut
Gimp
Upholsterers'
Leather Head
Shoe-Finders'
Trunk and Clout
Copper
Double Pointed
Strawberry Box
Glazier Points
Steel Fasteners

—SALES OFFICES—

HAMILTON
Vancouver, B.C.

MONTREAL
Victoria, B.C.

TORONTO
St. John, N.B.

WINNIPEG
Halifax, N. S.

PLAY BALL



SAMSON SPORTING GOODS

Have that snappy, attractive appearance that is an invitation to get out and play. The **SAMSON** Base Ball Goods are made up to a standard that satisfies.

Send us your orders.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

We Ship Promptly

Toronto

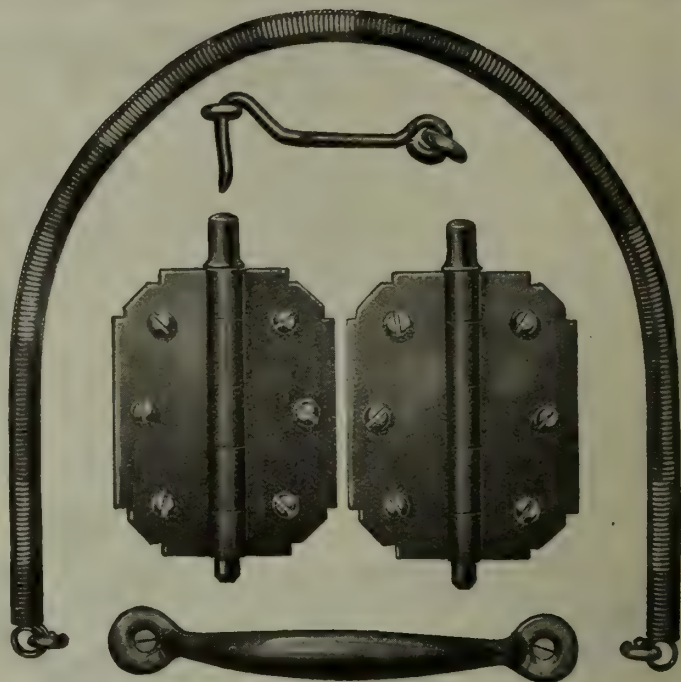
Our Prices Are Right

Graham Nails are the Best

THE CRESCENT SCREEN DOOR SET

The Crescent screen-door set looks attractive. It is easy to put on, and the loose pin butts, that are furnished in the set, makes removing the door an easy matter. The extra heavy spring always closes the door, and does not weaken or stretch out.

The set is packed complete in a box, and consists of 1 pair loose pin butts, 1 extra heavy spring, 1 wrought steel cabinet handle, 1 steel hook with necessary screw eyes. Black enamelled finish.



The Crescent Screen Door Set

Canada Steel Goods Company, Limited

HAMILTON,

::

::

ONTARIO

Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL
OUTWEAR
ANYWARE

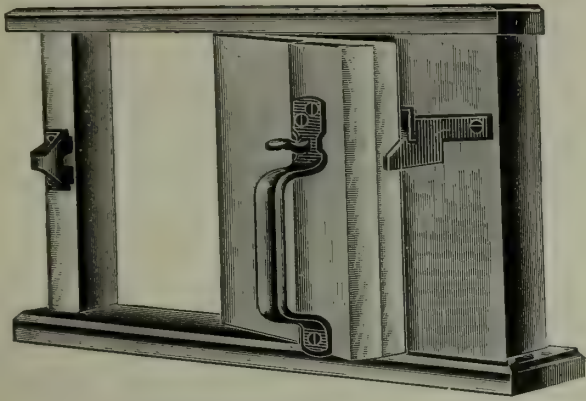
MADE
IN
CANADA

Best Goods
Best Prices
Best Deliveries

Write to-day for
our special bar-
gain assortment
offer this month

THE WARE MFG. CO. LIMITED OAKVILLE, ONT.





Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

Each latch is supplied with a catch to hold the door open. The whole heavily japped, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

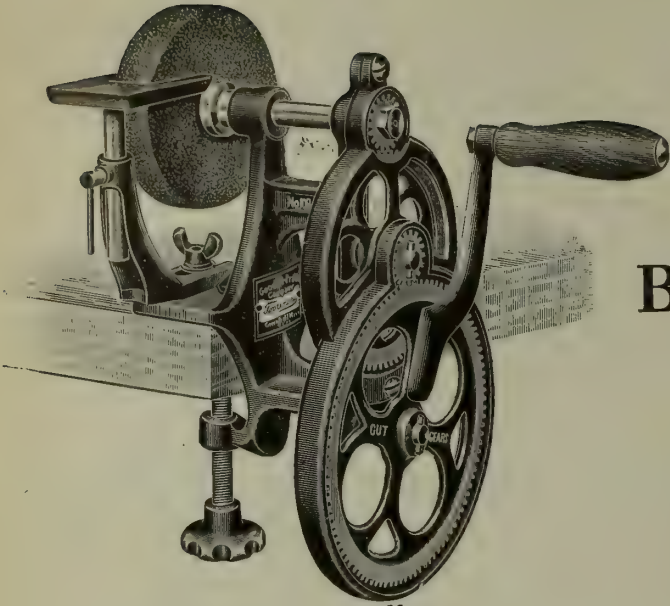
STERLING

ILLINOIS



Door Closed

Goodell-Pratt's



No.
109

When It Comes To **BENCH GRINDERS**

the best class of trade, including those people who carefully consider price in connection with design, construction and workmanship, prefer GOODSELL-PRATT'S.

These Grinders are distinctive, they at once attract attention, and their "class" is apparent to every observer.

They are the kind that SELL, and sell at a Profit.

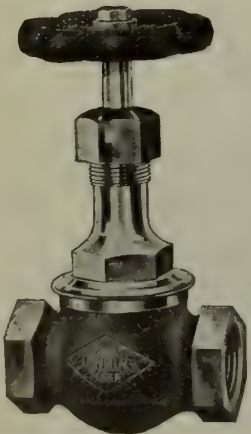
Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass., U.S.A.

TO-DAY is an opportune time to order your Spring Stock of **JENKINS BROS. VALVES**

WHY DELAY?

Your customer knows their merits and is sure to ask for them. See that he is supplied with the Genuine which bears the Registered Trade Mark.



Jenkins Bros.

MANUFACTURED BY

JENKINS BROS., LIMITED

103 St. Remi Street
MONTREAL



Stock of Jenkins '96 Packing, Pump Valves, Gasket Tubing and Genuine JENKINS DISCS always on hand.

Buy Plymouth Rope

Reproduced from Cordage Trade Journal, January 16, 1913,
by permission of the publishers.

be maintained. It behooves the buyer of first-grade Manila Cordage to be careful of whom he purchases at this time, and to closely watch the quality of the Rope that is being delivered to him. With Manila Fibre selling at such high prices as now rule, there is great temptation to substitute other Fibres for Manila in Rope which is sold as pure Manila Rope, and some Rope which has been tested within the past few weeks has shown that such an adulterant as African Sisal has been used in Rope for which an extra price above the basis for No. 1 grade has been demanded and paid. If the consumer insists upon buying Manila Rope today at the low price and will not pay a fair price to an honorable merchant, he will undoubtedly receive all his money will pay for, but the quality of the Rope will be decidedly inferior and the Rope itself will be a menace to life and property Oil Well Cable business

It would be hard to find a stronger argument for the present purchase of Plymouth Manila Rope than the sentiments expressed above.

Our strongest claim for Plymouth Rope has always been that it is pure and honest—therefore strong and enduring.

Millions of satisfied users can testify to Plymouth's worth; thousands of dealers know its hold on their customers.

The feeling of these dealers is well reflected in the words of one of them, "We always specify Plymouth Best Grade or not any."

You can be sure of best grade if *you* specify *Plymouth*—we make no "seconds." Order now through your jobber or write for name of our nearest distributor and for a copy of "Plymouth Products."

Independent Cordage Co., Limited

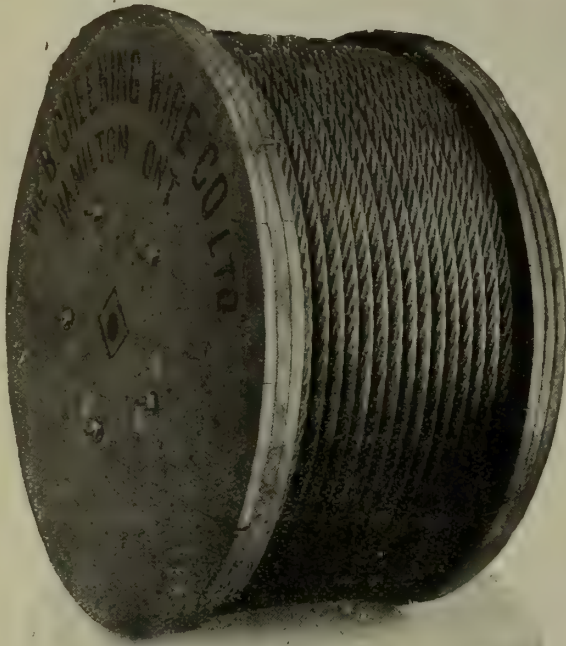
Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



Haulage And Hoisting Ropes



Derrick and Dredge Ropes
Ropes for House Moving
Saw Carriage Ropes
Smoke Stack Stays

Standard or Lang's Lay
Wire Rope Fittings
Wire Rope Grease

**The B. Greening Wire
Company, Limited**

Hamilton, Ont.

Montreal, Que.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

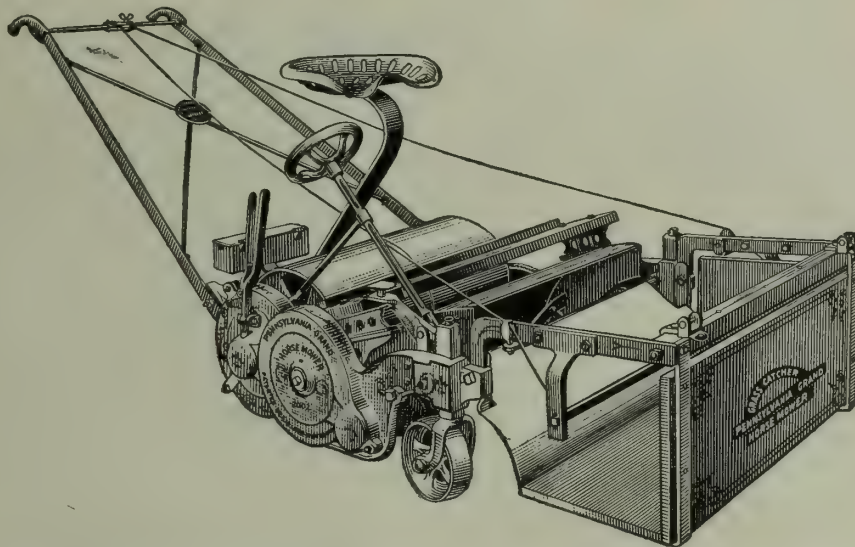
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.



PENNSYLVANIA
Quality



“State the STATE for Quality’s Sake”



PENNSYLVANIA GRAND Horse Lawn Mower, with Grass Box.

PENNSYLVANIA Horse and Hand Lawn Mowers are used by the leading Golf Clubs, Parks, and Institutions in the Dominion.

PENNSYLVANIA Quality costs a **LITTLE MORE** to buy, but a great deal **LESS** to use.

For Catalogs and prices, please apply to following Agents:

Wm. Stairs Son & Morrow, Halifax, N.S.
E. K. Spinney, Yarmouth.
Chinic Hdwe. Co., Quebec.
Caverhill, Learmont & Co., Montreal.
Thos. Birkett & Son Co., Ottawa.
H. S. Howland & Sons Co., Toronto.

Rice Lewis & Son, Toronto.
Wood, Vallance & Co., Hamilton.
Wood, Vallance, Ltd., Winnipeg.
Wood, Vallance & Adams, Calgary.
Wood, Vallance & Leggat, Vancouver.
E. G. Prior & Co., Victoria.

Supplee Hardware Company
PHILADELPHIA, PENNSYLVANIA

BISSELL'S EASTER OFFER

WITH an order for one dozen or more sweepers to be shipped between now and May 31st, we will include one Nickel trimmed, "Cyco" Ball Bearing.



"GRAND RAPIDS" Carpet Sweeper Free

in consideration of nominal advertising on your part. This premium sweeper will have our new Nut Brown Fumed Oak Finish. Let us mail you a copy of our Easter Offer Announcement giving full details.

Backed by a mechanical superiority of thirty-seven years' development, as well as the comprehensive and continuous advertising campaign, together with a sincere policy of price maintenance which is rigidly enforced, the Bissell sweeper has become one of the most desirable lines a dealer can handle.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

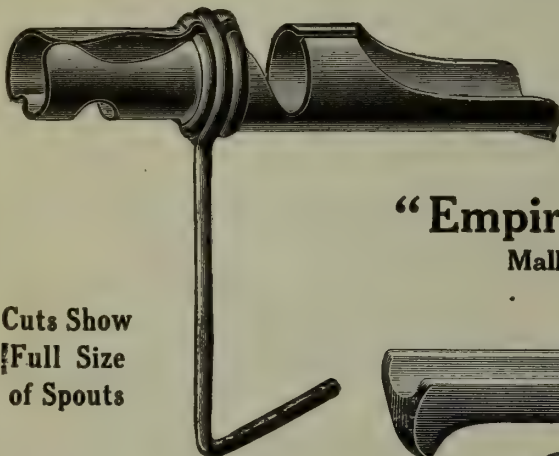
NEW YORK CITY
(Salesrooms and Export Department)
25 Warren Street

Largest Exclusive Carpet Sweeper Manufacturers
in the World

LONDON, ENGLAND, Agency

NIAGARA FALLS, ONT.
Factory
PARIS, - FRANCE

Sugar Makers' Supplies



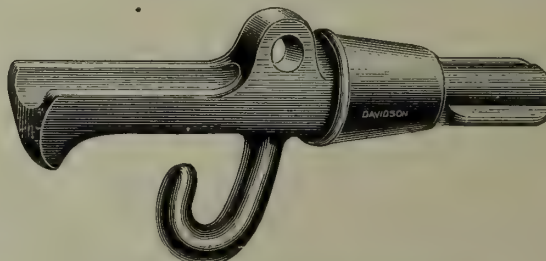
Cuts Show
Full Size
of Spouts

We also have in stock
and can ship promptly
"PERFECTION" SAP SPOUTS
"WOOD" SAP SPOUTS
"EUREKA" CAST SPOUTS
"BEAVER" SAP SPOUTS
same as Empire only without Hook

"EUREKA"

Steel Sap Spouts, pack-
ed in cardboard boxes,
100 each.

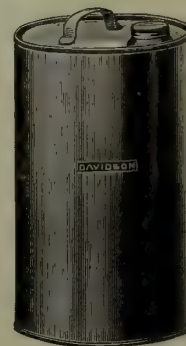
"Empire" Sap Spouts Malleable Iron Tinned



Guaranteed against breakage

WRITE FOR PRICES

Maple Syrup Cans



Round and
Square
with Screw Tops
 $\frac{1}{2}$ and 1 gallon.
Other sizes made
to order.

SAP BUCKETS

Long Pattern
Nos. 7, 8, 9, 12, 16
Qts. 4, 5, 6, 8, 12

WESTERN
PATTERN
6 and 10 Quarts

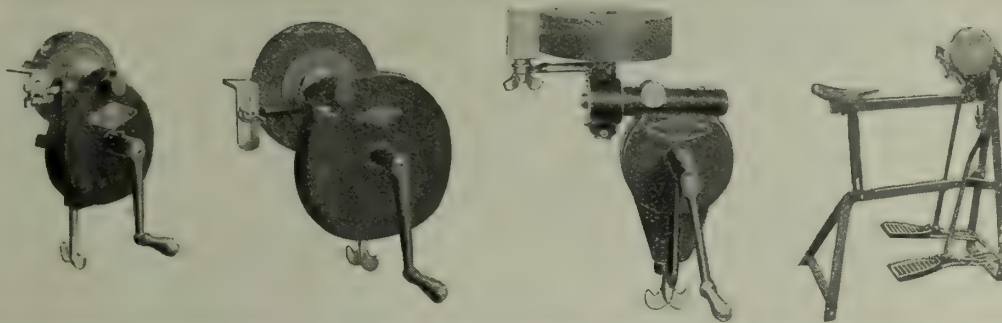


The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO



The 1913 Models Carborundum Niagara Grinders

In design, workmanship, and mechanical construction they are five years ahead—every part from gears to nuts is accurately made—carefully assembled.

Here Are Some of the Mechanical Features

Castings—Gear case sections are made of the best grade of grey iron. Thumb screw of clamp and crank made of malleable iron, for required strength.—The surfaces of the gear case sections are ground to make an absolutely oil-tight joint.

Gears—The main gear is accurately and firmly fitted to the driving shaft.—Main gear meshes perfectly with pinion, causing a smooth and easy-running machine.

Shaft and Pinions—Made of open-hearth steel.

Mechanical Construction—The grinding wheel is so mounted that its center of gravity is directly over the supporting bearings—producing compactness in appearance, strength, rigidity and freedom from vibration. Each bearing fitted with self-closing oil cups, positively dust-proof.

Tool Rest—Designed for a large range of position, easy of adjustment.

Finish—The body of the grinder is brilliant lustre maroon enamel.—All trimmings are heavily nickel-plated—impervious to rust—a color that wears, a finish that withstands all abuse.

An Attractive Machine—Mechanically Correct

Every Grinder fitted with a Carborundum Wheel.—Every Grinder made in our own plant—under rigid supervision.

*Every Grinder of Carborundum quality, sold
under the Carborundum Guarantee.*

MADE IN SIX SIZES AND STYLES

Send for the complete catalog.—Free display stand offer.



THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



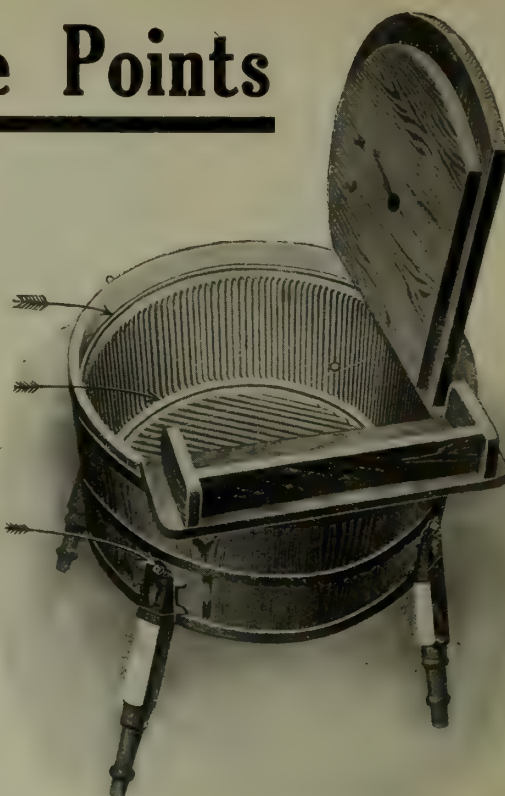
The Arrows Hit the Points

- (1) Inside "WARP PROOF" Steel Ring.
- (2) Inside Surface and Bottom, Corrugated in Centre only.
- (3) Leg Socket—Bolted through Tub, Leg and Socket (Not Leg only.)
- (4) The treating of Entire Inside with our Special Filler.

4

Distinct Commanding Features that keep a Tub WATERTIGHT. Add years to the life of a WASHING MACHINE and are recognized by Satisfied Users Everywhere.

Agents—W. L. Haldimand & Son - - MONTREAL
H. F. Moulden & Son - - - WINNIPEG



Makers: Cummer-Dowswell, Limited - Hamilton, Ont.

**There Is A
SPLENDID
PROFIT**

**Awaiting The
"Get-Ahead"
Hardwareman**

Open The Door To Opportunity —To-Day—

You know that cement is being used more and more every day. For a long time it was used mostly on large buildings, but things have changed—many modern homes are being constructed of cement. You are in an excellent position to find out what new buildings are going to be erected—you can ask your customers if they know of any. No doubt you sell a lot of articles to builders—and see them often.

You can easily sell them **Rogers' Portland Cement and Crushed Stone**, because the builder can save money by getting them from the local dealer. He eliminates cost of cartage.

You don't have to carry a stock of **Rogers' Cement** to sell it. Get the order from the builder and send your order to us. Our shipping facilities ensure immediate delivery. We never disappoint.

If interested in this money-making proposition, write **Alfred Rogers, Limited, 28 King St. W., Toronto.**



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

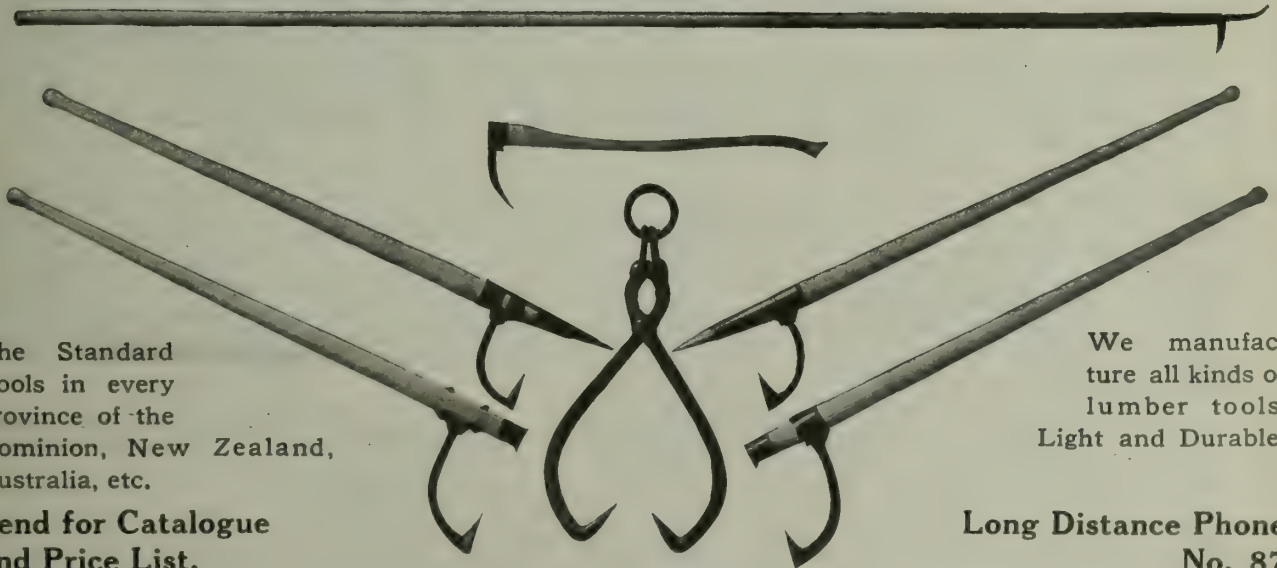
The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.

PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



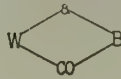
Drilling Machine Production Depends Upon The Drills

The value of a drill is in its ability to stand the continuous strain of high-speed operation.

Many a drilling machine has to suit its speed to poor quality drills because of a mistaken idea of economy.

Low first cost isn't economy.

Tools of Quality



Bear These Marks

"W & B" Diamond Twist Drills give the kind of drill economy that pleases everybody from operator to owner.

Let us get together on the drill question. If definite proof is convincing, we can take your order.

Catalog No. 82-B is ready on request.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Office and Factory :

ST. CATHARINES, ONT.

Stocks Carried at Winnipeg and Montreal.



"STANDARD" FILES

FILE AND RASP WINNERS

American
Arcade

Globe
Great Western
Kearney & Foot

"NICHOLSON-MADE" Files since 1864 have set the pace for file quality. To-day over 200,000 Nicholson-made files are sold day by day all over the world. Put them on your shelves, and your store gets all the good-will that results from private steel from a specially developed formula, special file-cutting machines of private design, private methods of tempering, and individual inspection and hand testing of every side of each file. You personally get this benefit as a storekeeper.

"Nicholson-Made" Means Steady Trade

It pays to handle the files and rasps that set the pace and a standard for the world—sharp-toothed, keen-cutting perfection in every file you sell. They sell steadily and often—once a user, your customer is always a user. Get any of the Nicholson-made File brands listed above through your Jobber.

NICHOLSON FILE COMPANY

Port Hope, Canada

Bringing Them Rolling to You



There's many a boy who can't afford to pay a high price for a rifle, but he will save up his money for the handsome Hamilton No. 27.

That's why you need a stock of Hamiltons—they fill just that niche between the toy gun and the high-priced hunting rifle.

The boy wants it just as soon as he sees it displayed in your window.



You can't find any gun anywhere near its price that your boy trade will like as much.

are produced by our own special process under our exclusive patents. They are straight-shooting, hard-hitting rifles that bring down small game with deadly accuracy.

Don't wait any longer; order a trial case to-day from your jobber, and you will never be without them in your store again. Full description sent on request.

C. J. Hamilton & Son
Sole Manufacturers of Hamilton Rifles
Plymouth, Mich.

We help you sell



PRODUCTS

1ST Magazine Advertising

Month after month our advertising is teaching people to ask for Yale Locks and Hardware. And, while we are teaching them this, we furnish you with—



2ND Newspaper Advertisements

so that those who want Yale Products will know that you sell them. And, to strengthen your newspaper ads, we supply you with—



3RD Window Displays

so attractive that they reach out for trade that might otherwise pass by. And, having brought buyers into your store, we help you increase their purchasing power by giving you—



Booklets covering all Yale Products, for distribution over the counter and sending through the mails. This service is free to all who carry Yale Products in stock.

Ask about our Dealers' Advertising Service

Canadian Yale & Towne Ltd.

Makers of Yale Products in Canada; Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works:

St. Catharines, Ont.

No Western Dealer can afford to be without it!

The GLEANER

is the style of stove that will be in big demand for the next few months by Settlers and Homesteaders.

As far as the working qualities are concerned, it is guaranteed to cook and bake as well as a stove costing twice the money.

This Stove is built right and the price is right.

They are carefully packed and crated to withstand any kind of abuse in transportation.

Large stock of these Stoves carried at Winnipeg.



The GLEANER is made in two sizes, 14 and 16-inch ovens with four 9-inch pot holes, specially adapted for burning lignite coal or wood, and is fitted with duplex or flat grates as desired.

Crated weight of square stove 170-lbs. With reservoir 190-lbs.

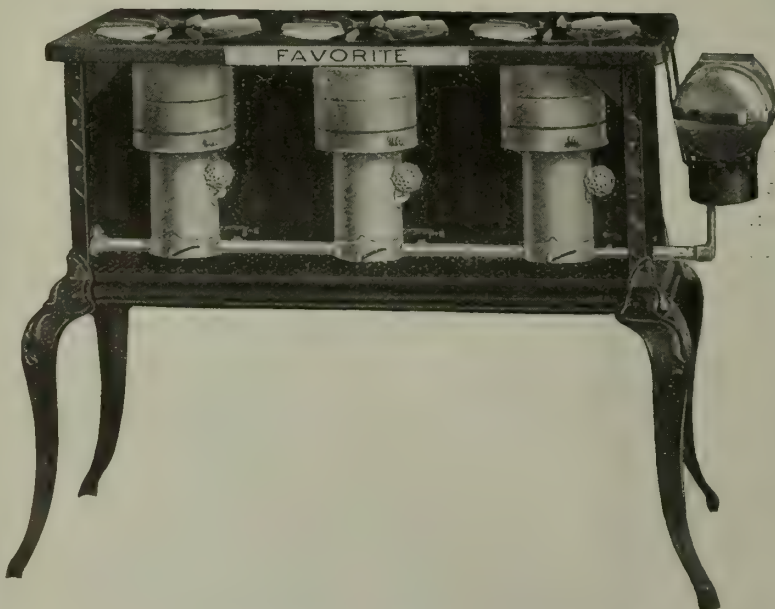
Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.

Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.

FAVORITE Wick or Wickless Oil Stoves



In the "Favorite" Oil Stoves a gallon of oil lasts Twenty-four hours, burning with a flame of cooking capacity against 12 to 15 hours of any other stove. This slow consumption of oil, quick heating and even burning flame, all add to economy.

We also carry a full line of

FAVORITE GASOLINE RANGES, JUNIOR GASOLINE STOVES AND PORTABLE OVENS

They solve the fuel problem and make summer cooking a pleasure.

WRITE FOR ILLUSTRATED CATALOGUE.

FINDLAY BROS. CO., LIMITED

260 PRINCESS STREET

WINNIPEG



A Big Money-Making Proposition

By Which Some Dealers Made From \$300 to \$1000 In Commissions Last Year

We supply you with the beautifully illustrated catalog, "Better Buildings." When you hear of any party intending to renovate his old, or erect a new building—get after him. Show him the illustrations in this catalog and point out the economy of using Preston Self Lock Shingles, or sidings, or Acorn Ventilators—point out how they add to the value of the property and how much more attractive they make it.

If the party seems to be interested, write us and we will send an expert salesman, **absolutely free**, to close the sale.

The dealer gets a big commission on every sale that we effect through his co-operation—and we do most of the work.



This Cut shows farm buildings covered with Preston Roofing

MAIL US THIS COUPON.
Please send us your latest catalog on
"Better Buildings," also agency
proposition.
Sign name here.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD., Toronto, Ontario

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

CALGARY
Alberta

EDMONTON
Alberta

Head Office: PRESTON, ONTARIO



McClary's

"SAMSON" DELIVERY MILK CANS



"SAMSON" BOTTOMS

Pressed from one piece of steel, it is the strongest, most sanitary, and easiest working bottom made—it is the only seamless bottom in the Dominion.

"SAMSON" COVERS

Drawn in one piece—seamless, sanitary, air-tight, and absolutely uniform in size.

"SAMSON" BREAST AND NECK

Spun from one piece of specially annealed steel—exceptionally durable.

Order "Samson" milk can trimmings from our nearest branch.



McClary's

London, Toronto, Hamilton, Montreal, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver

"McClary" on Goods is a Quality Name.



Paint and
Varnish

BRUSHES

That are
Profitable

The Good Quality Combined With Low Price
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

Meakins & Sons

Limited

Hamilton, - Ontario



McClary's Champion Interchangeable

BURNS GAS, COAL OR WOOD

A HIGH-GRADE steel gas range which can be changed to coal or wood or vice-versa, in one minute. Economical on fuel, labor and space. Semi-steel indestructible fire box linings. Two ranges at the price of one.

Enables housewife to use fuel most suitable for season—gas for summer—coal for winter. 1913 Designs are fitted with new "Universal" high closet with lift door. High Closet can be had with blued steel or enamelled back.

McClary's

ST. JOHN
MONTREAL
WINNIPEG

CALGARY

VANCOUVER

SASKATOON

TORONTO
HAMILTON
EDMONTON

McClary on Goods is a Quality Name



“Quick Meal”

Blue Flame Wick Oil Stove

...THE...

ORIGINAL OIL STOVE

WITH A

GLASS FOUNT

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The “Quick Meal” Stove is 32 inches in height and dimensions of tops are $17\frac{1}{2}$ x 25 and $17\frac{1}{2}$ x 33 of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the “Quick Meal” and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the “Quick Meal” line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA



Henry Rogers Sons & Co.,

Limited

WOLVERHAMPTON

SHEFFIELD

LIVERPOOL

F.O.B. Prices Quoted to Any Point
in Canada

Galvanized Iron and Black Sheets,
Tin, Terne and Canada Plates, Tinned Sheets,
Angles, Tees, etc.

Canadian Branch: 6 St. Sacrament Street, Montreal



1. Strongest
2. Easiest Running
- (Four sets Ball-Bearings)
3. Most Rigid

WRITE FOR PRICES

We make Door Hangers, Latches, Wire Stretchers, Stay Rollers, Wagon Jacks, Fire Door Fixtures.

Richards-Wilcox



CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



A Soft Snap for Hard Water

This device will make HARD water as SOFT as RAIN water and overcome the accumulation of lime, magnesia and other incrusting minerals in Water Backs, Coils, Heaters, Boilers and wherever these difficulties are experienced.

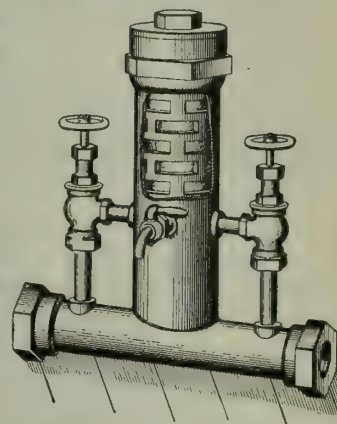


Fig. 119. Patented

MORE THAN 15 YEARS IN UNIVERSAL USE. They are installed for every type of installation. Your customers will appreciate them. BIG MONEY in it for the Dealer.

For further information, write for our illustrated Catalog No. 16.

Compound Injector & Specialty Company

Sole Manufacturers of DEHN'S SANITARY SPECIALTIES
419-421 H. N. 52d Avenue, - Chicago, U. S. A.
Long Distance Telephone Austin 543



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

THE AMERICAN BOLT AND SCREW CASE CO., Dayton, Ohio

DUNHAM WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.
ROBERT E. BROWN, Western Sales Agent
102 and 103 Donahue Block, Regina, Saskatchewan
Dealers in Eastern Canada should address
The Dunham Company, Berea, Ohio, U.S.A.

HARDWARE AND METAL

MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

225 Ambroise Street Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

Order To-Day



4--BIG MONEY-MAKERS--4



Order To-Day

**\$19.⁸⁰
30-DAY
OFFER**



No. 27—White



No. 20—Crystal



No. 23—Green



No. 24—Dia-Straw

**\$19.⁸⁰
30-DAY
OFFER**

In order to introduce the KING LITE Line to new dealers, for thirty days only, we will ship the above handsome, high-grade, Four Big Money Makers, the finest line of Portable Gasoline Lamps built in America, and give exclusive sale to new dealers, for their city, to handle this up-to-date staple that is taking the place of all other classes of lamps. We manufacture Red Crown Mantles.

One Sample Lot to Each Dealer, Cash
ORDER TO-DAY. For further information and Catalog, address

\$19.80

KING LIGHT COMPANY, - Manufacturers of Lighting Systems, - PEORIA, ILL., U. S. A.

Corrugated Galvanized Garbage Cans

Exceedingly Strong, well Galvanized, with Pressed Covers, Malleable Drop Handles, Electric Welded Rims.



The Strongest and Best Can in America. Send in your order now. Ready now to ship.

BODY—Made of Heavy Corrugated Galvanized Iron, very strong, and able to withstand very hard handling without becoming dented.

TOP RIM—Double, electric welded, very rigid, and cannot be bent out of shape. Always perfectly circular so the cover is sure to fit.

BOTTOM RIM—Two-and-a-half inches deep, thus raising the bottom of can well off the ground, and preventing it becoming dented or worn through by contact with the ground.

BOTTOM—Heavy gauge galvanized iron, with upward boss in the centre, to counteract downward depression by weight of material in the can.

COVER—Pressed out in one piece, with deep rim slightly tapered, so dogs can't force it off.

Manufacturers of



High Class Goods

Nos.	15	18
Diam. ins.	15 1/2	18
Height, ins.	26 1/2	26 1/2
Capacity, gallons	16	24
Weight, uncrated, each	25 lbs.	29 lbs.

Send for descriptive matter and prices regarding our line of Ash Cans and Garbage Pails
NO DELAY IN SHIPPING

E. T. WRIGHT CO., LIMITED

HAMILTON,

CANADA

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,

TIRE BOLTS, MACHINE BOLTS,

SLEIGH SHOE BOLTS, PLOW BOLTS,

TRACK BOLTS, SQUARE NUTS,

BOILER RIVETS, TINN

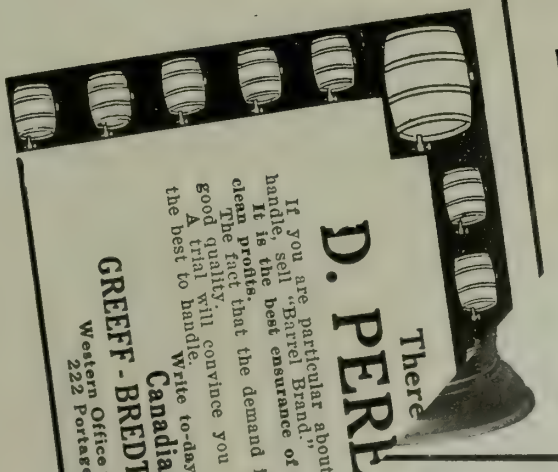
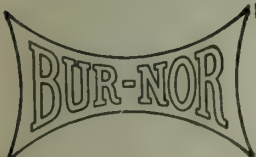
ETC.

ASK YOUR
JOBBER FOR

OUR WROUGHT PIPE

Black and Galvanized
in. is 4"

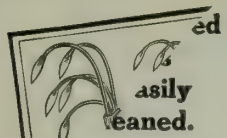
CANADIAN TUB



D. PERF
LITE

If you are particular about the handle, sell "Barrel Brand." It is the best assurance of absolute clean profits. The fact that the demand is rapidly increasing is good quality. A trial will convince you that "Barrel Brand" is the best to handle.

Canadian Agents:
GRIFF-BREDT & CO., TORONTO,
Western Office: Fellman & Jardine,
222 Portage Ave., Winnipeg.



Those Features
Turn Inquiries
Into Sales.

"LITE" Lanterns Assure
A Splendid Profit.

SEND A TRAIL ORDER.

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. Limited.



The Stewart Ball-Bearing CLIPPING MACHINE Sells Quickly

This machine is constructed on the only correct principle, which has been clearly proved by the firms who have tried to imitate it.

Nothing but the Best is Imitated

There are horse owners in every vicinity who need a "Stewart" clipping machine. By keeping their horses clipped, they add much to their value, both when it comes to sell and for actual service. We supply the dealer with matter to circulate among these owners, pointing out the advantages as mentioned above. This advertising matter will bring you many inquiries—then it is so easy to effect a sale.

Your jobber carries Stewart Machines. Write us for particulars.

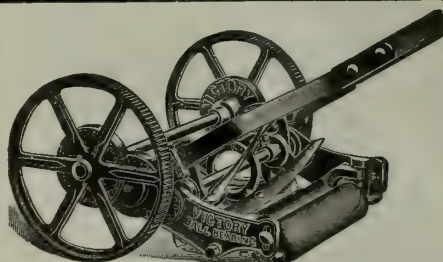
CHICAGO FLEXIBLE SHAFT CO.
250 ONTARIO STREET, CHICAGO



Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

Pilliod Lumber Company
Swanton, Ohio, U.S.A.



TOWNSEND MOWERS

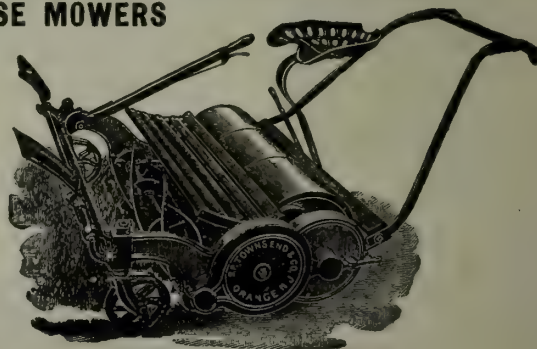
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

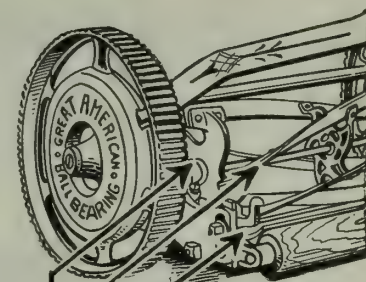


We have the right kind of Lawn Mowers to satisfy your customers with. The ones that always work right, cut clean and easy, and the ones that are the best value for the money. The Woodyatt is a fine open cylinder Mower, with 10½-inch drive wheels, and four knives on cylinder. Sizes, 12, 14, 16, 18 and 20-inch cut.

The Empress, ball bearing, four-knife cylinder, positive and accurate in adjustment, very reasonable in price. Sizes, 12, 14, 16, 18 and 20-inch cut.

The Star, 9-in. drive wheels, cast steel knives, oil tempered adjustable bottom knife lower in price than the Wodyatt. Sizes, 12, 14 and 16-in. cut.

The Daisy, our cheapest grade, has low wheels. Sizes 12, 14 and 16-inch.



Great American

**BALL-BEARING
LAWN MOWERS**

Self-Sharpening
Lower Knife

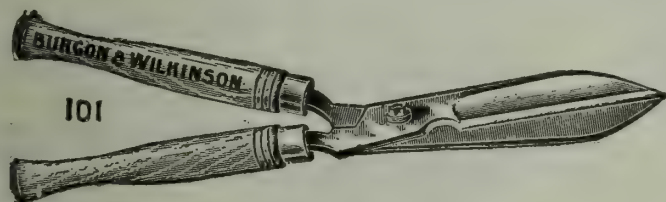
Tempered Tool-
Steel Blades

Highest Grade
Ball Bearings

The best grade we carry, used in our large parks and sold by our best dealers. Sizes 15, 17, 19 and 21 inch cut.

Garden Shears

Solid steel blades, bright finish, patent spring washer, bolt and nut, handles stained red, socket ferrules.

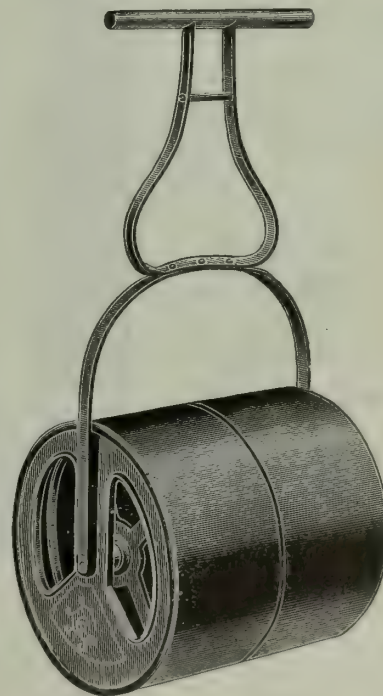


No. 100 plain.
No. 101 with
pruning notch.
No. 107 Ladies'
Size.

- No. 104. Border Cutting with long handles.
- No. 105. Border Cutting, with wheel, long handles.
- No. 106. Surface Cutter, with long handles.
- No. 1062. Surface Cutter, with two wheels.

Lawn Rollers

- No. 1—20-in. wide, 20-in. diameter. Weight 265 lbs.
- No. 2—20-in. wide, 20-in. diameter. Weight, 360 lbs.



Caverhill, Learmont & Co.
MONTREAL



SPEAR & JACKSON

Saws, Files and
Edged Tools



No. 88A—Silver Steel Saw, Mermaid Brand

**"The Name's
The Guarantee
Of Universal
Satisfaction"**

Our tools are made from the best materials that it is possible to procure. They are made by special methods and have a quality and temper that assures economy and durability.

They are the fullest value that you can offer your trade and will prove a valuable asset to your business.

It will pay you to stock them now.

Hand File



F 21—Half Round Rasp

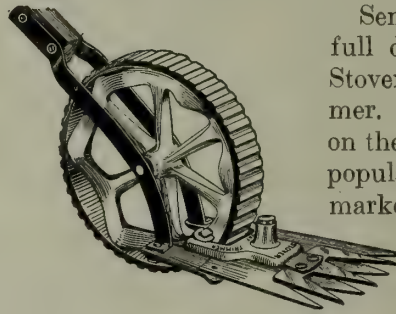


Spear & Jackson, Ltd.
SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada
CORISTINE BUILDING, MONTREAL

Dealers !

This is Your Chance



Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.
Write at once.

Stover Lawn Trimmer Works

Muskegon, Mich.

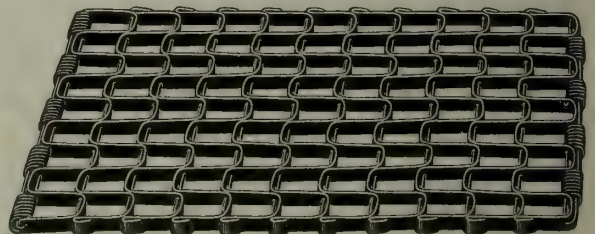
The Big Value

That Prevails In

"KEYSTONE" FLEXIBLE
STEEL

DOOR MATS

Is Certain To Increase Your Business



Our mats are exceptionally well made from ribbon steel. They cost no more than the ordinary mat, but will last a life time.

Have continuous crimps—no short pieces.

A trial will convince you that they are very profitable.

If your jobber can't supply you, write US.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS
PORT HOPE, ONTARIO, CANADA

FOOTSCRAPERS---FOOTSCRAPERS

NOW IS THE TIME TO SELL THEM



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation.

Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

Retail Price, \$1.00

Dealers Price, \$7.00 per doz.

f.o.b. Berlin

SEND YOUR ORDERS NOW

ONWARD MANUFACTURING COMPANY

BERLIN :: ONTARIO

HEAVY T HINGES

We can
supply
you
without
delay



Our goods
are the
best value
obtainable

M. H. Goods have built for themselves a reputation for quality and durability --- stock them, they are good value.

Montreal Hardware Mfg. Co., Limited, Montreal

SOCLEAN

The Dustless Sweeping Compound



That Pays A Big Profit To All Dealers

Extra large PAIL, 25c.



Every sale of "Soclean" leads to other sales. Every housewife is delighted with it because it makes sweeping easy and pleasant—because it kills moths, disinfects the home and makes rugs or floors bright and clean.

Now is a splendid time to start selling "Soclean"—every housewife needs it for her spring housecleaning. We will supply you with transparent signs, cards and counter booklets.

Soclean was formerly sold in a PAIL with a 3½ lb. capacity. PAIL now contains 4½ lbs. and sells at the same price.

Don't raise dust when sweeping your store—use "Soclean."

Sold in barrels for merchant's own use. Write to-day.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada: J. J. Gilmor & Co., Winnipeg, Man.

Consumers Cordage

is the Best to Sell

**Because it always gives the Buyer the Utmost
Value for His Money and Brings Him Back
for More.**

Our products are Canadian made and are absolutely reliable. Try them and they will prove that they are goods of real merit and very profitable.

We can give you the best service because we have factories and Agencies at twelve convenient points.

Dealers can get a better selection because we manufacture a wider range of lines than other makers.

Our prices will please your customers.

TRADE



LION

BRAND

MARK

**Cordage, Lathyrn, Twines,
Packings, Clothes Lines,
Marline, Tarred Goods of
Every Description
Manila Sisal Italian
Russia Jute**



Consumers Cordage Co., Limited

**Factories: MONTREAL and DARTMOUTH, N.S.
Branches: 9 Church Street, TORONTO, and ST. JOHN, N.B.**

AGENCIES:

F. H. Andrews & Sons, Quebec.

Tees & Perse, Limited.

Winnipeg,
Regina,

Moose Jaw,
Calgary

MacGowan & Co., Vancouver.

Saskatoon,
Edmonton.

Personal Chat With You About Ourselves

That Hardware and Metal's Annual Spring Number met every expectation of the trade, may be judged from the many letters of congratulation which have reached us since the big issue was mailed.

We quote from one of these letters. It was written by a man who has had many years of experience in the hardware trade, both in the United States and Canada.

"I am in receipt of the Special. Allow me to say that you are to be congratulated certainly. The dealer will find something of interest, in the copy, far more than is usually found for him. I went through the number during my lunch hour, and found much of interest."

Hardware and Metal's Annual Spring Number has come to be a recognized institution among Canadian hardwaremen. For nearly twenty-five years, they have been looking forward to an attractive big issue, on this occasion, and they have never been disappointed. Each year, a new standard of excellence has been set.

The 1913 Spring Number, contains the finest collection of hardware store business systems that has ever been placed before the trade.

These systems are not theoretical. They are real, practical, schemes in actual use to-day by live Canadian hardwaremen. There is not a hardware store in Canada where some of these plans, with possibly slight variations, could not be used, to help the dealer make more profit.

The extremely practical character of all Hardware and Metal's issues, is not the result of accident. It is because Hardware and Metal has, on its staff, several able men who have had actual business experience, both in retailing and in manufacturing hardware.

It is for the same reason that Hardware and Metal's Current Market Quotations are so dependable.

In the hands of an ordinary newspaper reporter, or one who had not had an opportunity of gaining first hand information concerning every day trade terms, this department could easily lapse into a state of inaccuracy, where it would be of little practical use to the hardwareman.

The Current Market Quotations as published weekly, in Hardware and Metal, are under the constant supervision of an ex-buyer—a man who has spent fifteen solid years in the retail hardware business, and has made it a close study.

It is no wonder, under the circumstances, that many travellers depend upon Hardware and Metal's quotations in making prices to their customers. Nor is it any wonder that retailers also accept those prices.

"I always quote on linseed oil, turpentine and white lead, from Hardware and Metal's prices," said a paint traveler at the recent Hardware Exhibition, at Hamilton. "Very often I get price changes in this way, several days before my firm can reach me with a letter."

The retailer who makes most profit these days, is the one who most carefully studies his business—from both buying and selling standpoints.

There are new lines coming out all the time which a dealer could profitably add to his stock—Quick-selling specialities, on which there is a big margin of profit.

The dealer should not wait for travellers to come around and show him these goods. The jobbers' salesmen with so many hundreds of lines to sell, may pass over, hurriedly the best goods that would best fit in with the dealer's business.

Possibly the specialty manufacturer does not send his own travelers over the ground. That is too expensive for the volume of business he could get off the territory. He cannot afford it.

But he can afford to advertise it, and, when he finds upon inquiry, how thoroughly Hardware and Metal covers the Canadian Hardware Trade, he arranges for a series of advertisements of Canada's Only Weekly Hardware Paper.

Advertisements of this nature, may be found in any issue of hardware and Metal. That is why each number should be read and studied, from cover to cover. No hardware man with the best interests of his business at heart can afford to overlook a single page of this or any other issue of Hardware and Metal.

One of the biggest hardware men on the Pacific Coast, said, not long ago, that he read the advertisements in Hardware and Metal, before he turned to the editorial pages.

"Because," he explained, "I know that when a manufacturer has anything new or special, to offer the Canadian hardware trade, it is very natural for him to make the offer through the advertising pages of Hardware and Metal."

If it didn't pay the retail hardwareman to read the advertisements in Hardware and Metal, it wouldn't pay the manufacturer to advertise.

But it does pay both of them.



WHY do all the reliable Hardware dealers throughout Canada carry a full line of Dominion Ammunition?

Because when they buy Ammunition with the big D trade mark they are sure they have the best that human skill can produce.

Dominion Ammunition is fully covered by our guarantee which insures you against defective goods.

Specify Dominion if you want the best.

For Calendars, Hangers and full information write

DOMINION CARTRIDGE COMPANY
LIMITED
MONTREAL, CANADA

Advertising Division File A1

CHAMPION'S
WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

Convention of U.S. National Association

Many Important Matters Taken Up—Price Problem Will Be Given Close Attention During the Coming Year—Bulletin to be Put On Joint Stock Basis—May be Published Weekly—Members Show Desire for Action.

JACKSONVILLE, Florida.—The fourteenth annual convention of the National Retail Hardware Association, which opened here on Wednesday, March 19, was a memorable one in many respects. The proceedings throughout were characterized by an earnest desire to get down to active work, to achieve measures for the reformation of trade abuses. Many important resolutions were put through. It is believed that the coming year will see an active campaign waged for the improvement of trade conditions.

Stress was laid on the necessity of securing price concessions for the retail body. The committee on Trade Relations, headed by Past-President L. C. Abbott, will make it their work during the coming year to further the interests of the retail trade in the matter of prices. With Parcels Post in force, it is felt that the retailer must have the opportunity of buying on as good a basis as the mail order houses in order to make headway against catalogue opposition.

The most radical step taken at the convention was the decision to place the National Hardware Bulletin, the official organ and the property of the association, on a business basis. The Bulletin will be incorporated for \$100,000, which will be divided into shares of the par value of \$5. These shares will be apportioned to the State retail associations according to membership. It will be published in future either weekly or semi-monthly. This action was decided upon as it was felt that the Bulletin should be handled more aggressively in the interests of the retail body. The move was first mooted by President Abbott, who has always contended that the Bulletin should more vigorously champion the retail cause.

An important feature of the proceedings was the decision reached against secret executive sessions at conventions. In future, the trade press will be allowed to attend all meetings of committees and executive officers and to report on same, reports to be subject to approval of members.

Very marked was the increase in membership and in the interest displayed. The association is very markedly growing in strength.

The attendance was extremely large at the opening session and the number of retailers grew as the week progressed. It was reported that a net gain of 1,815 had been made in the membership of the association during the year, a remarkably good record in every respect.

President L. C. Abbott officiated and, in his opening remarks, laid down some of the issues which face the retailer in the United States. He dealt particularly with the price problem, urging individual action to force the producers in giving the retailer the same concessions afforded others.

In the course of his annual address, delivered the following day, president Abbott touched on many topics and incidentally introduced an effective defence of the retail merchant against the charges of extortion so generally and so unfairly advanced. He said, in part:

Whenever the politician or editor feel like poking some one in the ribs, about election time, they take as their subject "The Middleman." He seems to be the "scape goat" in modern business and why? He is only about one-fifth of the voting power and as some one has to be

the target for existing conditions the middlemen suffer.

On meats and provisions there is but one reason these staples have advanced, and why?

Consumption exceeds production. Cities are growing larger every day and the slogan "back to the farm" is not producing the proper results. Iowa, one of the greatest agricultural states to-day, showed no increase in rural population between the census of 1900 and that of 1910. This is certainly a partial reason for existing conditions.

It is frequently stated that there is plenty of beef in this country but that it is being shipped abroad where it is sold cheaper than here. Why in the face of the tremendous demand at home beef should be shipped abroad in increasing quantities to be sold cheaper than here is hard to understand. The facts, however are that there is very little beef shipped abroad, at the present rate the shipment of live cattle and dressed beef not averaging one pound of meat per capita in a year.

You can reduce the cost of living by direct from the producer to the con-

NEW OFFICERS OF NATIONAL

President — Charles A. Ireland, Ionia, Mich.

First Vice-President — E. E. Mitchell, Morrilton, Ark.

Second Vice-President — D. Fletcher Barber, Boston, Mass.

Treasurer—G. A. Pauly, St. Louis, Mo.

Secretary—M. L. Corey, Argos, Ind.

Executive Committee — Dan Kavanaugh, Fairbury, Neb.; C. T. Woodward, Carlinville, Ill.; Chas. F. Ladner, St. Cloud, Minn.; John F. Howe, Freedom, Pa.; J. R. Gamble, Wetumpka, Ala.; Louis J. Ernst, Rochester, N.Y., Forrest C. Secrest, Chillicothe, Ohio.

sumer and efface from this great commonwealth the growing village and town and with them the educational and religious influences that surround them.

Why is land in a new country so cheap? Its soil is just as productive. It is the lack of social, religious, educational and mercantile influences. With the advancement of these great opportunities in the new country comes the increased land values. You might eliminate by some supernatural power the broker, jobber and retailer, but you cannot do away with the services they perform.

Blame it on the Middleman.

There is no class of men on earth that work harder and at the end of the year have so little for their labors as the retail merchant. Every church, secret society, hospital, county fair and charitable organization in the city look upon him as the one easy to get. And they are right, he is. Any old kind of bait will catch him and at any time of the year. There is no closed season. Not being satisfied with these easy pickings, the newspapers and magazines which the government are carrying at 10 per cent. of the cost of so doing, take a poke at him and blame all the troubles the poor consumer has to the door of the middlemen.

This same middleman has been a distributor of wares for two thousand years, and all of a sudden in this year of

our Lord, 1913, he is accused of everything but highway robbery on the problem of distribution. We never can expect to be powerful in the political game, our voting strength is too small. But, from the calibre of "some" who have succeeded in this interesting position, there certainly are chances for the retail hardware man, and this I believe is the only solution of the present-day problem, for the busy man to take his turn in the management of affairs of municipality, State, and Nation. If the political machines want votes, they go to the ward-heeler. If they want an Interurban R. R., or a new factory, they go to the busy business man. Isn't there a reason? Are we ever going to wake up to some of our opportunities? Independence in business, coupled with courtesy, is just as essential as it is in the judiciary, or any other profession. Declare your position on all public matters, firmly, but pleasantly.

Question Box Session.

At the Question Box Session some pertinent points were raised. One which evoked a lively discussion was: "What per cent. above catalogue house prices can the retailer ask for service?"

It was debated at some length and the agreement finally reached that the retailer was safe in getting 10 per cent. This margin, it was believed, was a fair one all around. The discussion opened up a subject of deepest import, viz., the meeting of mail order competition. Quite a few sane proposals and suggestions were advanced, notably that of a dealer who had adopted the method of keeping in his want book the prices at which all goods were sold by the catalogue houses. Thus, when he looked up his book in buying from a traveling salesman, he had the advantage of knowing what the article in question was being sold at. By bringing these figures to the salesman's attention, he was able in many cases to get a closer quotation.

Resolutions Carried.

The resolutions brought in by the resolutions committee and unanimously adopted were as follows:

Whereas, it is no longer a question but a fact that price is one of the important factors to the retailers.

Resolved, That the work done by the price committee be endorsed and the said committee be continued or another committee appointed and, if necessary, increased to continue the work.

Resolved, That we endorse the action of the inland waterways commission efforts to open the inland water route for the purpose of reducing costs of transportation.

That we endorse the action of the committee of jobbers and retailers in joining in a resolution that the lowest

published price should be the market price for goods.

That inasmuch as a parcel post is still in an experimental state we protest against the extension of the system until such time as accurate knowledge can be obtained regarding the working out of the plan.

Whereas, complaint has been made that certain jobbers enter into direct competition with the hardware trade, Be it resolved that we condemn this practice as unfair to compete with the trade and solicit the patronage of the consumer.

Resolved that we call on the manufacturer to give us a chance with other retailers by giving us the price.

That we approve the action of the national committee in securing a more equitable price on wringers.

That we believe co-operative buying is one solution of the buying problem, and that it demands our serious attention.

Whereas the interests of the manufacturing jobber and retailer are the same, Resolved that we extend an invitation to the American Hardware Manufacturers' Association and National Hardware Association and Southern Jobbers' Association to send committees to the meetings of the National Retail Hardware Association to confer and discuss the questions in which all three of the branches of the hardware trade are interested.

Resolved, that this association extend their thanks to the Jacksonville

hardware dealers, to the Jacksonville Board of Trade, the Jacksonville Commercial Club, the Florida Retail Hardware Association, the Trade and City Press, the Southern Railroad Company, the Merchants and Miners' Transportation Company and to the Woman's Club, of Jacksonville for the entertainment given to the wives, daughters and women friends of the members of the association.

It was shown that the total cash assets of the National Association on March 1, 1913, were \$52,847.86, as compared with \$50,013.77 on June 1, 1912, a net gain during this period of nine months of \$2,834.09. This is a smaller gain than the National association has usually reported for that length of time, but this is due partly to the fact that several of the state associations had not on March 1 last remitted their dues to the National body.

The co-operative catalog plan of the association has also cost more than the total returns. The investment in the catalog has been about \$2,800 to date, with only \$1,800 as the amount received from merchants, leaving a loss at this time of about \$1,000. This deficit will be made up, it is expected, during the next year. The Chicago conference and frequent meetings of the executive committee, together with an extraordinary amount of traveling by the National officers in their work on the price situation, also have cost a considerable amount.

To Stop Competition from Municipalities

Winnipeg Retailers Protest Against City Selling Electric Irons At Cut Price—A Practice Which is Becoming General in All Parts of the Country—Dealers Suffer Severe Injustice.

Retailers of electric fixtures in Winnipeg recently issued a protest to the city in connection with the city selling electric irons to power users, and as a result some interesting developments may be looked for. The delegation consisted of representatives of the retail electrical appliance dealers. They wanted to know if the city proposed to continue selling irons at a cut-rate and a figure that would drive the retail electrical appliance dealers out of business. The members of the Board of Control contended that the retailers were not pushing the sale of electrical appliances and that the only reason the city sold appliances was for the purpose of increasing the sale of powers. The representatives of the retailers denied the allegation and stated that they could produce figures to show that the retailers were very active in pushing sales in this line.

This state of affairs is not confined

to Winnipeg alone, but exists in a large number of towns and cities in Canada. This is particularly noticeable in Ontario where salesrooms have been opened by the corporations in many places and the goods are sold at the laid down cost plus the cost of doing business without adding additional profit. This is a gross injustice to the retail hardware merchant, who is generally a heavy tax payer and there is generally no sufficient reason why he should be discriminated against in this manner. It is unfortunately true that in many places this condition of affairs is not confined solely to the sale of electric irons, but includes toasters, disc plates, percolators, vacuum cleaners, water heaters, curling tongs, samovars, etc., and in several places electrical lighting fixtures of all descriptions are being sold. The demand for electrical fixtures has grown rapidly during

(Concluded on page 39.)

A Parcel Post Bill to be Introduced

Notice is Made in the House of Commons by Postmaster-General—Bill Will Be Based on Measure Adopted in the United States, According to Reports—Zone System is Favored—Retail Merchants to be Protected.

Ottawa, March 31.—Following his announcement made in the House some weeks ago, the Postmaster-General gave notice to-night of bills "relating to the parcels post" and "to provide for more advantageous conditions for telegraphic communications between Canada, the United Kingdom and other parts of the British Empire."

Mr. Pelletier has been studying the parcels post question and the possibilities of improving cable relations for the past year. He is not ready yet to outline the legislation which he intends to introduce, but it is known that the general plan decided upon is that of the zone system, as adopted in the United States. The system will be operated on a progressive scale, the rates being adjusted according to distances of, say, 50 miles, 150 and so on. The department is working out the details with a view to the protection of the retail merchants at home. The success of the proposed system depends to a large extent upon the arrangement to be made with the railways and other transportation companies, and this phase of the question is being worked out now between the department and the transportation companies.

WILL ADOPT U. S. SYSTEM.

The department has been closely watching the operation of the new parcels post law of the United States, and at an early date asked for a report of the working of the system. With this report in their possession they will be in a position to adopt such features of the United States law as are applicable to the somewhat different conditions of Canada, while avoiding any mistakes which may have been made on the other side. The plan which the Minister will announce to the House will show that the whole question has been approached in a businesslike way and dealt with upon a business basis. The 14,000 postmasters in Canada will become agents of the parcels post delivery, and the benefits of the system will be extended to those points not now reached by the express companies.

Since the inauguration of the United States parcels post system the Canadian department has had to handle an immense amount of parcels post matter which has come into Canada, and has had no benefits in return. With the system of parcels post in operation in Canada this unfavorable situation will discontinue.

The proposed change in regard to the cable service is an important one, and involves the establishment in Canada of a board similar to that in Great Britain. This board will have charge of the landing licenses, so that the landing licenses will in this way be controlled in each case within the Empire.

The above despatch from the seat of Government appeared in the daily newspapers on Tuesday of this week. Later despatches confirm the statement, and indicate that the question of parcels post will soon be brought up in the House.

From what can be learned, the measure is assured of strong support, and, unless something develops, it will almost surely carry. It will not, however, go through without opposition. There are many members who are convinced that parcels post would prove detrimental to the country at large through the harm it would do to the retail trade, and they will make themselves heard. More can be won over if steps are taken to present the question in the right light. Retailers, therefore, should lose no time in either writing or seeing their members and pointing out what the inauguration of parcels post would mean.

Every effort should be made to see that the measure is not put through until a complete investigation of conditions and probable results has been made. If the question is given full consideration and the reasons pro and con are carefully weighed, it is not likely that any measure of a drastic nature

will be put through. Thorough ventilation of the problem from every standpoint will be demanded.

It is not yet certain what steps will be taken to present an organized front in opposition to the measure, but it is highly probable that retail and business associations will fight the proposed measure most determinedly if the promise to protect the interests of the retailers is not carried out.

TO STOP COMPETITION FROM MUNICIPALITIES.

(Continued from page 38.)

the past few years, and the line has been sold extensively by hardware dealers who have spent much time and money introducing the new lines and getting the public interested. There has been enough competition between hardware merchants and electrical dealers, and mail order houses, to prevent the charging of exorbitant prices, and there is no reason why the merchant should be prevented, by the representatives of the community in which he resides, from making a legitimate profit on his ware. The local merchants above all others

should receive the support of the community in which they reside. There are many lines which are necessary for the hardware merchant to carry, on which he makes practically no profit, and it is a gross injustice to deprive him of a legitimate profit on lines of specialties which rightly belong to his business.

BEST ISSUE YET.

The following is an extract from a letter written to Hardware & Metal by the Morrisburg Tack Mfg. Co., Morrisburg, Ont.:

"We might say, after perusing the special number of Hardware and Metal, we are of the opinion that it is the best issue of this trade paper yet, and feel it should be of great assistance to manufacturer, jobber and retailer, and all lines of hardware, etc., in Canada.

FACTORY FOR GLENCOE.

Glencoe, Ont.—A canning factory, operated by a company known as Glencoe Canners, will be established in the Hamilton & Lewitt building. Later a \$50,000 factory will probably be erected.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2008 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, April 5, 1913

MUNICIPAL RETAILING MUST STOP!

In another section of this issue, reference is made to the fact that the retail merchants of Winnipeg have voiced a protest against the sale of electric irons by the municipality at a lower price than the dealer can possibly meet. The city officials have been selling electric irons at the bare cost of the goods plus percentage to cover the cost of sales. Inasmuch, as the city buys in very large bulk and gets a good price, the figure, at which sales have been made to the public, has been much lower than local dealers could make without suffering a heavy loss. In extenuation, the city officials have urged that they were selling the irons for the sole purpose of increasing the number of power users.

Under no circumstances can this be regarded as an excuse for the course adopted. The city would be justified in adopting any fair and reasonable measures for increasing the consumption of electric energy, but when the steps taken work a palpable injustice on any class or section of the community, the justification ceases. In this case, the injustice is particularly marked because those who suffer are representative of the heaviest tax-paying class—the retail merchants.

If the retail merchant met the price set by the city, he would suffer a tangible loss, supposing, however, that buying facilities were equal, the best the merchant could do would be to break even. He would not make a cent for his own time, or realize on the money which he had invested in the business. In other words, to meet such prices would spell speedy and inevitable ruin for the retailer. It is quite apparent, therefore, that the dealer is helpless when pitted against a corporation, which can afford to sell without profit in hope of increasing revenue elsewhere; and the injustice of the city adopting this course is equally apparent. The damage done has not been confined, however, to the actual financial loss which the retailers have sustained. It goes still deeper. The figures at which electric irons have been offered by the city looks much smaller than the price formerly asked by merchants. Not knowing that the city is

offering an absolutely rock bottom figure without a cent of profit attached, people conclude that the merchants have been reaping an exorbitant margin in the past. Their confidence is undermined and they come to believe that the dealer gets the same unreasonable profit on everything he sells.

The only reparation in the power of the municipality is to go out of the retail business absolutely and at once. In justice to the retail body, this course should be immediately adopted. With live hardware stores to boost the sales of electrical appliances, there is no call for the city to strive for an increase in the consumption of power by subjecting the retail hardware dealer to unjust competition.

Winnipeg is not the only offender in this respect. The same practice is being carried out in many other municipalities. In one town in Ontario, the municipality sells electric fixtures, appliances and specialties, and sells and installs gas stoves. Why not sell groceries, dry goods, boots and shoes as well. What is to prevent municipalities from making bread and operating hotels? Why not abolish the retailer altogether from the face of the earth? The same objections which would crop up if any such drastic measure were undertaken, apply with equal force when the city begins retailing one line only; in this case electrical goods.

It is high time that a halt should be called to the practice of municipal retailing.



IS PARCELS POST COMING?

The announcement has been made in the House of Commons that bills "relating to the parcels post" will be introduced. All doubt as to the intentions of the government are accordingly removed. Whether the bills will be reached at the present session remains to be seen, but there is every reason to suppose that the matter will come before the House shortly. There will be a fight when the measure does come up. The progress of the bill will be marked by opposition of the most severe order. From the present outlook, however, the chances favor its ultimate passage.

The gravest danger from the standpoint of the retail merchant is that the terms of the bill may be of a drastic nature. Some talk of a flat rate has been heard. If parcels post were operated in Canada on a flat rate basis, the mail order houses would be given an opportunity to flood the country with their goods. The local dealer would be left practically helpless against the catalogue. It is only the inauguration of the zone system that has made parcels post regulations in the United States practicable.

If efforts to block the measure fail, then attention should be directed to opposing any move which may be made to introduce a flat rate basis in lieu of the zone system. If this can be effected, the retail merchant will be left with a fighting chance.



A FAIR MARGIN ON STAPLES.

It has become the established rule for retail hardwaremen to sell certain staple lines at a price which carries no profit with it or, in some cases, means an actual loss. How or when this custom started, it is impossible to say. The underlying reason is not hard to find, however. By offering a low price on staple lines, each dealer expected

to get the trade of the public and make his profit on what he sold in other lines. The idea became general, each dealer offering the staple commodities at cut prices. Finally no dealer dared break away for fear that the low prices quoted by the opposition stores on staples would result in the complete alienation of his customers. Thus the trade has gone on, pocketing needless losses on heavy selling lines.

Hardware and Metal understands that in one Ontario point the local hardwaremen have mutually agreed to stop this practice. A fair price will be asked on the staple lines and the figures will be stoutly maintained. This is a move in the right direction as conditions are certain to improve all around.



POINTED EDITORIALS.

Swat the fly now.

* * *

Dead flies carry no germs.

* * *

Collect. Collect persistently. Collect NOW.

* * *

Municipalities have no call to engage in retailing. Make them keep out.

* * *

Retail hardwaremen in Saskatchewan may organize a provincial association.

* * *

For the 'steenth time, we rise to remark: a satisfied customer is the stores best advertisement.

* * *

The cheerful information is given out that collections have improved. The business outlook is indeed cheering.

* * *

Parcels Post on the zone system would give the local dealer a fighting chance. The flat rate basis would leave him bound hand and foot.

* * *

The merchant who can give his store a personality, who can raise it above the dead level of the other stores on the street, has taken a long step in the direction of bigger profits.

* * *

It is promised that the interests of the local merchants will be protected in the proposed Parcels Post bill. The promise is comforting, but still one would like to be able to feel sure on that point.

* * *

The advertising field is no place for a man afflicted with frigiditis pedalis. An advertising campaign, to bring results, must be conducted confidently and boldly. It may cost money, but it will be worth the outlay.

* * *

Metals are showing a marked tendency to firm up in price. In Canada the demand is so large that it would require demoralizing conditions on the primary markets to seriously unsettle conditions in this country.

* * *

Retailers have objected to municipalities selling goods at cut prices and have been met in some instances with the statement that retailers must stop trying to govern municipalities. It's the other way around. Municipal governments must stop retailing.

Swat the Fly Now

THE early bird has, since time immemorable, been held up as an example for men to follow. Let us for a moment elevate to the niche instead that most commendable of specimens, the early swatter.

One of the most recent duties discovered for over-worked man is the swatting of flies. It was found that the fly, formerly regarded as nothing worse than a harmless nuisance, was in reality a deadly menace, a conveyor of germs and a disseminator of deadly diseases. Statistics were compiled to show how rapidly flies multiplied; their habits were examined and their general deadliness was exposed. So startling were the facts obtained that people were admonished to begin swatting at once in order to thin the ranks of the pestiferous fly family. The response was prompt and general. People began to swat in real earnest, and the life of the fly became one of much peril and uncertainty. Contests were inaugurated at many points. The only thing wrong with the campaign was that it began too late. People did not waken up to the necessity of unlimbering their swatters until the 'buzzing pests were besieging the screen doors and invading the houses in droves. By that time, the numbers of the enemy were such as to defy any attempt at even partial extinction.

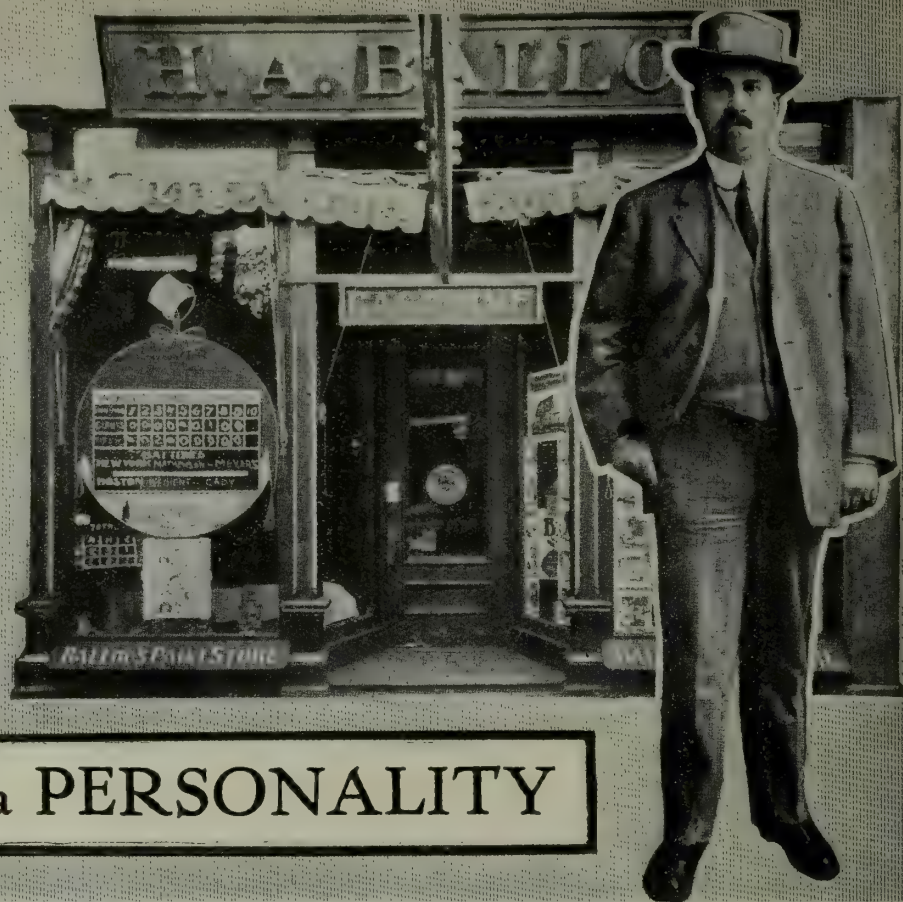
It is now seen that a fly campaign, to be effectual, must start early. The fly which once in summer months new generations bred must feel the swatters wrathly swat in early spring instead. A fly killed now means about 3,587,961 less flies around August 1. It does not require any great depth of perception to realize that it is much easier to kill the one fly on April 5, than to massacre his 3,587,961 descendants around August 1. Therefore, the supreme duty at the present time is to get at the early crop of flies and swat them when the swatting is both easy and resultful.

In Cleveland an early campaign has been inaugurated. For every 100 flies killed during April the sum of \$1.00 will be paid. Later on a dollar will be paid only for 1,000 flies, and, as the summer progresses, the rate will be lowered accordingly. With this incentive to spur them on, the people of Cleveland are already pursuing the pesky fly with right good will. Cleveland hopes in time to become known as a fly-less city.

For the hardwareman, who deals in the weapons required in fly warfare, this means an early start in the matter of selling and displaying goods. We would suggest that a display of fly killing materials be coupled with a note in the newspapers urging people to start the good work early.

HOW
I
GAVE
MY

STORE a PERSONALITY



THE following article is reproduced from "System," the "Magazine of Business." It was written by Herbert A. Ballou, one of the best known of American paint dealers. Mr. Ballou explains at some length the steps he took to give a personality to his store—to familiarize it with the public. That he succeeded is demonstrated in the fact that from a business which sold for \$200 he built up a turnover of \$100,000 a year in the course of seven years. The methods of H. A. Ballou have at various times in the past received publicity in Hardware and Metal and other trade journals.

HOW can I make my store different from all other stores? This was the question I asked myself when I bought out this business eight years ago.

I had acquired the establishment for less than \$200—most of my available cash. This valuation was the net result of nearly sixty years of labor. My grandfather established the store in 1848, and after his death it was carried on by my uncle. Some years previous I had worked in the store, but had gone away to the Spanish war, and afterward had spent considerable time in recovering my health.

For three or four years preceding my final return to Worcester the business had done very badly, and several times had been on the point of insolvency. My friends advised me against going into it. How, they asked, could I hope to succeed if in sixty years it had accomplished nothing but failure? Looked at in this light, the project did seem very dubious, and that was why I set about the problem of giving the store an individuality.

Worcester was a thriving manufacturing city, with more than a hundred thousand people. Massachusetts was a thickly settled state. City and country used paint in great quantities. Why, I asked, could I not sell paint enough to make the business a success instead of a failure? Why had the store never been able to get and hold its customers?

The Need for Individuality.

As I walked up and down the streets of Worcester I was impressed with the fact that most of the little stores—many of them very old stores like my own—lacked anything that resembled personality. There was nothing about them to draw attention. So I reasoned that the first proposition confronting me was—let people know that Ballou's paint store existed. I made up my mind that in some way I would make the name "Ballou" synonymous with paint. It would establish my identity so strongly that the very word "Ballou" would mean PAINT to every man, woman and child in Worcester.

But right at the start I was confronted with a dilemma. My name was an unusual one, hard to remember, and not easy for some people to pronounce. Then came the inspiration: why not pronounce it "Blue," and make my store blue?

I got out some blue paint at once and transformed the store front to that color. Then I walked across the street and looked at it. I gazed up and down the long block. My store was no longer a mere link in a chain of dead-level sameness. It stood out by itself in a beautiful tint that could not be mistaken. Ballou had become, in an hour, "The Blue Paint Man."

Featured Blue in Everything.

That was the beginning. After that, blue became my mascot. Whatever I did, I did in blue. I painted my oil cans blue, and when they were carried or hauled through the streets people knew they belonged to Ballou. I wrapped all my parcels in blue paper and tied them with blue string, and every parcel and bag was a living advertisement for the

blue store. I had my stationery printed on blue paper; my bills were sent out in blue and so were my checks. My clerks wore blue caps and coats; my store was decorated in blue.

After awhile, when I got a little start and the people began to recognize "The Blue Paint Store" as a feature of Worcester, I began to advertise in the newspapers. Unhappily, I could not have the ads. printed in blue ink, as I would have liked, so I featured the word blue as much as I could without sacrificing the primary purpose of the advertising—to make known my goods. For instance, I would head an advertisement with the word "Blue" in big type, and at the bottom I would use the stock cut bearing my name and address. This cut was always the same on all of my advertising, and came to have the effect of a trade-mark. In the space between the "Blue" and the cut I would use terse phrases like these:

"The best horse gets the BLUE ribbon.

"The best and cleanest Paint store wins the blue ribbon of popularity.

"Economy puts the BLUE ribbon on the lowest prices.

"'BALLOU'S PAINT STORE' takes on the royal color, BLUE, because it's the best Paint Store in the heart of the Commonwealth.

"Here's where autos stop for the best quality of gasoline at 14c a gallon."

By pounding away at this sort of thing, it was not a great while before

word that most people forgot. The smallest child, if he could talk at all, knew that the "Blue" man sold paint.

But now I encountered a danger I had not foreseen. The mere establishing of an identity was by no means the whole problem. I must prove that something worth while existed behind that identity or the people would take the opinion of other paint dealers, very freely expressed, that I was only a freak who couldn't be depended upon to sell the right sort of goods.

Studied Paints Closely.

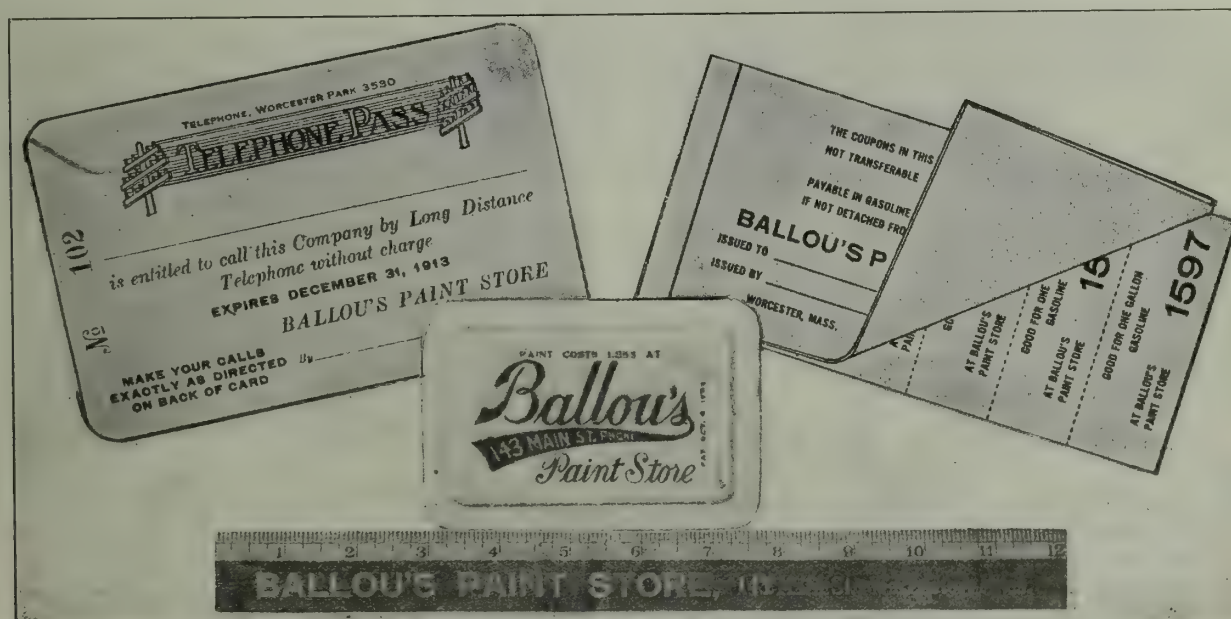
To guard against this danger, I undertook a thorough study of paints, securing through the Government and from other sources, analyses of the various goods on the market, together with all the technical information I could get about them. All this I filed systematically, for reference. I rigidly excluded from my store the inferior goods, resisting the temptation to make temporary profits at the expense of permanent trade. I found that knowing one's goods, and the goods of one's competitor, is a very valuable asset. This knowledge ought to go a great deal farther than the mere ability to identify goods by sight. The man who can tell how an article is made and of what ingredients it is composed, is the man who can effectually silence the loose assertions of prospective customers. I have often been amazed by the ignorance of dealers—not in the paint line alone—about the goods.

Fortified thus with the knowledge and not intend that "The Blue Paint Store" should become a commonplace freak. I saw the necessity of keeping the "blue" idea continually stirred up by fresh devices, so that it should not become stale or lose any of its original flavor.

I have kept these devices moving rather swiftly ever since. In the first place, I make a strong point of my show windows. If you can get the public to watch for changes, and ask what are you going to have next, it means good publicity. I use a blue background for all displays, and use blue for all lettering or other subsidiary contrivances. The displays themselves I aim to make so unique that crowds will gather automatically.

For instance, one display depicted a painter, built out of cans of paint, in the act of falling off a ladder. I took advantage of all the display ideas given by the paint manufacturers, in their national advertisements and used all the window displays sent out by the advertiser. I received great benefit from this service, and I co-operate with them in getting up new ideas. I have all sorts of demonstrations in my windows, too, and I find them very successful. I have won several prizes offered by manufacturers for window displays and selling devices.

I change my displays once a week or oftener, and I make it a point to use local events for advertising purposes.



Selling helps used by "Booster" Ballou. The soap and the rules were given away and charged to advertising—Reproduced from "System."

my store had actually assumed the personality I had set out to give it. It was no longer a nonentity in Worcester, and my name was no longer a queer sounding

that I was selling dependable goods, I did not worry over the charge that Ballou was a freak. Instead, I set out to make myself seem more extravagant. I

Thus, the employees of the Worcester envelope factories recently had an excursion to the ocean. There are about twenty-eight hundred of them and many

of paint. It pleased them mightily when "The Blue Paint Store" came out one day, about a week before the excursion, with an elaborate seashore scene, painted chiefly in blue tints, on one of the windows. The thing was not exactly a work of art, but it covered the entire window and had a humorous element. A blue placard announced that the paint store would sell tickets for the excursion. Crowds came down from the factories to see the painting and you may be sure that Ballou will not be forgotten by the envelope workers. They will never have any trouble remembering where the store is, or what the name is. They will simply need to think of the color.

Give Baseball Scores.

During the world series for the baseball championship last fall, I had painted on the windows the huge "world"

an effective way of impressing the name of the store on all who telephoned as well as those who watched the window.

After the second day of the series, one could not but see that the name "Ballou" was in the minds of those who were following games, as they called for Ballou's Paint Store at once for information. The crowds of men, women and children (the latter we look on as our future customers) standing in front of the store, afternoons, watching the score as it changed, was amazing. Sales that week were booming on shelf goods such as varnishes, floor waxes and paint. Better still, "The Blue Store" made a hit—a home run at that.

Visits Country Fairs.

In the summer time I keep busy at the nearby county fairs, and blue is my scheme there, too. Once I had a blue

bearing, in lettering that lasted as long as the cake, the familiar blue advertisement. A lot of highly polished, blue rulers, with the scale and lettering in gold—and, of course, the Ballou advertisement—also made a hit. Nothing like it had ever appeared in Worcester, and wherever a ruler went its owner became a living advertisement for the store. "Ballou, the Paint Man, Saves You Money," was the lettering on the back, but no one needed to read it in order to know that the thing came from Ballou's.

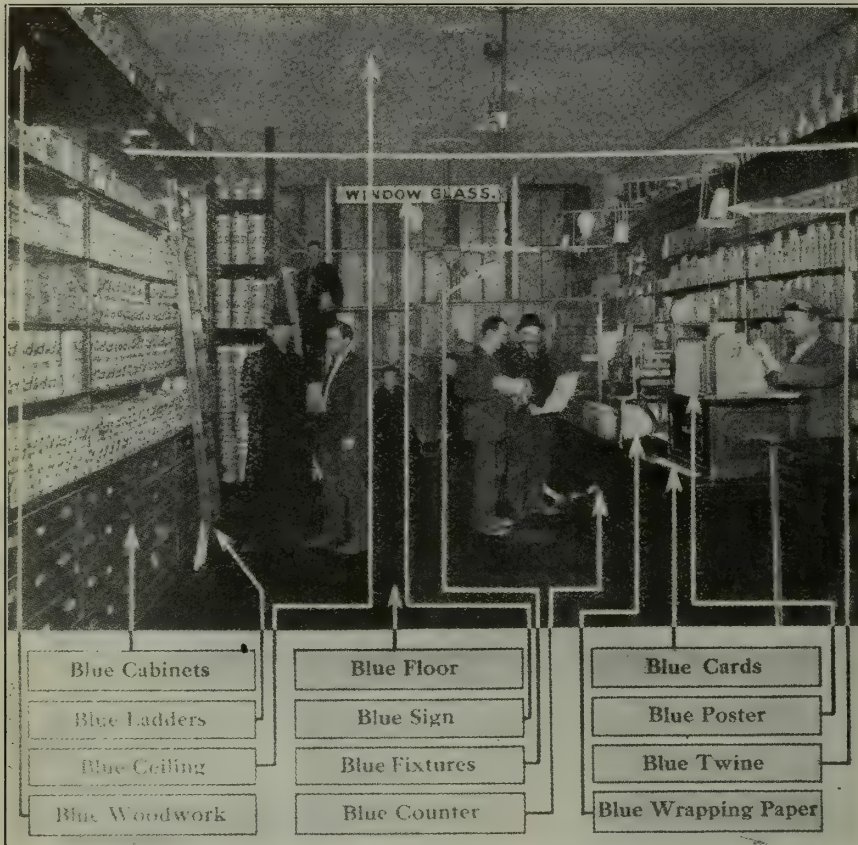
These rulers cost me about two cents each. To make the boys and girls earn one of these, I have them bring in empty bottles of full measure; two half pints or pints, or one quart, in exchange for the ruler. The bottle I charge the customer five cents for when, after washing, it is filled with liquids in my line. The customer has the privilege of returning the bottle when empty and getting his five cents back, but about eighty per cent. never come back. My ruler advertisement is paid for in this way. I try to have all my souvenir and novelty advertisements pay for themselves. We all think more of an article if we have to work for it.

Got Gasoline Trade.

At another time I got out a lot of wooden gasoline gauges, fashioned like a ruler, one-half being blue and the other half left in the natural wood, so that the depth of the gasoline in the tank might easily leave its impress. On the reverse side was printed the line, "Ballou, the Paint Man, Saves You Money on Gasoline and Oils." It was a simple little contrivance, but it took hold instantly, with the automobile crowd.

The cars came to my store by the hundreds to get gauges, and it was not long before I was selling more gasoline than any paint store in town. Here I might mention a policy that I believe to be a wise one in any line of business. It is better to satisfy customers even at a loss than let them go away dissatisfied or disappointed. There have been times when my gasoline supply ran short of the demand. When this happened, I went outside and bought it for more than I charged the customer; but the service held the customer.

The children were very much pleased when I put out a lot of blue and white caps—they paid for them with bottles. Teamsters were grateful when I sold them, at a price below the actual cost to myself, wagon umbrellas in blue and white. The caps and umbrellas, of course, bore the Ballou advertisement. Then I pleased the painters when I furnished them with placards bearing a big blue danger signal, "Wet Paint." They did not object to the line that appeared underneath, "Ballou, the Paint Man,



Interior of "Blue Paint Store"—Reproduced from "System."

trademark of the paint and varnish house whose products I sell. Inside the world appeared the scores, innings, batteries, total runs, hits and errors. We own their own homes and are consumers kept this score going up to the minute—and also had a girl doing nothing but answering telephone inquiries.

When the 'phone rang our girl answered "Ballou's Paint Store." The question, came, "What is the score now?" We had three hundred and fifty calls one day, in two hours. I think this was

fishing scene painted on a great piece of canvas. It was hung up in a booth, and the people were allowed to "fish" at five cents each. A fisherman, dangling a line against the canvas, would hook up a sample can of enamel, or something of the sort—always well worth the price, and at the same time having an advertising value. In winter, the same plan is followed at church fairs—at one fair, it netted thirty-five dollars in cash.

Another plan was to give away cakes of soap, made in a novel design and

Saves You Money." At another time I supplied our small boys with a novelty paper contrivance, in blue and white, that made a noise like a torpedo. The lettering read: "A Good Snap for You—Trade at Ballou's." Again bottles paid for these.

Such advertising schemes, and many others similar, were largely unknown to the paint trade. After a while, my neighbors gradually stopped calling me crazy and began to use some of the ideas themselves. Some of them even painted their store fronts distinctive colors. But I believe that the fellow in the lead had the best of the game, even if he is copied. And, after all, I don't expect to gobble all of the paint trade of Worcester, but merely want a good living share. I would like to see better business and personal relations established among competing merchants.

I can see it coming through the good work of our Board of Trade, our Merchant's Association and the Worcester Publicity Association which has the merchants meet at noon lunches and tell of good ways of boosting sales in the different lines. The other fellows in your line are both human and likable when you know them. A good way to know them is to touch elbows at these lunches and meetings. There is enough business for us all. It is up to each of us to get our share in a fair and business-like way. The ones who use rapid fire guns have the advantage over the muzzle-loaders every time. If any of us use the old-fashioned guns of the nineteenth century in the commercial battle of this twentieth century, he mustn't find fault if his fellow merchants beat him out. The only thing to do is to get busy and go the others one better and win out.

There was a time when I dropped into verse in my advertisements. For that I was criticized, of course. One "poem," however, proved popular and sold a lot of paint. It was printed on the cover of a small cardboard folder, inside of which was a blue cloth pad containing a set of large needles. A paper of smaller needles was also attached to the card. I don't know whether the needles or the verse made the deepest impression. Here are the verses:

THINGS WE NEVER SEE.

A sheet from the bed of a river,
A tongue from the mouth of flame,
A toe from the foot of a mountain,
And a page from a volume of steam.
A wink from the eye of a needle,
A nail from the finger of fate,
A plume from the wing of an army,
And a drink from a bar of a gate.

A hair from the head of a hammer,
A bit from the teeth of a saw.

A race on a course of study,
And a joint from a limb of the law.

A cheek that is drawn on a sandbank,
Some fruit from the jamb of a door,
And people who get better bargains
THAN AT BALLOU'S BLUE PAINT
STORE.

I believe there can be a little fun in business, as well as a great deal of work and solemnity. In fact, I get a lot of fun out of my store, and so do my customers.

I take my customers motoring, sometimes for pleasure and at other times for business. I have partly worn out my second set of tires this year but find it a good business method. Each week of the summer I take one day off and visit other paint stores and factories in search of new thoughts and devices. I exchange many ideas and experiences and receive good ones in return. I find getting business is like fishing—my particular hobby. You have to use different bait for different kinds of fish. You must use various means of advertising to reach the public—something new and different each time.

Once it occurred to me to send out to all my good customers my regular form of blue statement, leaving the dollars-and-cents column blank and typewriting on the body of the statement this line, "You do not owe us a cent; we wish you did." Well, a lot of people came down to see us about it. One fine old lady came in very much disturbed.

"Mr. Ballou," she said, "I am quite sure I settled my account with you, but here is a bill. You have made some mistake."

"If we have," I answered, "well certainly make it right. How much does the bill say you owe us?"

"I don't just remember," she said, taking it from her bag and adjusting her glasses. Then for the first time she saw the joke, and she was so pleased over the thing that she took me across the street and bought me a lemonade. Another customer declared that he meant to preserve that unique statement and exhibit it whenever necessary to show that his credit was good. He is a walking advertisement for "The Blue Store." That is what I was after.

My grandfather, I have no doubt, would disapprove very sternly of my little business gaieties and of my blue motor car. But when he had the business it wasn't a Blue store. Now it is a living breathing thing, with a personality just as actual as that of a human being. That is why I like to have smiles as well as grimness. When people think of the "Blue Paint Store," I want them to think of it as a pleasant place to go to.

There are various devices in the store

to put customers in a pleasant mood. I like to have some agreeable proverbs posted around—in blue, of course. I have a blue windmill, in cardboard, and blue pictures, and some blue placards, framed, telling how a combination "household economy" set may be obtained at reduced prices. And when the customer goes out he sees, as he passes through the door, a blue farewell that says to him, "Thank you, call again."

When a man buys paint at my store and paints his house, I have a photograph taken of the house. Then I have a print neatly mounted, or sometimes even framed, and present it to him. I have customers who have gathered quite a collection of my photographs in this way. They have a number of houses covered with my paint. The farmers about Worcester frequently have whole strings of pictures on their walls, showing their various barns and other buildings freshly painted with Ballou's paints. It is an agreeable thing for the farmers, and the pictures are an ever-present reminder of Ballou.

Then I find the coupon plan a good one. I circularize extensively and often send out with the circulars some form of coupon, which may be used as part payment on purchase. In this way I have featured furniture polish and hand soap and made large sales.

Sold Placque Plaster.

Two weeks before last Christmas, I advertised placque plaster in the daily and Sunday papers and how it did sell! I had a window display of plaster placques my window dresser had made up, and this brought in many passers-by. I sold three barrels of plaster (two hundred and fifty pounds in each barrel) in two days and made a fair profit with which to help close our banner year. Such little schemes as this make business a pleasure—thinking them up and then watching the results. The farmer plants his crop and watches each day to see it grow to maturity ready for harvesting. The merchant devises selling schemes, then watches the results. Both will show good profits if planted in fertile soil.

About March 20th, each year, I open my spring campaign, sending out several thousand letters and postal cards to a selected list of paint and varnish users. I send this list to my manufacturers who mail enclosures, and property owners know "The Blue Store," is on the war path for business. Needless to say my envelopes and enclosures are always blue, and the addressed envelopes for return communications, instead of bearing the commonplace printed name and address, have the impress of the big advertising cut, similar to the one used in the newspaper ads. It is my policy to force this trade-mark wherever possible. Its

standard form is shown in the advertisement on the novelty cake of soap pictured at the bottom of page 242.

On the one-cent envelopes I have found it a good idea to take advantage of the post office regulations giving me the privilege of mailing by weight, instead of affixing one-cent stamps. Not only does this save the labor of stamping, but the recipient is more or less attracted by the printed notice on the upper right-hand corner of the envelope, "1 Cent Paid, Worcester, Mass. Permit No. 27." When used by a retail store, there is a certain dignity and mystery about this little announcement that carries weight and stirs the recipient's curiosity, while a one-cent stamped envelope might be thrown away unopened.

I follow my mailing list campaigns immediately with newspaper advertising, too, I believe in keeping in close cooperation with the manufacturers, following up their lists. A number of manufacturers forward me the names of all inquiries they receive from the national advertisements in my territory.

These I "follow up" very carefully in a letter. If I do not hear from them in a few days, I send a private mailing card. Then if I don't receive a reply, my salesman makes a personal call. I have received as many as eight such inquiries in a day. This kind of work helps to stop a great waste in advertising. We find most inquiries are from persons who, if carefully followed up, will buy.

The average store remains insignificant, I believe, chiefly because it has no personality. Just as a man must have a strong personality to rise above the mediocre persons about him, so the store must be aggressively and agreeably personal if it is to get out of the dead-level class. Next in importance to the goods themselves, is the atmosphere of the business. Every store cannot be a blue, or red, or green store, but every store can establish its own individuality in some way.

I am working out of the small class, and have had and still have to work hard and keep thinking in order to crowd my way farther up or even hold fast at the point where I am. But in eight years I have demonstrated that a business may have possibilities even though it has taken sixty years to give it a valuation of less than two hundred dollars. With a present volume bounding along towards the one hundred thousand dollar mark in annual trade, and with a yearly gain very pleasant to contemplate, I am quite satisfied to go along with the labor and fun of business-building.

Lougheed, Alta.—A change of ownership is announced in connection with the Lougheed Hardware Co.



The following items were taken from the April 8 issue, 1933, of *Hardware and Metal*, or "Canadian Hardware and Metal Merchant," as it was then called:

This was the annual spring special number. It is interesting to note the firms which advertised in this issue. Included in the list were: Toronto Steel Clad Bolt and Metal Co., M. & L. Samuel, Benjamin & Co., Toronto Silver Plate Co., Woodyatt & Co. (now Taylor-Forbes Co.), H. S. Howland, Sons & Co., Fox Cutlery Manufacturing Co., Canadian Rubber Co., Covert's Saddlery Works, Francis Frost & Co., Toronto Cutlery Co., Dodge Wood Split Pulley Co., Ontario Lead and Barb Wire Co., Safety Barb Wire Co., J. W. Paterson & Bro., Wm. Clendinning & Son, E. T. Wright & Co., Knowles & Nott, A. R. Williams, C. C. Harris, James Baldwin & Sons, Rice Lewis & Son, McClary Manufacturing Co., Kearney & Foot Co., Whitman & Barnes Manufacturing Co., McCausland & Son, Toronto Lead Color Co., B. Greening Wire Co., James Robertson Co., Colman-Hamilton Co., A. Ramsay & Son, Canada Iron Furnace Co., Pigou, Wilks & Lawrence, Ltd.; Joseph Rogers & Sons, Alabastine Co., Canadian Mineral Wool Co., H. D. Simmons, W. J. Reid & Co., Sewer Pipe and Water Pipe Co., Berger & Bros., McRae & Co., Kennedy Bros., Clarkson & Cross, Metallic Roofing Co., Bowman, Kennedy & Co., Kemp Manufacturing Co., E. B. Eddy Co., F. F. Dalley Co., Toronto Plate Glass Importing Co., Simpson, Hall, Miller & Co.; New York Aluminum Bearing Metal Co., Thos. Davidson & Co., Dominion Wire Manufacturing Co., Jas. Smart Manufacturing Co., Hamilton Brass Manufacturing Co., Ontario Tack Co., Wm. Darling & Co., T. W. Ness, H. Boker & Co., Collins Manufacturing Co., Walter Woods & Co., T. W. Boyd & Son, J. L. Goodhue & Co., Walter H. Cottingham & Co., Shepard Hardware Co., Chas. Boeckh & Sons, W. McNally & Co., Chas. D. Chown, W. Croft & Sons, Clare Bros & Co., M. M. Vardon, Toronto Smelting and Refining Works, American Rattan Co., A. C. Leslie & Co.,

Gowans, Kent & Co.; Bostwick Metal Lath Co., E. Robertson & Co., Gutta Percha and Rubber Manufacturing Co., Gurney Foundry Co., McArthur, Corneille Co., McCaskill, Dougall & Co.

Editor's Note.—It is indeed interesting to scan over this list of advertisers, as it contains the names of the bulk of hardware firms then in business. A majority of the firms are still in business. Some are under different names, and others have been merged into larger concerns. Eighty-two firms in all advertised in this number, and it is indicative of the great growth of Hardware and Metal that the spring special, issued on March 22 of this year contained 295 advertisements, with a total of 278 pages, as against 72 pages twenty years ago.

Catalogues and Booklets

The Corbin Line.

P. & F. Corbin, New Britain, Conn., have issued some very attractive illustrated booklets on the following subjects:—Door trimmings for sound proof telephone booths, bolts and butts for display cases, door checks, wrought hardware, colonial hardware, anti-panic door fixtures, pivot hinges, door checks and springs, glass knobs, coupon booth door fixtures, hardware for thin cabinet doors, handles for doors, floor hinges and checks, bronze butts, with fibre bushings. A separate booklet has been prepared for each subject, and illustrations and descriptions of many new lines are given. Separate booklets have also been prepared, illustrating and describing many of the latest designs in lock sets, etc., that are being manufactured by P. & F. Corbin. Booklets will be mailed on request.

Sheet Metal Machines.

W. A. Wheeler, 806 Fort Wayne St., Indianapolis, Ind., has issued Catalogue No. 35 S. illustrating and describing special machines for sheet metal workers, including heading machines, groovers, crimpers, machine stands, elbow edging machines, turning machines, slitting shears, etc. Copies will be mailed on request.

Kingsville, Ont.—Leonard Scratch has severed his connection with the Union Bank to join the staff of the Kingsville Hardware Co.

Base on Wire and Wire Nails

Hardware and Metal is in receipt of a letter from a Western subscriber asking what constitutes the base on wire and wire nails. On calling at the office of one of the large manufacturers of these lines, it was found that they receive similar enquiries almost every day. It is, therefore, deemed advisable to publish the answer for the benefit of any others who may be interested. The accompanying tables show the revised price list of steel wire nails adopted by Canadian wire nail manufacturers, July 10, 1912, which cancels all previous lists. On looking at the table of standard steel wire nails, you will note that base includes standard common nails 5, 5½ and 6-in. in length. The base price in Toronto at the present time is \$2.40, which would be the cost price of any of the three sizes marked base. On any other sizes there are advances over base, as shown in the table; for instance, on 3-in. nails there is an advance of 10c per hundred lbs. over base, which would make the cost \$2.50. On moulding, finishing and casing, flooring, clinch, slating and roofing, box, fence, tobacco, barrel, flat head car not barbed, sash pins, there are extras varying from 10c to 75c per hundred lbs. as shown in the table. Dealers should not forget that these are Net extras over the same size common nails. Other extras are also noted at

the bottom of the table which apply to special gauges, heads, packages, barbing, annealing, coating, etc. All sizes and

count from this miscellaneous list in Toronto is 75 per cent. This list applies to all nails except standard nails. We also reproduce a table showing the price list of iron and steel wire, the base price on

BASE AND EXTRAS OF IRON AND STEEL WIRE.

All wire drawn to Imperial Standard Gauge unless otherwise ordered.

Smooth Wire.			Coppered.		Tinned.	
Gauge Numbers.	Per 100 Lbs.		Per 100 Lbs.		Per 100 Lbs.	
Heavier than No. 0	40 cents Extra.		\$1.00	Extra.	\$2.40	Extra.
0	Base		60 cents	"	2.00	"
0/9	06 cents Extra.		66 "	"	2.06 "	"
11	12 "		72 "	"	2.12 "	"
12	20 "		80 "	"	2.20 "	"
13	30 "		90 "	"	2.30 "	"
14	40 "		1.00 "	"	2.40 "	"
15	55 "		1.15 "	"	2.55 "	"
16	70 "		1.30 "	"	2.70 "	"

For Spring add extra below.

EXTRAS NET.

	Per 100 lbs.		Per 100 lbs.
Oiled Wire	10 cts.	Bagging and Papering	10 cts.
Spring Wire	\$1.25	50 and 100 lbs. Bundles	10 "
Special Hay Baling Wire	30 "	in 25 lb. Bundles	15 "
Best Steel Wire	75 "	in 5 and 10 lb. Bundles	25 "
Bright Soft Drawn	15 "	in 1 lb. Hanks	50 "
Charcoal (Extra Quality)	\$1.25	in ½ lb. Hanks	75 "
Packed in Casks or Cases	15 "	in ¼ lb. Hanks	\$1.00

OTHER EXTRAS

Flat Head Eave Trough Spikes, 5in. and longer, No. 3, 4 and 5 Gauges, over same length Common Nails	½ Ct. per lb. Net
Oval or Round Head Eave Trough Spikes and other Nails (over Flat Head)	¾ do do
Barbing, Annealing, Special Heads or Special Points	¾ do do
Packing in 25 and 50 lb. Boxes	¾ do do
Blued and Coated Nails	1-5 do do
Moulding, Finishing, Casing, Flooring, Clinch, Slating, Roofing, Box, Fence, Tobacco, Barrel, Car, Eave Trough Spikes and Sash Pins of the Gauges named above will be charged at Common Nail List, with Extras as shown.	

All other Sizes and Gauges will be charged by the Miscellaneous List.

gauges not shown on the list marked standard steel wire nails will be found on the Miscellaneous Wire Nail list which is also shown. The present dis-

wire in Toronto at present is \$2.35. It will be seen by this table that sizes 0 to 9 are figured at base price. There are many extras to be added over base for gauges, spring, oiling, packing, etc., all of which are shown on the accompanying table.

MISCELLANEOUS WIRE NAIL LIST

Applying to All Nails except Standard Nails.

Length	Gauge	Per lb.	Length	Gauge	Per lb.
¼ in.	No. 19 and heavier	.65	1¾ in.	No. 13 and heavier	.19
	" 20	.80		" 14	.20
	" 21	.95		" 15	.23
⅜ in.	" 19 and heavier	.55	2 and 2½ in.	" 12 and heavier	.17
	" 20	.65		" 13	.20
	" 21	.75		" 14	.22
½ in.	" 18 and heavier	.45	2½ and 3 in.	" 11 and heavier	.17
	" 19	.50		" 12	.18
	" 20	.55		" 13	.19
⅝ in.	" 18 and heavier	.35	3 and 3½ in.	" 10 and heavier	.16
	" 19	.40		" 11	.17
	" 20	.45		" 12	.18
¾ in.	" 17 and heavier	.30	3½ and 4 in.	" 9 and heavier	.16
	" 18	.35		" 10	.17
	" 19	.40		" 11	.18
1 in.	" 16 and heavier	.27	4 and 4½ in.	" 7 and heavier	.15
	" 17	.30		" 8	.16
	" 18	.35		" 9	.17
1 and 1½ in.	" 16 and heavier	.26	5 in.	" 6 and heavier	.15
	" 17	.28		" 7	.16
	" 18	.30		" 8	.17
1½ and 1¾ in.	" 15 and heavier	.22	5½ in.	" 4 and heavier	.14
	" 16	.23		" 5	.15
	" 17	.25		" 6	.16
1½ in.	" 14 and heavier	.21	6 in. and longer	" 3 and heavier	.14
	" 15	.23		" 4	.15
	" 16	.25		" 5	.16

Discount

NET EXTRAS.

Barbing, Annealing, Special Heads, Special Points,	¼ cent per lb. extra, net
Tinning up to ¾ in.	6 "
Tinning ¾ in. and longer	3 "
Galvanizing	2 "
Packing in 25 and 50 lb. Boxes	¼ "
Packing in less than 25 lbs. and in lb. Papers	¼ "
Blued or Coated Nails	1-5 "
Sash Pins or Headless Nails	½ "

In addition to these Extras—Nails on the above list in less than 100 lbs. of one size, 1c per lb. Extra Net.

COMPANIES INCORPORATED.

Dominion Fireless Cooker Co. have been incorporated with head office in Toronto, to manufacture and deal in fireless cookers, stoves, etc.

Taylor Scott & Co. have been incorporated, with head office in Palmerston, Ont., for the purpose of manufacturing and dealing in woodware and metalware of all kinds.

PLEASED WITH AWARD.

Hardware and Metal,

Toronto, Canada.

Dear Sirs,—We were pleased to see that we have been awarded third prize in the Xmas window competition. This is the first time we have entered the competition, and we feel that our efforts have not only been recognized by your judges, but was a trade winner as well. Our window was trimmed by P. D. Shea.

Yours truly,
The Jones Hardware Co.

Dorchester, Ont.—C. W. Vollick, hardware and general store, has sold out.

Business Men to Meet at Regina Hardware Association is Mooted

A joint movement on the part of the jobbers and retailers in Regina and other Saskatchewan cities has been started for holding of a business men's convention. This year, the convention will take place at Regina, on May 5, 6 and 7. The idea is to get members of the wholesale and retail bodies together to discuss conditions in the west, and problems of vital and mutual interest. At the present time, there is grave need for the ventilation of trade conditions. Among the most vital problems to be discussed will be the regulation of credits, fire insurance, book keeping, buying and costing, selling, mercantile law, etc. It is believed that a frank discussion of all trade problems will do much good.

possible to secure a sufficiently large attendance to complete the preliminary organization of a Saskatchewan provincial association.

FORTY YEARS IN HARDWARE MANUFACTURE.

The subject of this sketch, John Stephens, general superintendent of The Steel Co., of Canada, works at Swansea, may not be as well known as some men perhaps, but to those who know him or have studied his career, it becomes evident that he at least deserves to be well known.

Mr. Stephens was born in Toronto

position he has held during the various fortunes of that concern, as well as several succeeding companies. His services are always in demand, and his long experience and expert knowledge pre-eminently fit him for the position he now holds.

Mr. Stephens is still hale and hearty, and while his hair is gray this is about the only indication of advancing years,



John Stephens

STANDARD STEEL WIRE NAILS

To Take Effect July 10th, 1912.

STANDARD COMMON NAILS in kegs				Moulding	Finishing and Casing	Flooring	Clinch	Slating and Roofing	Box	Fence	Tobacco	Barrel	Flat Hd Car Not Barbed	Common Spikes	Sash Pins	
Size	Length in inches	Gauge	Advance over cost price													
STANDARD GAUGES																
2d	1	15	} \$1 00	Ge 16	Ge 17	Ge ..	Ge 14	Ge 12	Ge 16	Ge ..	Ge ..	Ge 14	Ge ..	Ge ..	Ge ..	
3d	1½	15		16	17	..	14	12	15	14	8
3d	1¼	14	} 65	16	17	..	14	12	15	..	..	14	..	..	8
4d	1½	13		15	16	..	14	11	15	14	8
5d	1¾	1	} 30	14	15	..	13	11	14	..	12	..	12	..	8	
6d	2	12		13	14	..	13	10	14	10	12	..	10	8
7d	2¼	11	} 15	12	13	11	12	10	13	10	11	..	10	..	..
8d	2½	10½		12	13	11	12	..	13	9	11	..	9
9d	2¾	10	} 10	11	12	10	11	..	12	9	10	..	9	..	..
10d	3	9		11	12	10	10	..	11	8	8
12d	3¼	9		10	11	9	9	..	11	7	8
16d	3½	7	} 05	9	11	9	..	..	10	6	..	..	7	..	..
20d	4	6		8	10	8	10	5	7
30d	4½	5	} Base	..	9	7	..	..	9	4	..	..	6	3	..
40d	5	4		9	6	3
50d	5½	3		8	5	2
60d	6	2		4	2
6½ to 12 inch 2 Ge and heavier				25	..	..	..	..	..	..	..	..	4	1	..
Stock Sizes—6½ and 7 in. No. 1 Ge, 8 & 9 in. No. 00Ge, 10 & 12 in No 000Ge				¼c	½c	¾c	¾c	¾c	¾c	¾c	¾c	¾c	¾c	1-10c	¾c	

The suggestion has further been advanced that this convention would be an opportune time for the formation of a provincial association among the retail hardware dealers. It has been felt for some time that a hardware association would do much toward the elimination of trade evils and toward putting business generally on a better basis.

In order to make this possible, it would be necessary to secure a large representation of retail hardwaremen from all parts of the province to attend the convention. For this reason, an effort is being made to arouse the interest of hardwaremen in the coming meeting. It is believed that it will be

December 19, 1850, and received his early education in the public schools, as well as the old Model School, from which he graduated at the age of sixteen years. As a lad he possessed a versatile and acquisitive mind; it would not have been difficult even at an early age to decide just what his profession would be. For, while he always excelled in mathematics, and read with equal avidity, philosophy history and poetry, he also took a great interest in mechanical pursuits. He entered the employ of Chas. Levy & Co. where he thoroughly mastered the machinist's trade and in 1871 accepted a position with the Bolt & Iron Co., soon becoming general superintendent, which

for, as he himself says he is "sixty-two years young." He believes that good health, long life and material success are the rewards of industry and sobriety, and he has very little patience with the theory that usefulness ends with middle life.

COMPANIES INCORPORATED.

Northern Tire & Rubber Co., Warton, have been incorporated.

Beaver Brass Mfg. Co. have been incorporated with head office in Toronto.

Swedish Canadian Steel Co. have been incorporated with head office in Montreal.

North American Steel Corporation, Ltd., have been incorporated with head office, Montreal, Que.

Current News of Hardware Trade

Having Paint Demonstration.

London, Ont.—The Purdom Hardware Co. are having a paint demonstration this week. A lady demonstrator is showing the work that can be done with some of the products carried by the Purdom Co.

Jobbers and retailers report business as being exceedingly brisk. Local hardware merchants are actively pushing their spring campaigns for housecleaning supplies, paints, garden tools, etc.

May Start Factory.

Windsor, Ont.—It is reported that the Chicago Pneumatic Tool Co. are contemplating the building of a plant in Canada for the manufacture of their products and are considering locating in Windsor.

Fire Losses.

Weyburn, Sask.—Hoshal & Carmichael, hardware merchants, have suffered a fire loss through the destruction of one of their warehouses.

Winnipeg, Man.—A building used by the Canadian Oil Co. as a warehouse in Elmwood, Winnipeg, has been destroyed by fire.

Business Changes.

Woodville, Ont.—The partnership hardware business of Good & McEachern has been dissolved. A. Good & Co. continuing.

Cannington, Ont.—W. A. Mathews has sold out his hardware business to J. B. Woodward.

Toronto, Ont.—W. E. Magee, hardware and plumber, has disposed of his business to P. M. Snowball.

Acton Vale, Que.—It is reported that J. E. Archambault is selling out to Magloire Martel.

Eganville, Ont.—It is reported that Jas. McDermott, stoves and tinware, is selling out.

North Battleford, Sask.—J. C. Hubbs, hardware merchant, has sold out.

Vancouver, B.C.—It is reported that G. B. Barker (Burrard Heating & Sheet Metal Works) has sold out.

Chaplin, Sask.—H. O. Hammond has succeeded to the hardware business of Harry Ensor.

Victoria, B.C.—F. J. Schroeder has taken over the interests of T. J. Eliot in the Fernwood Hardware Co.

Personal Notes.

W. J. Carter, of Carter Bros., hardware merchants, was elected a director of the Picton Golf and Country Club at its annual meeting held last week. Mr. Carter is also vice-president of Prince Edward County Agricultural Society,

vice-president Picton Horticultural Society, and is trustee and general manager of the Camp Louise Recreation Club. Mr. Carter is also a member of the executive of the Ontario Retail Hardware and Stove Dealers' Association.

John I. Carter, tinsmith and plumber, who for the past two years has been farming, is selling his farm, and will take up his old position with Carter Bros., hardware and stove merchants, Picton. Jack, as he is familiarly known around town, is a graduate of the New York Trade School, has had years of experience in tinsmithing and plumbing.

Mayor Adams, of Adams & Vandusen, hardware merchants, has purchased an auto. The gallant Mayor, apart from military matters, takes a deep interest in the welfare of the town, and was called to the Mayor's chair by acclamation this year. He is also a Mason and Oddfellow, and one of the trustees of the True Blue Orphanage in Picton. The Mayor was prevented through illness from attending the Exhibition and Convention in Hamilton this year, but he intends next year to visit the Capital City, where we will, no doubt, find him attending to exhibition and convention matters and hob-nobbing with Colonel Sam Hughes.

New Firms.

Morris, Man.—A. T. Mitchell has opened a hardware store.

Winnipeg, Man.—The Sheffield Cutlery Agencies, Ltd., have incorporated.

Expanse, Sask.—Rotschlein Bros. have opened a branch hardware business at Limerick.

Ottawa Notes.

Ottawa, Ont.—J. D. Mills, who for some years has represented Rice Lewis & Son in Eastern Ontario, has resigned, and is entering the insurance business in this city. He is being succeeded by W. Craig, who is an experienced hardware man, and resides in Kingston, Ont.

Ottawa, Ont.—J. McKewnie, salesman with W. A. Rankin, hardware merchant, this city, has accepted a position in the sample room of Rice Lewis & Son, Toronto.



THE MAN WHO PREPARES THE ADS.

The man who prepares the ads. for the store talks to thousands of customers. He is the man who forms public opinion as to the policy of the store or

other business which he represents. If a merchant had a clerk who could talk to hundreds or possibly thousands of prospective customers before they came to his store, that merchant would place great value on the efficiency of this clerk's services. Yet this is being done by ad. writers every day. There are undoubtedly some ads. that are made by comparatively few people; on the other hand, there are ads. that are read daily by thousands of prospective customers.

There are several important points in connection with effective advertising. In the first place, the advertisement must be made conspicuous. If it is not looked at it is lost. In the second place, the advertisement must be read. If it is not read it is wasted. Make it simple. The advertisement must be written in such a manner that it will be understood. If it is not understood, it is likewise wasted. Make it plain. An advertisement must be believed. He who can make others believe and who is sincere and believes himself is the successful man in every line. The power of convincing is the greatest power. Advertising has ceased to be misrepresentation. It is true that in years gone by there has been considerable misrepresentation in certain classes of advertising. Fortunately the hardware trade has been singularly free from this. As a general rule, the public is any community place considerable confidence in the local hardware merchants. There appears to be an air of stability associated with the hardware trade that inspires confidence.

In preparing advertising matter the hardware merchant should take special pains not to misrepresent any of his wares, or to give his customers grounds to suspect that the goods have been misrepresented. Misrepresentation is not always done intentionally. When writing an ad. the merchant should look at the merchandise from the same vein point as the customer. There is nothing more disappointing to a customer than to go to a store to see an article that has been advertised extensively, and find that the article is not up to the standard they expected to see, after having read the advertisement. When a prospective customer reads an advertisement, he receives a mental impression of what he expects the article ought to be, and if the goods are not on a par with the description, he will receive an unfavorable impression regarding the firm's advertising.

The Household Goods Department

Profitable Transactions in Metal Polish

Hardware Dealers Should Feature These Lines Particularly at the Present Moment—Many Classes of People are Heavy Buyers of Polish—Progressive Methods to be Employed.

There has been a big increase in the consumption of metal polish during the past few years. The advent of the automobile with its many brass and nickel-plated trimmings has created a heavy demand for polishing materials. Hardware merchants and auto garages are doing a large business in this line with auto owners. Hotels are also large consumers of metal polish. The increase in the use of brass cuspidors, signs, bar-railings, etc., necessitates the purchase of metal polish. Banks and all public buildings use large quantities of polish on brass signs, handles and escutcheons of lock sets, etc. Fire departments use a considerable amount on their equipment in order to keep it bright and attractive. Motor boat owners are also good customers. The trade with householders is on the increase. During the past four or five years, thousands of brass jardineries, fern dishes, flower baskets, umbrella stands, etc., have been sold to the public, many of these pieces of brass have to be cleaned quite often as they soon become tarnished and unsightly if they are not kept in good condition. There has also been a largely increased sale during the past few years of lock sets with solid cast, or wrought, brown or brass knobs and escutcheons, many of which have been sold in plain brass or brown finish. These sets have to be cleaned quite often in order to keep up a good appearance and this also opens another avenue for the sale of metal polish.

Despite the fact that there is such a large field for the sale of this commodity there are many dealers who have not made any special effort to secure this trade which is growing rapidly. There are many dealers who have never given a demonstration of the work that can be done on old brass and copper with the aid of a good metal polish.

There are, on the other hand, many dealers who have worked up an exceptionally large business in this line. The majority of metal polishes afford a very liberal margin of profit for the retailer. The polish can be obtained in cans that will retail from 10c to \$2.00 or higher according to size. This enables the

dealer to have a stock of polish at prices that will suit all pockets.

There is a hardware dealer in a Western Ontario city who has worked up a large trade in metal polishes. Five years ago this firm rarely sold a can of polish that retailed for over 50c. The 15c and 25c sizes were the ones that were sold mostly in the majority of hardware stores, and at that time the principal seller with this firm was the 25c size. A large number of the orders were received by telephone. As the customers receive more proportionately for their money by buying larger sizes, it was deemed advisable by this firm to encourage the purchasing of larger sizes. A good sized stock was then put in, the largest can holding 1 gallon retailed at \$2.00. The half gallon can at \$1.10. The clerks were instructed to point out the economy of purchasing the large sizes. Many of the polish customers took kindly to the suggestion, and the result was that many large tins were being sold to customers who had formerly bought much smaller sizes. The suggestion was offered to this dealer that by doing this his customers would not purchase as often as they did before and that his profits might dwindle on account of them getting more polish in proportion to the money spent than they did before. He claimed that this was offset by the fact that when a customer had a large can of polish he was not as sparing with it, as when he had only a small can to use from. In many cases, it also obviated the necessity of his driver making many trips with small cans when one trip with a large can would suffice.

This dealer also made regular and attractive window displays of metal polish, in which he always displayed a tarnished jardiniere or other article, partly polished in order to show the good work that could be done with the polish he was endeavoring to sell. Small samples which had been supplied by the manufacturer were handed out to the customers. The merchant also secured a list of auto owners in his city and sent a letter to each owner, explaining the merits of the polish, and pointing out the economy of buying the large size

tins. He gave every auto owner the privilege of taking home a gallon can of the polish; and, after trying it out, if the customer was not entirely satisfied, he was given the privilege of returning what was left in the can and getting his money back. The dealer sold a large number of the gallon cans by employing this method, and in no instance did he have a can returned.

The hotel keepers were also approached and, in the majority of cases, they stated that they would prefer the large size cans.

The spring house cleaning season is a good time to push the sale of metal polishes. There are very few homes that have not got some article that needs cleaning with a metal polish. There are many house-holders who will not want the larger sizes, but on the other hand, there are many who will pay the difference.

Letters and samples sent to auto owners and hotel keepers will bring good results.

There is a big field for the sale of metal polishes and it is "up to" the hardware merchant to see that he gets the share of this profitable business that rightly belongs to him.

New Industries for Windsor.

Windsor, Ont.—It is announced that the Detroit Steel Products Co. have purchased a 5-acre site in Windsor, and will establish a Canadian branch here for the manufacture of auto springs, steel windows and other steel products. The subsidiary Canadian company will be capitalized at \$400,000, and the Windsor factory will cost approximately \$50,000.

The Kelsey Wheel Company will erect a factory for the manufacture of auto wheels, which when completed will employ in the neighborhood of 200 men.

Half Holiday at Windsor.

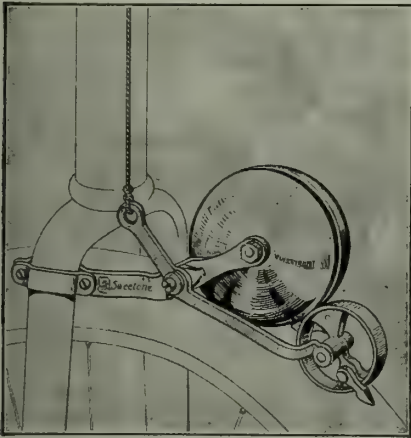
Windsor, Ont.—Clerks in the city stores are making efforts to induce their employers to close their places of business at 1 o'clock on Thursday afternoons during the months of May, June, July and August. The custom has been followed by a majority of the grocers for two years past, and is stated to have proven a decided success.

Clayton Walker, of Dresden, Ont., has accepted a position with Thexton & Co., Mortlach, Sask., and will be in charge of the hardware department.

New Hardware Goods

BICYCLE SCREWS & TIRE CHARMS.

Emil Grossman Company, 250 West 54th St., New York, are offering the trade three types of bicycle sirens and tire charms. The sweetone tire chime, here illustrated derives its name from the pleasing yet warning tone of the bell. The clappers strike the bell when the small wheel is made to rotate with the tire by pulling on the string. The chime is made of bell metal, highly nick-



eled. The diameter of the bell is $2\frac{1}{2}$ inches, width 1 1-3 inches, total height 4 inches.

The Eclipse ball bearing siren emits a shriek that is audible above the roar of street traffic. It has a steel shaft that revolves on steel balls set in steel cones. This construction causes the shaft carrying the rud drum to spin at terrific speed. The siren clamps on the fork and is operated by pulling a string, actu-



ating spring which forces the fibre covered end of the shaft against the tire. The siren is nickel-finished and has black enamelled steel brackets.

The Jumbo tire chime also illustrated has a very clear tone. When the steel ring encircling the bells is pressed down on the tire, it vibrates the springs with-



in the bell to which the steel clappers are attached. The bell is $2\frac{3}{4}$ inches in diameter and $3\frac{1}{4}$ inches wide, nickel-plated, the brackets and chain are also nickel-plated.

NEW WASHING MACHINES.

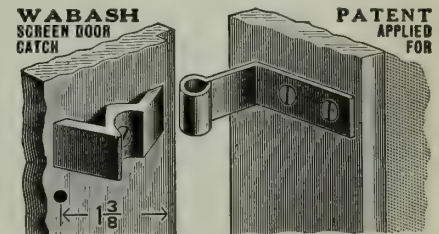
The Horton Mfg. Co., Ft. Wayne, Ind., are offering the trade four new washing machines they have just placed on the market. The accompanying illustration shows their electric power washing and wringing machine. The wringers on the power machine are reversible and are equipped with a patented automatic safety device which will prevent getting fingers caught. The power machines and wringers can also be operated by hand in case of any temporary trouble with power. The three other new lines com-



pose a new high speed lever momentum mechanism on a cypress wood tub, the same mechanism on a galvanized steel tub, a combination washing and wringing machine for gasoline engine power. The wringers on both power machines are reversible and are equipped with a patented automatic device which will prevent getting fingers caught.

DETACHABLE SCREEN DOOR HINGE AND SCREEN DOOR CATCH.

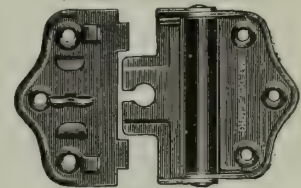
The Ault Manufacturing Co., Wabash, Ind., are offering the trade their Wabash detachable screen door hinge as shown in the accompanying illustrations. It is not necessary to remove the screens



DIRECTIONS: Make hole for spud $1\frac{3}{8}$ inches from edge of casing, as indicated.

when taking down these doors. A turn of the cam locks on unlocks the door for hanging or removal. A flange on the bottom acts as a guide and the

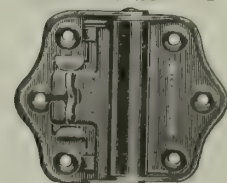
WABASH DETACHABLE



SCREEN DOOR HINGE

hinge is always straight and properly hung. The size of the hinge is 3 in. x $3\frac{1}{2}$ in., made of stamped steel with oil tempered spring. The company are

WABASH DETACHABLE



SCREEN DOOR HINGE

also offering the Wabash screen door catch an illustration of which is shown, this catch is very simple in construction and is supplied in antique copper and dull brass finishes.

Weekly Market Report---Hardware

WOOD SCREWS ADVANCE.

Shipments are now very brisk in spring lines. Indications all point to a record spring trade being done.

Wood screws have been advanced as predicted in Hardware & Metal last week.

Another advance in price of nails is rumored.

MONTREAL.

Montreal, April 3.—Business in the hardware trade continue very brisk and the wholesale houses are very busy sending out goods that were ordered during previous months. Retailers are complaining somewhat of deliveries, but goods for the most part are being shipped on time. Storms and floods in different parts of the country as well as bad roads, which are always in evidence at this time of the year, are responsible in no small part for delays.

The retail trade generally report that business is good and no complaints regarding the amount of business being done are to be heard.

The only change in price which has been heard of this week is in screws, which have advanced $7\frac{1}{2}$ per cent., the prices now being as follows:—

Flat Head Bright	85 & 10%
Round Head Bright	80 & 10%
Flat Head Brass	75 & 10%
Round Head Brass	70 & 10%

Seasonable Lines.—There has been a fairly active movement to all spring goods, garden hose, lawn mowers, wire fencing, rakes and similar lines are all going well and large shipments have been made. Ordering is also being very largely done in screen doors and wire cloth, spring hinges, ice cream freezers and other summer lines.

Household Goods.—The demand for graniteware and tinware has been very good. This line of course moves well all the year round, but in the spring time the call is heavier. In house cleaning articles a good business is being done.

Sporting Goods.—The demand for baseball supplies is beginning to be very much in evidence. Orders for these lines were placed by the retail trade some time ago and shipments are now being made. From present indications, it looks like an early spring which will cause a big business to be done. Lacrosse sticks and tennis supplies are moving well and trade in this direction is expected to be very brisk during the next few weeks.

TORONTO.

Toronto, April 20.—Toronto jobbers report business as being exceptionally brisk. There is a big demand for spring goods. Booked orders for spring delivery are being shipped in large numbers. Booking has been very heavy on account of retailers expecting that there would be advances on many lines. Prices are firm and screws have advanced in price. Prices on wire products are also firm and it is rumored that there may be another advance of 5c per hundred lbs. on nails.

No change in the price of rope is reported. Receipts of hemp at Manila are reported as being more active. Binder twine is still the same price as previously quoted.

Last weeks issue of Hardware and Metal stated that there were rumors of an advance in screws. An advance of $7\frac{1}{2}$ per cent. has taken place in the quotations on wood screws. An advance of 5 per cent. took place on the American markets March 15. The following are the new discounts:

	%	%	%
Flat Head Bright Wood Screws.....	85	10	
Round Head Bright Wood Screws	80	10	
Flat Head Brass Wood Screws	75	10	
Round Head Brass Wood Screws	70	10	
Flat Head Browne Wood Screws	65	10	5
Round Head Browne Wood Screws	65	10	5
Drive Screws	85	10	5

Rope.—Rope is still quoted at 17c for pure Manila, 13c for British Manila and 12c for Sisal. Recent receipts of hemp at Manila are reported as more active than they have been for some time.

Seasonable Goods.—Jobbers are shipping large quantities of poultry netting, screen wire, screen doors, windows, refrigerators, etc. Booked orders of hammocks are also being sent out in large numbers. Hammock hooks, screen door hinges, fly swatters, paperhangers' tools, polishes, traps, nails, wire, and building materials are being sent out in large quantities.

Garden Tools.—There is a good demand for rakes, spades, hoes, shovels, etc. The majority of the retailers wish to get their stocks in early in order to be prepared for the spring rush.

Household Goods.—There is a big demand for housecleaning supplies. The advent of spring is creating a demand for many lines that have been idle since last fall, and many of the retailers are featuring supplies of this kind. Good business is being done in step-ladders, tubs, washing machines, wringers, curtain stretchers, brooms, dusters, polishes, and many other lines that are needed for housecleaning purposes.

Electrical Goods.—There is a good demand for electric vacuum cleaners and

irons. The housecleaning season helps to create a demand for these lines.

Builders' Hardware.—There is a good demand for builders' hardware in Toronto. A large amount of building has been continued throughout the winter, and this has helped to keep up the demand.

WINNIPEG.

Winnipeg, April 2.—Tight money is no doubt having a depressing effect on Western business prospects. The demand is not coming up to expectations, but this may be in part explained by the cold and backward weather which has checked all outdoor work.

Retail dealers are generally conservative in their orders while wholesalers are much more careful of credits than under ordinary circumstances they would think it necessary to be.

A change of importance affecting the price of a staple line is the new base on rope. The base price up to the present has been 7-16, the base in the future will be 5-8. The extras are as follows:—3-16, 2 cents; 1-4 and 5-16, $1\frac{1}{2}$ cents; 3-8, 1 cent; 7-16 and 9-16, $\frac{1}{2}$ cent.

All other lines are steady.

INDIANAPOLIS FIRM ESCAPED FLOODS.

Hardware and Metal is in receipt of a letter from N. A. Gladding, vice-president and manager of sales of E. C. Atkins & Co., Indianapolis, Ind., in which he states that fortunately their plant was not affected by the high waters and, as they have their own water supply and lighting system, they have been able to run their plant without interruption. Traffic is now rapidly resuming its normal condition and all orders and enquiries will have prompt attention.

DOUBLE PRESENTATION.

Montreal, April 3.—Fred. C. Lariviere celebrated his fiftieth anniversary today. The event was marked by a double presentation, Mr. Lariviere being given a gold watch and chain by his staff and a bas relief by Poehine by the Montreal Choral Association.

FOR SALE

FOR SALE—HARDWARE AND PLUMBING business stock and fixtures, etc., about \$4,600.00 in A1 condition, shows good profits, in growing part of Toronto, good reason for selling. Box 787, Hardware and Metal, Toronto. (14)

Weekly Market Report --- Metals

ADVANCES PENDING.

The general trend in metal prices is upward. From Montreal come reports of pending changes in an upward direction. At Toronto several advances have been noted. Tin has gone up 1 cent and spelter has advanced 10 cents per 100 lbs. An advance in solder is anticipated.

MONTREAL.

Montreal, April 3.—The metal markets remain in about the same conditions as last week. In all departments prices appear to be very firm, but, although fluctuations have taken place, quotations remain at the same figure though it is said by some that advances in some lines are pending. A fair business in most lines is reported, but the great spring activity has not yet commenced. Building operations have of course been carried on to some extent all winter, but the general movement in this line has not yet started. In a couple of weeks navigation will commence and it is expected that the rush of business will start in earnest.

Copper.—There is no change in price in this market. The demand has been very fair without any outstanding features.

Tin.—Tin has strengthened up to some extent during the past week and the demand has been good. Tin has advanced in the foreign market, but no change has been shown here.

Spelter.—Not much business is being done in spelter and inquiries are few in number. The demand at the present time does not appear to be very good. The price of spelter remains unchanged at \$7.

Lead.—Lead has been advancing in the London market; in fact almost every day has seen a slightly higher price. Locally the demand is very good though the price remains unchanged from last week's quotation. Although it is very hard to make a prediction it is thought that a higher price is quite within the range of possibilities.

Sheet Metals.—During the past week a goodly number of orders have been received for galvanized iron and similar lines. Leaky roofs make their presence felt at this time of year and a good business is reported in this direction.

TORONTO.

Toronto, April 2.—The general situation in the metal market is remarkably

sound. It is still difficult to obtain deliveries in iron and steel products, especially bars, plates, and sheets. There has been a tendency toward greater strength during the past few weeks and several advances have taken place during that time. Copper has taken a turn and a very large business is being done. Tin is strong and has advanced 1c per lb. with further advances expected. A slight advance has taken place in the price of spelter. There will, no doubt, be an advance in the price of solder during the early part of next week. Lead and tin have advanced considerably and further advances are expected in the price of tin. In all probability there will be an advance on some lines of babbitt metal.

Solder to Advance.

Solder.—Half and half solder is quoted from 28½ to 30c per lb., but there will no doubt be an immediate advance on account of the advancing market in tin and lead.

Babbitt Metal.—Prices are still quoted from 6c to 60c per lb., according to brand. It is expected that there will be advances on several lines in the near future.

Tin.—Tin has advanced 1c per lb. and the market is strong. Further advances are expected. The higher price of tin will no doubt affect solder and babbitt metals.

Pig Iron.—There is a fair demand, no changes in price have occurred.

Lead.—No change in the price of lead has occurred since the advance of 10c per 100 lbs. last week. Prices are firm and there is a good demand. Stocks are light.

Copper. — The ruling prices in Toronto are still 16c and 16¼c. Copper seems to have taken a turn and a tremendous business is being done for spot and future delivery.

Spelter.—An advance of 10c per hundred lbs. reported on spelter. Business in this line is rather quiet.

Iron and Steel.—No price changes are reported. There is still difficulty being experienced in getting deliveries of iron and steel products, especially bars, plates, and sheets.

Collections are fair.

WINNIPEG.

Winnipeg, April 2.—There is little change in the situation since last reported. Wholesalers and jobbers still complain of the great length of time that has to elapse between ordering and getting orders filled. As an example your correspondent was informed that a large

order for sheet steel sent last week received reply that the stuff could not be delivered until the last quarter of the current year.

Local ironworks are active and have been shipping out a large amount of heavy building material and are busy preparing steel rods, etc., for reinforced concrete construction which seems to be growing in popularity and really threatening to entirely supplant the steel frame in the near future.

HARDWARE LETTER BOX



Lantern Globes.

The Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—“Please inform us of an Austrian or Belgium lantern globe manufacturer.”

Weiss & Biheller (Canada), Ltd., 21 Richmond Street W., Toronto.—Ed.

Gauge Glasses—Globe Polish.

The Marks-Clavet-Dobie Co., Ltd., Port Arthur, Ont.—“Kindly advise us what firms are agents for (1) Bishop's gauge glasses; (2) globe metal polish.”

(1) Baxter & Patterson, Montreal, Que.; (2) F. E. Robson & Co., 25 Front Street East, Toronto.—Ed.

Store Fronts.

W. A. Dack, Esq., Coben, Ont.—“Would you kindly let me know the names of firms making glass store fronts.”

Consolidated Plate Glass Co., Spadina Avenue, Toronto; Toronto Plate Glass Imp. Co., Don Roadway, Toronto; Dennis Wire and Iron Co., London, Ont.—Ed.

Volmars Improved Washer.

W. H. Squair & Son, Gladstone, Man.—“Can you inform us who makes the Volmar improved perfect washing machine?”

Beatty Bros., Fergus, Ont.; London, Ont.—Ed.

Poultry Netting.

Emerson & Fisher, Ltd., St. John, N.B.—“Can you give us the name of manufacturer of poultry netting with smaller mesh at the bottom than at the top?”

Page Wire Fence Co., Walkerville, Ont.; Cyclone Wire Fence Co., 1170 Dundas Street, Toronto; The B. Greening Wire Co., Hamilton.—Ed.

Stoves, Furnaces and Accessories

Stove Lines to be Featured Now

Gas Ranges and Oil Stoves are Active Lines — Campaign Should be Started Early—A Quick Start Means Bigger Sales —Methods Pursued by Progressive Dealers.

The advent of spring necessitates the re-arrangement of some sections of the stove department. Some of the lines of stoves which were featured prominently in the department during the winter months will be moved towards the rear and their place will be occupied by more seasonable lines. With the advent of spring, there comes the demand for gas ranges, gas plates, coal oil and gasoline stoves, ovens, gas tubing and many other lines.

There is also a growing demand for fireless cookers and this line is being featured in the stove departments of many large stores.

There is a demand for coal ranges at this season of the year, and although the demand may not be heavy, the dealer should put forth special efforts to secure this class of trade. Coal oil cook stoves in two and three-burner sizes are also being sold in large numbers, particularly in farming localities and in sections of towns and cities that are not served with gas. Persons who are contemplating camping outings or who are regular visitors at their summer cottages, or homes, are also good prospects for coal oil stoves.

Mail order houses do a large business in this line, but the local dealer should be able to secure the bulk of the business on account of having many advantages in his favor. When purchasing from the local dealer, a customer can see exactly what he is getting; he can examine the stove, and get prompt delivery. There is no danger of receiving a stove with broken parts; and the danger of misfits is eliminated. One hardware dealer states on circulars he sends out to his customers that, if they purchase their stoves from him, they do not experience the exasperation of getting a stove which "isn't a bit like the picture," which is often the result when stoves are purchased from the mail order houses. One dealer in a small town in Ontario sold over 100 coal oil cooking stoves last season and expects to sell equally as many this season. Knowing the goods is an important feature in selling coal oil stoves. Salesmen should be well-informed on points, such as

safety, simplicity of operation, ease with which wicks can be replaced and many other talking points that may be found on many of the good oil stoves that are now on the market. It is a good plan to have a stove set up in the store ready for use so that it can be lighted at any time for demonstration purposes. An actual demonstration of the working and heating qualities of an oil stove will impress a customer much more favorably than if the stove is simply shown without giving a demonstration. Coal oil stoves are a line that may be displayed to advantage in the store window. One or two of each style of oil stove can be neatly arranged in a window and form a very attractive display.

Dealers should endeavor to create interest in this class of stove. They should enthruse the public and try and increase the demand for oil stoves. One of the best ways to stimulate trade in this line is to attractively display them and demonstrate their usefulness at every opportunity. Gasoline stoves are also sold in large numbers and almost the same method can be employed in selling the two lines. Newspaper advertising by the local dealer, if properly applied, will bring many enquiries regarding summer stoves. There are numberless talking points that may be used in advertising points that may be used in advocating the use of summer stoves, such as economy of fuel, comfort in cooking by elimination of excessive heat, saving of time, etc. If a dealer receives a complaint from the purchase of an oil or gasoline stove, he should make enquiries at once and remedy the complaint as a dissatisfied stove customer is an exceedingly poor advertisement, whereas a satisfied customer is one of the best advertisements a store can have.

Looking up Prospects.

The present is a good time to look up prospects for these lines and get them interested. The dealer should also have a good selection of ovens, broilers, etc., on display with the stoves, as these lines are profitable. An oven can generally be sold with each stove.

Featuring Gas Ranges.

Gas ranges should also be featured prominently from now on. The month of April is the best month to commence the spring campaign in the stove department. Energetic efforts should be made to get the attention of the public in your locality, centred on your stove department and the line of stoves you carry. The enthusiasm should be kept up by displays and advertising. Many sales have been lost by dealers who would start out with a burst of enthusiasm and after getting the public nicely interested, would relax their efforts and allow the enthusiasm to die out. There are many people who will purchase an article early in the season if it is brought to their attention in a forceful manner, but who will not buy if left until later on in the season. To be successful the merchant should start his campaign early. He should not be backward in starting his spring campaign early on account of the weather. Backwardness in business is the merchants greatest enemy and is a menace to his success.

THINKS WELL OF SPECIAL.

Extract from letter by Richards-Wilcox Canadian Company, London, Ont. Hardware & Metal, Toronto.

"Your issue of March 22nd is a very fine piece of work and you have a right to be proud of it."

TOTAL PRODUCTION OF COPPER.

Total production of copper in the world 1800 to 1912 inclusive, arranged in decades from figures issued by Vivian Young and Bond, Henry R. Merton & Co. and U.S. Geological Survey in tons of 2240 lbs.

Years	Tons
1801-1810	91,000
1811-1820	96,000
1821-1830	135,000
1831-1840	218,400
1841-1850	291,000
1851-1860	505,999
1861-1870	900,000
1871-1880	1,189,400
1881-1890	2,221,236
1891-1900	3,710,651
1901-1910	6,856,630
1911-1912	1,840,000
Total	18,055,316

Weekly Market Reports---Stoves

BRISK BUSINESS.

Business in practically all lines is brisk. Gas stoves are selling particularly well at the present time.

Collections are reported to be much better. The outlook all around is for a most satisfactory year.

MONTREAL.

Montreal, April 3.—In this department business is reported to be very good. Manufacturers are very busy taking orders for stoves and ranges of new designs upon which they have been working during the past months. Orders are coming in for goods of almost every description for future delivery.

Gas Stoves.—The demand for gas stoves is increasing, as is usual at this time of the year. Retailers are calling for the goods, and shipments are being made as quickly as is possible. Some dealers have made a bold bid for this business with excellent results.

Spring Goods.—A large number of refrigerators have been shipped during the past week, and the trade is stocking up in anticipation of a big season.

Furnaces.—Trade is not reported as being very brisk in this direction, although some shipments have been made. This is going to be a big year in the building trade, and the furnace manufacturers will come in for their share.

Oil Stoves.—Oil stoves and heaters have been in great demand, and the number sold to date is greatly in excess of that of previous years. The buying public are showing confidence in the fact that the heaters and stoves now on the market are without danger to the user, and do not give off unpleasant odors, as was the case with the old style articles.

Kitchen Ware.—Tinware and enamelware are moving very well at the present time, and business in this direction is reported to be exceedingly brisk.

Ranges and Heaters.—Some orders are being received for ranges and heaters; in fact, business is above the average. This particularly applies to ranges, the demand for heaters not being so large, though good orders are coming in from some sections.

TORONTO.

Toronto, April 3.—The advent of spring has caused wonderful activity in the stove business. Manufacturers are exceptionally busy. Taken on the whole,

the month of March was a very satisfactory one for the stove manufacturers, and, in the majority of cases, they report business as being far ahead of the previous year. The present month promises to be a busy one. Gas ranges, gas plates, ovens, coal oil stoves are in great demand. One sales manager stated that their sales of gas ranges to date almost doubled the sales during the same period last year. Contrary to general expectations, collections have been exceptionally good. One large firm, with several Western branches, state that even in the West, where collections have been reported slow, their branches have found collections better than last year and the number of outstanding accounts smaller than during the previous year.

There is a good demand for galvanized iron wares, such as tubs, pails, garbage cans, etc. Enamelware is also in good demand. Many booked orders for sprinklers, ice cream freezers, refrigerators, etc., are being shipped.

Ranges and Heaters.—There is very little business being done in these lines at the present time.

Furnaces.—There is still a demand for furnaces, and several have been sent out during the past week.

Gas Ranges and Plates.—The demand for gas ranges is very heavy, and sales to date are far in excess of the sales during the same period last year. There is also a heavy demand for gas plates and ovens. The early demand for these lines indicates that a busy spring and summer business may be expected. Many dealers are putting in heavier stocks this year in order to prevent a recurrence of the shortage last year.

Coal Oil Stoves.—There are many orders being sent in for coal oil stoves in one, two and three-burner sizes. The demand for this class of stove is increasing yearly. Retailers are finding a large sale for this line among the farm trade.

Enamelware.—The demand continues good for enamelware, tinware, etc. No price changes have been reported.

WINNIPEG.

Winnipeg, April 2.—The unexpected cold snap of last week, when every one had thought spring was at hand, though not very welcome to most, no doubt has helped the coal man and in a less degree the stove dealer. Every cold snap induces some lingerer to get busy and buy and this has been no exception.

Retailers have thus been enabled to work off quite a few of their carried over heaters and have also disposed of

a good few "exchanged" lines at a good profit.

The cold weather is, however, holding back the movement of strictly summer lines which with the mild weather at the beginning of March were already commencing to move out.

CATALOGUES AND BOOKLETS.

Stanley Planes.

The Stanley Rule & Level Co., New Britain, Conn., have issued an attractive little booklet entitled "Stanley 45, Seven Planes in One." This booklet contains information and illustrations showing the various ways in which this plane with its 21 cutters may be used. Another feature in connection with this plane is the fact that it is now being put up in a steel box, an illustration of which appears in the booklet. These booklets were gotten up with the idea of supplying them to the retailers for distribution among their trade and a supply will be forwarded on request.

New Marlin Gun Catalog.

The Marlin Firearms Co., New Haven, Conn., are sending out their new 128 page gun catalog, featuring all Marlin rifles, carbines, shot-guns, which are made in all the popular calibers, gauges and styles, also Marlin gun sights, gun oil, rust repeller, handcuffs, reloading tools and the various other accessories manufactured and handled by the Marlin Firearms Co. In the catalog the rifles are grouped according to the calibre and power of the cartridge. A large number of new lines are also described and illustrated. The new catalog has been sent to all dealers on the Marlin list. Those who have not received copies will be supplied on request.

Richards-Wilcox Contest.

The Richards Wilcox Mfg. Co., Aurora, Ill., announce in their monthly publication "Door-Ways" that they are offering \$100 in prizes for articles on "The advantages and convenience of sliding doors in the modern home." The article is limited to 200 words. Three prizes are offered: \$50, \$30, \$20. The contest ends May 15.

Garage Equipment Catalog.

The Richards Wilcox Mfg. Co., Aurora, Ill., and London, Can., have issued a special catalog on Garage Equipment. This catalog contains much valuable information regarding equipment for private garages. Copies will be supplied to the trade for distribution among architects, contractors and builders.

Methods of Retailing Paints and Varnishes

Hints on Handling the Paint Department

The Present is Harvest Time In the Paint Section—Methods and Plans Which Should be Followed in Pushing Sales—Good Profits to be Made in Sundries.

Spring has arrived and hundreds of householders are planning the work they intend to do around their homes. Many are undecided as to whether it is advisable to paint the exterior of their homes or postpone it for another year. Many people will be building additions to their homes. Others are getting out their porch furniture, screen-doors, lawn seats, etc., with a view to having them cleaned up and made presentable, so that no time will be lost when they wish to use them. Summer kitchens will be overhauled and re-painted, interior floors, porch floors, wagons buggies and hundreds of other things are in need of paint at this season of the year. Spring has been called, and rightly so, the harvest time of the paint department. The extent of the harvest depends greatly on the activity of the hardware dealer. The opportunities that are afforded the dealer are greater at this season than at any other.

It has been said, and there is evidence on every hand to bear out the fact that 70 per cent. of the country needs painting. This is a large field in which the dealer is afforded an opportunity to work. The leading paint manufacturers are offering the retailers every reasonable assistance in aiding them to push the sale of paint. One aid that is very effective and is often overlooked by the retailer is the assistance offered by the mailing systems of the paint manufactureres, all the merchant is requested to do, is to send in a list of prospective customers, and they are followed up in a systematic manner with attractive and instructive advertising matter, showing them the advantages to be gained by using paint, and offering suggestions as to the best methods to be used in doing the particular work in which the customer is interested.

Window displays of paint should also be featured at this season of the year more often than at any other season. Attractive window displays are a great aid in assisting to sell ready mixed paint. Many new customers secure their first impression of a store by the appearance of the store windows. If they are favourably impressed, the chances are that they will become regular callers at the store. Local newspaper advertising is very effective if

properly applied and should not be overlooked by the merchant in his spring campaign.

There are many lines in the paint department of the hardware store that can be demonstrated by the salesman. Old chairs, stove pipes, buggy wheels, tables, linoleums can be refinished with paint or varnish and placed on exhibition in the store. It is always advisable to leave a small portion of the article unfinished in order to show the condition of the wood or metal before the paint or varnish was applied. Anything displayed in this manner, that shows the results which may be obtained by using paint or varnish, will be bound to result in sales.

The paint department should be attractively arranged and present a clean bright appearance that will make an impression on customers. Sample boards and racks should be placed in a prominent position in the paint department. It is very important that paint sample slats should be perfectly clean as nothing is more distasteful to a prospective paint customer than to see sample slats that are soiled or dirty. These slats are finished in such a manner that it is an easy matter to keep them perfectly clean. Flat finishes for walls will be featured to a great extent this spring, this is a line of paint that can be demonstrated in the store, and is one in which every householder is interested. Very fine window displays can be made by using wall-board painted with flat wall finish and used for a background in the window.

Making Sales of Sundries.

The merchant should also have a very large sale on sundries and small items. These lines are very profitable and are easy to sell. Too many merchants fail to appreciate the wonderful possibilities of interior decorative goods and are apt to consider the paint business as consisting of nothing but house paint, barn paint, wagon paint and similar lines. They should not lose sight of the fact that practically every surface inside the home is finished with a stain, varnish, paint or enamel, and that much more is used in the interior than on the exterior. The interior paints usually net a larger profit for the dealer than the exterior paints. The merchant should always be on the alert for opportunities to

supply materials for an entire house job either on a new home or one that needs re-decorating. Customers should be persuaded to buy the best quality goods when purchasing paints. The majority of prospective paint customers are always figuring on how cheap they can do the work. One often finds clerks sharing the same view and endeavoring to find some way in which the customer may do the job at a low cost. These views should be overcome, as there is no economy in the use of cheap, inferior paint. The merchant and his clerks should endeavor to sell the best quality goods, as the customer invariably holds the merchant responsible for the results obtained.



REMARKS OF THE JUNIOR CLERK.

All is not sold that glitters.

* * *

Success usually comes with doing, not saying.

* * *

Never send a friend on a fools errand, go yourself.

* * *

And now the pessimist begins to worry about next summers ice supply.

* * *

Because a man believes in the \$ sign, its no sign that he is superstitious.

* * *

Be polite and obliging to customers no matter how uncivil or overbearing they may be.

* * *

Even in sowing our wild oats, lots of us expect some one else to do our ploughing for us.

* * *

Consider the phonograph, how it is always on the move, making a pile of noise and never getting anywhere.

* * *

Perhaps you have observed that the man in the ranks stays there because he would rather use his feet than his head.

* * *

If a lot of people cultivated success as assiduously as they do failure they would be millionaires instead of bankrupts.

* * *

Concentrate upon your duties in the order of their importance, disposing of each, whenever possible, before attending to the next one.



CALCIMO

Sanitary Wall Finish

The name "Calcimo" stands for all that is perfect in an artistic, sanitary, Wall Coating. It has stood the test for a quarter of a century.

"Calcimo" produces a harmonious effect with the furnishings of any home, no matter how attractively, or luxuriously furnished.

Gives That Soft Velvety Effect so Desirable

"Calcimo" is manufactured in a dry powdered form, milled in 32 beautiful colors, and is ready for use when mixed with ordinary cold water. We have the exclusive sale for Western Canada, and as we sell it only direct to dealers, you make a profit on every pound used. Architects and Painters are supplied with up-to-date advertising matter by us. It will pay you to stock "Calcimo."

The Winnipeg Paint and Glass Company, Limited

Calgary Paint and Glass Co., Ltd.
Calgary

"Everything for a Building"

Winnipeg

Edmonton Paint and Glass Co., Ltd.
Edmonton

There is Nothing

IN LOWE BROTHERS' ADVERTISING
THAT IS NOT IN HIGH STANDARD PAINTS

EVERY good quality claimed for our paint is put into our product before it is put into our advertising.

That counts with conservative dealers—counts heavily.

Because when you handle a line of paint you vouch for its maker's claims, both by word and implication.

High Standard Paints will back you up in everything good you say of them. Likewise they back us up in our claim to have the best all round proposition in Canada.

Get this proposition to-day. Write when our man in your vicinity may put it before you. No obligation. Our pleasure. Mutual opportunity.

Johnson Paint
& Varnish Co.
Limited
Vancouver, B.C.

Lowe Brothers
Limited, - TORONTO

Lyon-Monkhouse
Limited
Winnipeg, Man.

Weekly Market Report -- Paints

PAINT NOTES.

Business has been exceptionally good and manufacturers have been rushed to fill orders. Marine paints are particularly in demand at the present time.

Turpentine has advanced 1 cent at Toronto, making the price 64 cents.

White lead is firm, owing to the advances in pig lead.

MONTREAL.

Montreal, April 3.—Wonderful activity is to be seen in the paint trade at the present time. Factories are working day and night to get out shipments, and manufacturers have their hands full keeping pace with the orders. The mild weather of the past couple of weeks has had the effect of stimulating trade from the retailers standpoint and has caused the manufacturers to receive quite a number of requests to hasten deliveries. Prices in every direction remain the same as last week.

Linseed Oil.—There is no change here. The price remains at 57c and 60c as quoted last week. It is interesting to note that exactly a year ago the price was just double to-day's quotation. The demand for oil at the present time is reported to be very good.

White Lead.—In the primary market pig lead has shown an advance every day for the past two weeks. In spite of this fact, white lead remains at the same figure, but if the advance in pig lead continues white lead will, of course have to follow. Manufacturers state, however, that they do not anticipate anything of this nature.

Prepared paints.—Orders for all lines are coming in in a very satisfactory manner. Marine paints seem to be to the fore at the present time, but in every department the demand is exceedingly heavy. The recent warm weather has caused quite a number of people to start work on their summer residences, and the retail trade have not been slow in making the most of this business.

Turpentine.—During the past week turpentine has been fluctuating one way and the other, but it is now back at about the same price as last week. Quotations still vary to some extent, but 62c is the price asked in the majority of cases.

Paris Green.—There have been fair shipments of Paris green and the demand is said to be very good.

Putty.—Some heavy shipments of Putty have been made during the past week, and some good orders have been received for this commodity.

TORONTO.

Toronto April 2.—A large volume of business is being transacted by paint manufacturers and jobbers. The advent of spring always causes activity in these lines. Prices on ready mixed paint are firm.

Lead is still quoted at 8.40 in ton lots and is very firm at the present time. There have been some slight advances of late in the price of pig lead and it appears as though the present high price of lead will be maintained. It was expected by some retailers that the price of lead would go down with the price of oil and turpentine, and for a time many orders were held back. This opinion has been changed and orders for white lead are being placed freely.

No change has taken place in the price of linseed oil. The price of seed has been low and this has kept down the price. The price of linseed oil in Canada has been exceedingly low when compared with quotations in other countries. There may be a scarcity of oil on account of the increased consumption due to the advent of spring and the fact that crushers have difficulty in getting prompt transportation for the seed. Navigation has not opened and the railways are unable to supply adequate facilities.

Turpentine is firmer and has advanced 1c per gallon.

There is a good demand for furniture and floor polishes, floor wax, linoleum varnish and many other specialties that are used during the housecleaning season.

Linseed Oil.—Present quotations in Toronto are 58c for raw linseed oil and 61c per gallon for boiled oil. The prices are for single barrels, with the usual quantity reductions. The oil market has been rather weak and even lower prices than those here quoted, have been quoted in some cases by jobbers.

Turpentine.—An advance of 1 cent per gallon has taken place in the price of turpentine. The present price is 64c per gallon with the usual quantity reductions. Prices have taken on a firmer tone in the South and it is expected that the firmness will be maintained. There is, however, much speculation existing regarding the future of the turpentine market on account of recent developments in the South.

Lead.—A price of 8.40 is still quoted in ton lots. The market is very firm and

the high price will likely be maintained for some months at least. There have been recent slight advances in the price of pig lead.

Coal Oil, Gasoline, Etc.—Motor gasoline is still quoted at 25½c, benzine 24½c, Canadian prime white petroleum 15c, U.S. water white 15½c, U.S. Pratts astral, 17½c. These prices are quoted for single barrel lots.

WINNIPEG.

Winnipeg, April 2.—The spring demand for paints, oils, stains and varnishes has come up nearer to expectations than perhaps any other line of trade.

Prices on linseed oils, turpentine and colors are all steady, no change having been announced for a considerable time. Flax is cheap and steady in the primary markets and there is nothing to indicate a change for some time.

There should be a busy retail trade in paints as soon as spring opens up in earnest, as a very large amount of last year's out door work had to be abandoned with the approach of winter.

Offices Moved.

Montreal, Que.—The Wire Goods Co., of Canada have removed their offices from Montreal to Howick, P. Q., where their factory is located.

Leaving for West.

Pictou, Ont.—Chamberlain Carter, son of W. J. Carter, has finished his course in steam heating at the New York Trade School, and will visit Pictou before leaving for the West.

Have Opened Factory.

The Canadian Quality Saw and Tool Works have opened a factory in Montreal, and will specialize in the manufacture of hack saw blades. Mr. Jennings, who has a wide knowledge of this business, will be in full charge of the new concern.

In New Store.

John Moxon & Son, Pictou, have moved into their new store, and are nicely settled. H. M. Moxon, the manager, is justly proud of the fine showing their stock of stoves and hardware makes in the new premises. Mr. Moxon greatly regretted being unable to attend the exhibition and convention in Hamilton this year on account of the work necessitated in removing his stock. He intends to be present in Ottawa next year.

Deserves Your Quick Action

OPPORTUNITY to win *large* paint profits is here. It deserves your quick action. Spring painting is already creeping into your locality.

So that you may lose no time, please do this:

Write our nearest office. Ask for the facts of a *unique* paint agency proposition, to be sent you *by return mail*. Then judge for yourself. The more experience you have had with paint values, and with paint-selling methods, the more will our offer *impress you*.

70% pure white lead in paint is unusual enough to make you exclaim: "*How* can they put such large proportion of white lead in Brandram-Henderson English Paint?" The answer is: We corrode and grind *our own* white lead.

You'll note that to this 70% Pure White Lead is added 30% Pure White Zinc. The exact ingredients in Brandram-Henderson English Paint are not concealed. They are openly published. For they are good enough to invite *confidence*.

Behind this good paint is an impressive selling scheme, designed for the benefit of our agents. You can see how it works almost at a glance. It earns profits for you easily and quickly.

Remember: We'll answer your inquiry by return mail.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.
Cookson's or Hallett's per lb. 11 00 11 00
BABBIT METAL.
Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Allumin-olite, Mogul, No. 1, No. 4, from 8c to 9c lb.

Tallman Brass & Metal Co.—Arotic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 35c; Hoo Hoo, 25c; "A," 25c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.
Spooners Coppering, Tough, Hard, Finest, No. 1 and 2
Nicolamin Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c.—60c lb.

BOILER PLATES AND TUBES

Plates, 1/4 to 1/2 inch, per 100 lbs. 2 40 2 50
Rods, per 100 lbs. 2 55 2 75
Tank plates, 3-16 inch 2 70 2 80
Boiler tubes, 100 ft. 1 1/2 in. 8 65 8 70
" 2 " 8 70 8 75
" 3 " 12 60 12 70
" 3 1/2 " 15 75 15 80
" 4 " 18 00 19 00

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods, base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26

COPPER TUBING, 1/2 CENT EXTRA.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and was. cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 60 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

Montreal Toronto
Per 100 lb.

Casting ingot 17 25 18 25

Out lengths, round bars, 1/4 to 2 in. 27 00

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00

Copper sheet, tinned, 14 x 60, 14 oz. 30 00

Copper sheet, planished, 14 x 60, base 30 00

Brazier insheets 6 x 24 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal Toronto

Canadian foundry, No. 1. 21 50 22 50

Canadian foundry, No. 2. 21 00 19 00

Summerlee, No. 2 pig iron 24 50

Carroll, soft 25 00

Cleveland, No. 1 24 50 25 00

Clarence, No. 3 24 00 24 50

Jarrow 25 50

Glenamock 26 00

Radnor, charcoal iron 31 00 34 50

Ayresome, No. 3 25 00

Ferro Nickel pig iron (Soo) 25 00

Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50

Angles 2 50 2 50

Common bar, per 100 lbs. 2 15 2 05

Forged iron, per 100 lbs. 2 30 2 35

Refined iron, per 100 lbs. 2 40 2 40

Horseshoe iron, per 100 lb. 2 40 2 40

Mild steel 2 25 2 25

Sleigh shoe steel 2 25 2 25

(domestic) 2 30 2 25

Iron finish steel (foreign) 2 50 2 50

Reeled machinery steel 2 75 3 00

Tire steel 2 35

Sheet cast steel 0 15 0 15

Steel cast steel 3 10 3 15

Tool steel 0 07 0 08

Mining cast steel 0 07 0 08

High speed 0 65 0 65

Capital tool steel 0 50

Cammell Laird 0 15

Black Diamond tool steel 0 08 0 08

Corona tool steel 0 06 1/2

Silver tool steel 0 12 1/2

Cold Roll Shafting.

8-16 to 11-16 inch 0 06

1/4 to 1 7-16 inch 0 05 1/2

1 7-16 to 1 inch 0 05

Montreal, 35 and 1/2 Toronto, 30.

BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 55
18 gauge	2 50	2 55
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

	Montreal.	Toronto
Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4 45	4 75
60	4 70	5 00
20x28x80	8 90	9 50
20x28x80	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

	Montreal.	Toronto
22 gauge, per square	6 75	
24 gauge, per square	5 50	
26 gauge, per square	4 25	
28 gauge, per square	4 00	
Less 10 p.c.		

GALVANIZED SHEETS.

	Montreal.	Toronto
B.W. Queen's Fleur-guige Head de-Lis	Best Best	
16-20	3 70	3 35
22-24	3 75	3 40
26-28	4 20	3 80
28	4 45	4 15
Colborne Crown—3.55, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		

IRON PIPE.

	Black.	Galv.
1/4	2 04	2 86
1/2	2 72	3 67
3/4	3 16	4 31
1	4 54	6 19
1 1/4	6 19	8 44
1 1/2	7 43	10 13
2	9 90	13 50

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.35.

Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

Montreal Toronto

Heavy copper and wire, 0 11 0 11 1/2

Light copper bottoms 0 10 0 09 3/4

Heavy red brass 0 10 0 10 1/4

Heavy yellow brass 0 08 1/2 0 08 1/2

Light brass 0 06 0 06 1/2

Tea lead 0 02 1/2 0 02 1/2

Heavy lead 0 03 0 02 3/4

Scrap zinc 0 03 0 04

No. 1 wrought iron 10 00 10 00

Machinery cast scrap, No. 1 16 00 14 50

Stove plate 12 50 13 00

Malleable 10 00 9 00

Miscellaneous steel 6 50 6 00

Old rubbers 0 09 1/2 0 08 1/2

LEAD.

Montreal Toronto

Domestic (Trail), pig, 110 lbs. 4 95 4 90

Imported pig, per 100 lbs. 4 95 5 00

Bar pig, per 100 lbs. 5 50 5 50

Sheets, 2 1/2 lb. sq. ft. 7 50 7 50

Sheets, 3 lb. sq. ft. 6 75 6 75

Sheets, 3 1/2 lb. sq. ft. 6 62 1/2 6 60

Sheets, 4 to 6 lb. sq. ft. 6 50 6 50

Cut sheets 3/4 per lb. extra.

Cut sheets to size, 3/4 per lb. extra.

LEAD PIPE.

Lead pipe, 7/8c, 20 per cent. off.

Lead waste pipe, 9c; 20 per cent. off.

Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal Toronto

Bar, half-and-half, guarant'd 30 30 30

Wiping 0 28 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00

Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 00 7 00

TIN AND TINPLATES.

Lamb and Flag and Strates—

5 & 23-lb. in cts, 100 lbs. \$54 00 \$53 50

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base 7 00 7 00

I X, 14x20 base 8 25 8 25

I X X, 14x20 base 9 50 9 50

"Allways Best" Standard Quality.

I C, 14x20 base 5 00 5 00

I X, 14x20 base 6 00 6 00

I X X, 14x20 base 7 00 7 00

Bright Cokes.

Bessemer Steel—

I C, 14x20 base 4 80 4 80

20x28, double box 9 00 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets 8 25

I X, Terne Tin 9 75

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x65, 50 sheet box 7 50

XX, 14x60, 50 sheet box 7 50

XX, 14x65, 50 sheet box 7 50

Tinned Sheets.

72x30 up to 24 gauge, case 8 50 8 00

lots 8 50 8 00

72x30 up to 26 gauge, case 8 95 8 50

lots 8 95 8 50

Less than case, 25 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.90; No. 11, \$3.90; No. 12 and

13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No.

15, \$4.50; in lengths 6 inches to 11

inches, discount 30 per cent.; other

lengths 20c per 100 lbs. extra; if eye or

loop on end adds 25c per 100 lbs. to the

above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90;

No. 18, \$3; No. 19, \$2.70; 6 wire solid

line, No. 17, \$4.45; No. 18, \$3.10; No. 19,

\$2.80. All prices per 1,000 ft. measure;

6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. o. b. Hamilton, Toronto, Montreal,

London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18,

\$5.50; No. 19, \$6; No. 20, \$6.55; No. 21,

\$7; No. 22, \$7.50; No. 23, \$7.55; No. 24,

\$8; No. 25, \$8; No. 26, \$8.50; No. 27,

\$10; No. 28, \$11; No. 29, \$12; No. 30,

\$13; No. 31, \$14; No. 32, \$15; No. 33,

\$16; No. 34, \$17. Extras net. Tinned

wire, Nos. 17-25, \$2; Nos. 26-31, \$4;

Nos. 30-34, \$6. Coppered, 75c; oiling

10c; in 25-lb. bundles, 15c; in 5 and

10-lb. bundles, 25c; in 1-lb. hanks, 25c;

in 1/4-lb. hanks, 35c; in 1/2-lb. hanks,

50c; packed in casks or cases, 15c;

bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15,

\$2.55 f.o.b. Montreal, Toronto, Hamilton

and London.

Galvanized Wire.

From stock f.o.b. Montreal—100 lbs.

—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9,

\$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13,

\$2.55; 14, \$3.15. In car lots straight or

mixed, 19 w.g. 60 p.c. off.

Other sizes 60, and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.35 base; No. 10

gauge, 6c. extra; No. 11 gauge, 12c. ex-



Established in England
in 1834

A Seasonable and Profitable Line Feature

FRESCONETTE

The One Perfect Washable Flat Wall Finish

For use on walls, ceilings and woodwork of homes, hospitals and public buildings, where economy, beauty of finish and absolute sanitation are of prime importance.

"FRESCONETTE" is proving a fast seller

It is a specialty that will immediately appeal to your customers.

Write for descriptive color folder, showing the 16 handsome tints in combination, in which "FRESCONETTE" is made.

PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

MINERVA HOUSE

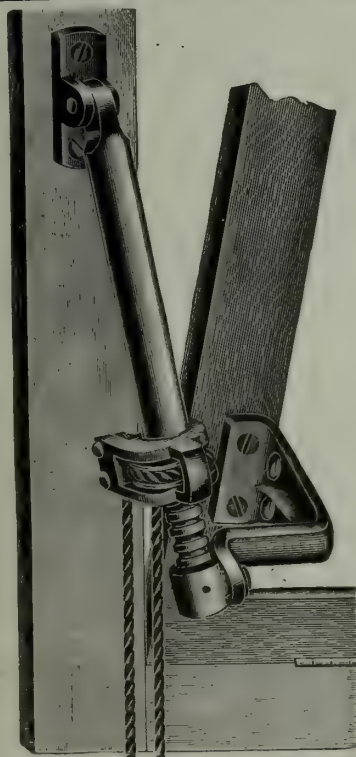
Toronto

Winnipeg

Vancouver

London, England

S-71



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

HARDWARE AND METAL

Crystal Damar	2 80
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 00
Lighting dryer	0 85
Elastilite varnish	2 25
Copalin varnish	2 25
Graniline floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Plint-Lac" coach	1 80
R.H. Ltd. "Gold Medal" cases	1 25
Dependol L.A. Oil Finish	2 65
Everlast floor finish	3 00
Elastica exterior finish	4 25
Storepipe varnish, 1/4 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United Inches.	Star.	Diamond.
Under 26	4 25	6 25
26 to 40	4 50	6 75
41 to 60	4 75	7 50
61 to 80	5 25	8 50
81 to 100	5 75	9 75
101 to 120	6 25	11 00
121 to 140	7 00	12 50
141 to 160	7 50	15 00
161 to 180	8 00	17 50
181 to 200	8 50	20 00

Size United Inches.	Star.	Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 60	4 00	6 25
61 to 80	4 25	6 75
81 to 100	4 50	7 25
101 to 120	4 75	7 75
121 to 140	5 00	8 50
141 to 160	5 25	10 00
161 to 180	5 50	11 00

White Lead Ground in Oil	Per 100 lbs.
"Anchor" pure	8 25
Brandram's B.B. Genuine	8 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 50
Essex, Genuine (Windsor)	8 00
Island City Decorators	8 25
Lily Pure	8 25
Munro's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 00
Stirling Pure	8 25
Tiger Pure	8 25

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 15 lbs. and over. 600-lb kegs, 150 per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 50 per 100 lbs. extra.

White Zinc (Dry)	0 75%
Extra Red Seal, V.M.	0 10
Pure, in 25-lb. tins	0 07
No. 1	0 05%
No. 2	0 05%

Whiting.	0 70
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 23 00
Axles and Hatchets	
Single bit per doz.	6 75 8 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Bread Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 75 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 6 00
Barrell hatchets	1 50 6 25

Ammunition	0 10%
Buckworth, per lb.	0 10%

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 18 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 18 and 16 p.c.; Primers, 16 and 2 1/2 p.c.; Brass Shot Shells, 45 and 1 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Beverly" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Black and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/2c per lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits 30 and 10 70

Irwin's auger 40 and 10 70

Gilmour's auger 70

Rickford auger 50 and 10 70

Gilmour's car 47 1/2

Clark's expansive 40

Jennings' Gen auger, net list

Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	
Stearns Barn Door Hangers, doz. pairs.	
Zenith	Special
Atlas, steel covered	5 90 8 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 45
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in. (100 ft.)	4 75

Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50
Door bells, push and turn	
Cow bells, 65 p.c.	
Sleigh bells, shaft and harness, pair, 22c up	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 1-16 and up, 55	
Carriage Bolts, Norway Iron (53 list)	
Machine Bolts, 1/2 and less, 55 & 15	
Machine Bolts, 7-16 and up, 67 1/2	
Plough Bolts	55 & 5
Blank Bolts	67 1/2
Bolt ends	87 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 40c per lb. off	
Nuts, Hexagon, all sizes, 44c per lb. off	
Store rods, per lb., 5/4 to 6c.	
Store Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 50
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 3/4 ft. x 6 ft., per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 16	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 50 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 58 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 25 00
" American, low	23 00 21 00
" high	27 50 31 00
Fire clay (Scotch), net ton	5 00 10 00
Fire clay (American) net ton	5 00 10 00
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr.	2 40 6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Berel edge, 1 inch, doz.	2 50

Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.40.

Stall fixtures, 35: trace chain 45; jack-chain, iron, 50; jack-chain, brass, 60; cow ties, 40; halter chains, 50 and 5; tie onts, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

No. 6, 30; No. 1, 40; No. 2, 50; No. 3, 60; No. 4, 70; No. 5, 80; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	5 50
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
4 " "	4 20
5 " "	5 53
6 " "	7 60
6 " "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	

Canadian knobs.	
Porcelain, mineral and jet knobs, 50 doz. more than list price.	
Canadian.	
Door Sets.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 85
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.	
Plain, 72 1/2 and 15.	
Creamey trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Delta Files	65%
Nicholson	66%
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Blacksmiths portable, 135 lbs.	9 65
Galvanized Ware.	
Dufferin pattern nails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized ware, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 16 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight, 1 lb., doz.	7 00
Farriers hammer, 16 oz., doz.	5 00
Tinners setting, 1/2 lb., doz.	4 20
Machinists, 1/2 lb., doz.	3 50
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood bay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 3/4 inch, per gross.	8 00
" 1/2 inch, per gross	10 50
" 3/4 inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4 inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	

Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
Heavy T and strap, 1-in., 100 lb.	7 00
Heavy T and strap, 4-in., 100 lb.	6 75
Heavy T and strap, 8-in., 100 lb.	6 00
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 66 p.c.	

Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 80
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 45 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$19.50; No. 20, \$23.25; No. 50, \$30.50; No. 61, \$36.00; No. 120, \$45.50; No. 228, \$19.50; No. 275, \$21.50; No. 1192, \$11.25.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface cor. (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" door hinges, 50 p.c.	

Wrought iron hooks and staples—	
1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Store pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.			
M.R.M. cold forged process		list,	18th
January, 1912.		Price	per
Size	Length	55-lb.	box.
Nos. 3	1 1/4-inch		\$4 10
4	1 1/2-inch		3 75
5	1 15-16		3 50
6	2 1/4		3 15
7	2 5-16		2 80
8	2 1/2		2 75
9	2 11-16		2 50
10	2 3/4		2 30
11	3 1-16		2 45
12	3 1/4		2 65

Horsehoes.	
Iron shoes, light, medium and heavy	
No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 1 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$5.75. F.O.B. Montreal.	
Tocals Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Smarts, 3 1/2 lb.	

Ice Cream Freezers.	
White Mountain, 50 per cent.	
Knives.	
Hay knives, net list.	
Clausen, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 80 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33 1/2 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	

cent.		
Hollow ware, tinned steel, 45 per cent.		
off.		
Enamelled street signs, 50 per cent.		
Kitchen Sundries.		
Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 50
Mincing knives, per doz.	0 50	0 70
Potato mashers, wire, per doz.		
" wood, per doz..	0 50	0 70



F. J. COX, Winnipeg—Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

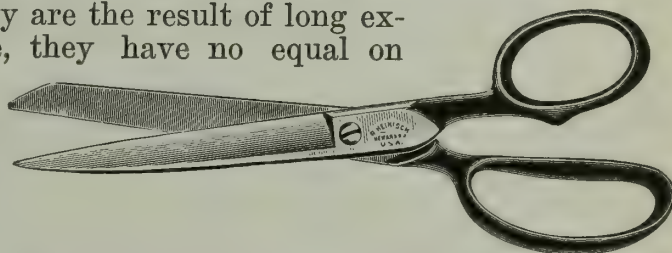
HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnerns' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Perse of Alberta Ltd., Calgary.

HARDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	6 00
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25
Mallets.	
Tinmiths' 2 1/2 x 1/4 in. per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Wire door mats, standard, 16x24, doz.	
	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattlocks, 6 lb., 18 inch, \$8 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16 1/2 c. per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 15 00
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.85.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Plumbers....per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent. off.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Clay Picks.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
Planes.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35c per cent.	
Prices, Pliers and Nippers.	
Butt's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors	per doz.
Boker's	7 50 11 00
Boker's King Cutter	13 20 14 40
Henckels	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 15c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 28
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 38 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/2-lb. packages 1c per lb.; 3/4-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rivets.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 55, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 80
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.		
Sectional, 1 lb. each, per 100 lbs...	2 20	
Sectional, 1/2 lb. each, per 100 lbs.	2 35	
Solid, 3 to 30 lbs.	1 63	
Sash Cord.		
No. 3, per lb.	0 30	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Disston's Hand, 10 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.		
Common doors, 2 or 3 panel, wal-	nut stained, 4-in. style	
Common doors, 2 or 3 panel, grain-	ed only, 4-in. style	
Beaver window screens, 14x18, open	28 1/2 inches	
Perfection window screens, 14x18,	open 22 1/2 inches	
Model window screens, 14x22, open	36 1/2 inches	
Scales.		
Gurney Standard, 30 p.c.; Champion,	50 per cent.	
Burrow, Stewart & Milne — Imperial	Standard, 30 p.c.; Champion Scales,	
50 per cent.		
Fairbanks Standard, 30; Dominion,	60; Richelleu, 50.	
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel...	85 10 7 1/4	
" R.H., bright	80 10 7 1/4	
" F.H., brass	75 10 7 1/4	
" R.H., brass	70 10 7 1/4	
" F.H., bronze	70 10 12 1/4	
" R.H., bronze	65 10 12 1/4	
Drive screws	85 10 12 1/4	
Set, case hardened	60	
Square cap	50 and 65	
Hexagon cap	45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros., No. 30, per doz.	16 80	
Scissors and Shears.		
Clausen, nickel scissors and shears, 60;	Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and	Japanned, 40 per cent.	
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 35 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$6.25.		
Pucks, net, \$1.60.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	60 55 and 2 1/4	45
Draining tools	60 60	
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels		
	60	45
Riveted back scoops, 1st, 2nd and 3rd grades, 80 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Disston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/4, doz.		\$2 85
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 25 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 15.		
Tinners' trimmings, 72 1/2 and 15.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000	7 50	
Eureka tinned steel, hooks, per 1,000	8 00	
Staples.		
Poultry netting, 100 lbs.	6 70	
Bed, 100 lbs., No. 14	6 75	
Blind, per lb.	0 12	
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1-3 p.c.		
Stove Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths...	7 82	
7 inch, per 100 lengths	8 18	
Nestable, 40 per cent.		
Stovepipe Elbows.		
5 and 6-inch common, per doz.	1 20	
7-inch, per doz.	1 35	
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock.	18 75	
Stones—Oil and Scythes.		
Washita Oil, No. 1, 6 in., Dozen	5 10	
7 in., 8 in.	3 60 5 10	
No. 2, 6 in., 7 in., 8 in., 10 in., 12 in., 14 in., 16 in., 18 in., 20 in., 22 in., 24 in., 26 in., 28 in., 30 in., 32 in., 34 in., 36 in., 38 in., 40 in., 42 in., 44 in., 46 in., 48 in., 50 in., 52 in., 54 in., 56 in., 58 in., 60 in., 62 in., 64 in., 66 in., 68 in., 70 in., 72 in., 74 in., 76 in., 78 in., 80 in., 82 in., 84 in., 86 in., 88 in., 90 in., 92 in., 94 in., 96 in., 98 in., 100 in.	3 10 3 50 4 10 4 50 5 10 5 50 6 10 6 50 7 10 7 50 8 10 8 50 9 10 9 50 10 10 10 50 11 10 11 50 12 10 12 50 13 10 13 50 14 10 14 50 15 10 15 50 16 10 16 50 17 10 17 50 18 10 18 50 19 10 19 50 20 10 20 50 21 10 21 50 22 10 22 50 23 10 23 50 24 10 24 50 25 10 25 50 26 10 26 50 27 10 27 50 28 10 28 50 29 10 29 50 30 10 30 50 31 10 31 50 32 10 32 50 33 10 33 50 34 10 34 50 35 10 35 50 36 10 36 50 37 10 37 50 38 10 38 50 39 10 39 50 40 10 40 50 41 10 41 50 42 10 42 50 43 10 43 50 44 10 44 50 45 10 45 50 46 10 46 50 47 10 47 50 48 10 48 50 49 10 49 50 50 10 50 50	
" slip	0 08 0 10	
" Axe	0 16 0 20	
Deer Creek	0 10	
Deerlick	0 25	
" Axe	0 15	
Ally White, 6 in., 7 in.,		
8 in., doz.	6 00 6 60 7 60	
Water-of-Ayr	1 60	
Scythe	0 10	
Tack, Blade, etc.		
Carpet tack, blue, 10 and 10 p.c.		

tinned, 55; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 32 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 35 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tuffing buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., 3 00	
Lufkins, linen, No. 714, 66 ft., ea. 0 94	
" steel, No. 254, 66 ft., ea. 3 50	
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 35	
" Steel, No. 1840, 50 ft., 1 00	
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Timbers' Snips.	
Discount, 35 per cent.	
Timbers' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	1 20
" " Rat Traps	0 45
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	
	0 25
Hold-Fast (formerly Devil) Rat Trap	
	0 80
5-Hole Tin Chokers	
	0 80
Vises.	
Per pound	0 12 0 13 1/4
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Downsall	92 50
New Century, Style A	101 25
Ideal Power	73 25
Daisy	72 00
Stephenson, net	122 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3	85 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 511E	54 00
Gem 141E	51 75
Sunlight, 11	44 50
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 35 in.	1 25
" " neckyokes, 35 in.	1 25
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffletrees, 35 hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

\$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carriage, 5% and smaller, 60; 7-16 and larger, 50; machine, 5% and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 7 1/2; sleigh shoe bolts to 3/4, 50 1/2; 7-16 and up, 40 1/2.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 19c.

Crowbars—44c per lb.

Corrugated Iron—23 gage, \$4.60; 25 gage, \$5. Pressed standing seamed roofing, 23 gage, \$5.85; 25 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 60; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$1.20; 18 gage, \$1.20; 20 gage, \$1.30; 22 and 24, \$1.49; 26, \$1.60; 28, \$1.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$1.25; 25 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horsehoes—“M.R.M.” and “Ball” iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.55; no. snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—“M.R.M.” cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.75; 6, \$3.90; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—60 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per doz.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/8 inch, \$5.75; 1 1/2 inch, \$7.80; 1 3/4 inch, \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35; 3 inch, \$25.30; 3 1/2 inch, \$32.60; 4 inch, \$37.35; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$53.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/8 inch, \$7.55; 1 1/2 inch, \$10.25; 1 3/4 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$28.15.

Logging Chain—1 1/2 in., \$9.00; 2 in. 1/2, \$6.50; 3 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt.

Lead Weight—\$9.35.

Lead-Finner.

Lead—Finner.

Ropes—Ropes—Iron rivets, 55 per cent.; copper, No. 8, 3 1/2; 10, 3 1/2; 11, 3 1/2; copper burrs, No. 8, 4 1/2; 10, 4 1/2; 12, 5 1/2; copper rivets and burrs, No. 8, 4 1/2; 9, 3 1/2; 10, 4 1/2; coppered, No. 8, 1 1/2; 9, 1 1/2; 10, 1 1/2.

Rope—Sisal, 12 1/2c; Pure Manila, 14 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c.

Steel Squares—40c; old new flat.

Shovels and Spades—Joes polished, \$3.10; B. Jos, \$2.40; Old \$1.10 per doz.; Scorp, D-handed, “Black Cat” No. 2, \$7.70; No. 4, \$8.20; No. 5, \$3.90; No. 6, \$3.90; No. 8, \$3.25; No. 10, \$3.90.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 p.c.; flat head, brass, 75 and 10 per cent.; each, 60 per cent.

Spools—Bright iron, per cwt., \$2.90 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$3.50; in small lots advance price 25 cents per cwt.; red lead, keg, \$6.80; yellow ochre, in barrel lots, 5 1/2c; less than barrel lots, \$5; golden ochre, barrels, 3 1/2c; less than barrels, 2c; vermilion red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 1 1/2c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$8.75.

Fatty—Casks, \$2.90 per cwt.; black-dye, in barrels, \$1.55; bladders, 100-lb. cases, \$3.40.

Paris Green—\$14.50 cents per 114-lb.

One Sure Way To Increase Your Business

SELL

MOORE'S T-45

An all-around Interior Varnish.

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING

A Waterproof Coating for Cement,
Plaster and Bricks.

WRITE FOR
COLOR CARDS
AND PRICES

MOORE'S MURESCO

The Best Wall Finish.

MOORE'S SANIFLAT

A Washable, Non-Poisonous Flat
Oil Paint.

Benjamin Moore & Co., Limited
WEST TORONTO

CHICAGO

NEW YORK

CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :



An Auger Bit You Can Depend on
for fast smooth work in every kind of wood and under all
conditions—**THE FORD.**

The **FORD** twist saves the Wrist and saves dollars in time
and labor. **WORKMEN WHO KNOW** prefer the **FORD** every
time. Honestly made and sold with a solid guarantee. Write
for free catalog "G."

FORD AUGER BIT COMPANY, - Holyoke, Mass.

When writing advertisers
kindly mention having seen
the advertisement in this paper

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

**The Satisfaction That Customers Get
BY USING**

Stephens

OIL STAINS

**Will Result in More
Business For You**

It will pay you to stock and boost
these high grade oil stains now.
They pay good profits and the "best
protection" for the dealer against
dissatisfied customers.

We have won a reputation in the
West for the high quality and purity
of these products which we will
maintain.

Put up in bright, attractive pack-
ages; ready sellers both to painters
and consumers.

Better write for testimonials and
let dealers convince you as to their
superiority.

Write for our agency proposition;
also colour cards.



G. F. STEPHENS & CO.
LIMITED

WINNIPEG

Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE — FIRST-CLASS HARDWARE store and stock in a good farming community in Western Ontario. Stock about \$2,000; turnover \$6,300.00. Best of reasons for selling. The man who acts quick can procure same at a snap. Box 417, Hardware & Metal, Toronto. (15)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A NICE STOVE AND TIN-smithing business and residence. Stock about \$1,000.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

HARDWARE STOCK AND TINSHOP TOOLS—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

WANTED THIS NOTICE TO BE SEEN and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

FOR SALE—STOVE AND TINSMITHING business, also store in the best farming locality in Western Ontario, on main line of G.T. Railway. Splendid opportunity. Box 783, Hardware & Metal, Toronto. (16)

FOR SALE—GOOD TINSMITHING AND furnace business. Farm implement trade in connection. Full set of tinsmith's tools and patterns. Good house and shop. Two railroads running into town. C.P.R. and G.T.R. This is a snap for a young man with business ability. Retiring from business and want to close it out at once. Will deal for farm, stock and implements. Box 785, Hardware and Metal, Toronto. (17)

AGENCIES WANTED

AN IMPORTANT FIRM OF LONDON MAN-ufacturers and Merchants with extensive warehouse and showrooms in the heart of the city of London seek a good sole agency for Great Britain and Export. The highest references given and required. Apply in first instance to Box 98, The MacLean Publishing Co., Ltd., 88 Fleet Street, London, England. (15)

ADVERTISER WITH FIRST-CLASS CON-nections with the wholesale hardware trade is open to accept a few good agencies. Agent, 203 Spectator Building, Hamilton, Ont. (15)

FOR SALE

8 FT. BRAKE, SECOND-HAND, FOR SALE. Edward Dreis, Chatham. (16)

HARDWARE FIXTURE, 41½ FT. LONG, 8½ ft. high, top section, with seven shelves and facings, also two glass cases. Lower section fitted with sliding doors (26) and three shelves. Fixture is all hardwood and finished in Filipino; will be sold at a bargain. Send for photo. F. A. Hoar, Barrie. (14)

FOR SALE—OLD ESTABLISHED HARD-ware business in good Western Ontario city. Stock about \$9,000. A1 opportunity for right man. Owner has other interests in West. Address Box 784, Hardware & Metal, Toronto. (15)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS —Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COMPETENT STENOGRAPHERS IN search of positions register at our Free Employment Department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

RETAIL HARDWARE AND STOVE SALES-man desires position. It is a good position I want, a chance to work for, if I prove to be the man you are looking for, either wholesale or retail hardware, in May or June. Ten years' Eastern experience. References supplied. Box 776, Hardware & Metal, Toronto. (14)

FIRST-CLASS TINNER WANTS POSITION—can also handle any kind of hot water or steam heating. Ready for work at once. Box 782, Hardware & Metal, Toronto. (16)

SITUATIONS VACANT

WANTED — TWO RETAIL HARDWARE salesmen, with three or more years' experience with tools and paint. Apply Mills Hardware Co., Hamilton, Ont. (15)

WANTED — MAN WITH PRACTICAL EX-perience in plumbing and steamfitting trades. Must have good education and address. Splendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

WANTED — EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

TINSMITH WANTED TO TAKE CHARGE of small shop. Must be all around furnace man, strictly sober. Steady employment to right party. Apply at once giving age, references, experience and salary required. Geo. A. Langtry, Tessier, Sask. (15)

WANTED—THOROUGHLY EXPERIENCED traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Box 781, Hardware & Metal, Toronto. (26)

WANTED

WANTED—WOULD EXCHANGE A NUMBER of lots in the City of Calgary for hardware stock, and pay balance in cash. Box 771, Hardware and Metal, Toronto. (11tf)

WANTED—THIS NOTICE TO BE SEEN AND answered by a live wire in the plumbing, heating and tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 719, Hardware & Metal, Toronto. (16)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)



SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Concrete Revetment Wall at Burlington, Ont.," will be received at this office until 4.00 P.M., on Monday, April 21, 1913, for the construction of a Concrete revetment wall along the Shore front of Lake Ontario, at the Village of Burlington, in the Township of Nelson, County of Halton, Province of Ontario.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.; H. J. Lamb, Esq., District Engineer, Windsor, Ont., and on application to the Postmaster at Burlington, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10%) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, March 20, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—37679.



EXTENSION OF TIME.

Notice is hereby given that the time for the reception of tenders for the construction of the Ottawa Customs Building is extended to Tuesday, April 15, 1913.

By order,
R. C. DESROCHERS,
Secretary.
Department of Public Works,
Ottawa, March 26, 1913. (13)

JAMIESON'S

Paints

make a great "spring tonic" for the sick profits of any paint department. If your paint profits are ailing talk to us.

We want you to join our list of dealers, all of whom have good healthy paint departments.

R. C. Jamieson & Co., Limited, Montreal and Vancouver

Established 1858

15

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N. S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.

It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR -- ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

There is no Better Paint Salesman Than Quality

Ramsay's PAINTS

ARE FULL OF QUALITY

You cannot handle a paint that will give the user better service or more satisfaction.

Every can contains quality. Ramsay's Paints cover much surface and are very durable—therefore they are economical.

We want good, live agents to handle this paint. We assure a splendid profit and satisfaction.

Ask us for our proposition.

A. Ramsay & Son Co. Montreal

Paint Makers Since '42



OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

co-operates with the consumer to get the best results. Directs them to the MAPLE LEAF AGENT for their paint and varnish requirements.

STRAIGHT PAINT TALK

How Maple Leaf Paints and Varnishes Stand With The Consumer

On September 23rd, 1910, a prominent hardware merchant in Ontario wrote us:—"Our customers have given us every encouragement to continue your M. L. Agency."

Please note "Our customers" and "encouragement."

On November 21st, 1912, he wrote again:—"We consider M. L. Paints the best on the market, OUR PROOF being satisfied customers."

"OUR PROOF"—"SATISFIED CUSTOMERS" says the M. L. AGENT.

OUR PROOF; OUR AGENTS' evidence that MAPLE LEAF PAINTS AND VARNISHES are producing profitable satisfied customers who are encouraging them by their increased demands for these reliable brands.

Let us prove our proposition by evidence not hearsay or promises. Drop us a line and it will be done.

THE
IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
CANADA



It isn't necessary to have a special part of your store set aside to hold a stock of paints and varnishes.

Build a compact and inexpensive case like the above, put in a fair stock of Sherwin-Williams Products and you will be agreeably surprised at the profitable business you will soon be doing in the paint line.

Why not take advantage of this excellent source of profit, when the season is just opening up? Sherwin-Williams Paints and Varnishes are good sellers, because they give splendid satisfaction, and are well known. S-W Dealers make good profits consistent with successful business. Write today for our selling proposition.

SHERWIN-WILLIAMS PAINTS & VARNISHES

FOR THE PRACTICAL PAINTER

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.

A Profitable Paint Business in a ten foot case.

Read this letter:

Our Paint Business in a 10-Foot Case. In the Spring of 1910 we began stocking Sherwin-Williams Products, and with a small amount of newspaper advertising and lots of boosting have accomplished this: Sold \$1,750 worth of paint during 1910. Sold \$1,620 worth of paint from January 1 to May 31, 1911, and our paint business is increasing all the time.

We have but \$450 invested in stock, which is all carried in a portable case 10 feet long, 40 inches high and 28 inches wide. This case holds, when filled, 100 gallons, 125 ½'s, 200 ¼'s 200 pints, 200 ½ pints, 100 ¼ pints 100 5-pound packages of Wall Tints, and an assortment of Furniture Polish. The small amount of floor space occupied, together with the small amount of money invested, the generous terms given, the little time to look after the stock and the non-perishability of the goods, make our paint business look mighty good. In selling Sherwin-Williams Products we find a good profit and satisfied customers.

Yours very truly,

WOODARD, CLARKE & CO.,
per D. H. Morgan, Manager.



PAINT OIL PROFITS DEPEND UPON PROPER STORAGE METHODS

Anybody can sell paint oils, but comparatively few dealers sell them at a profit.

WHY

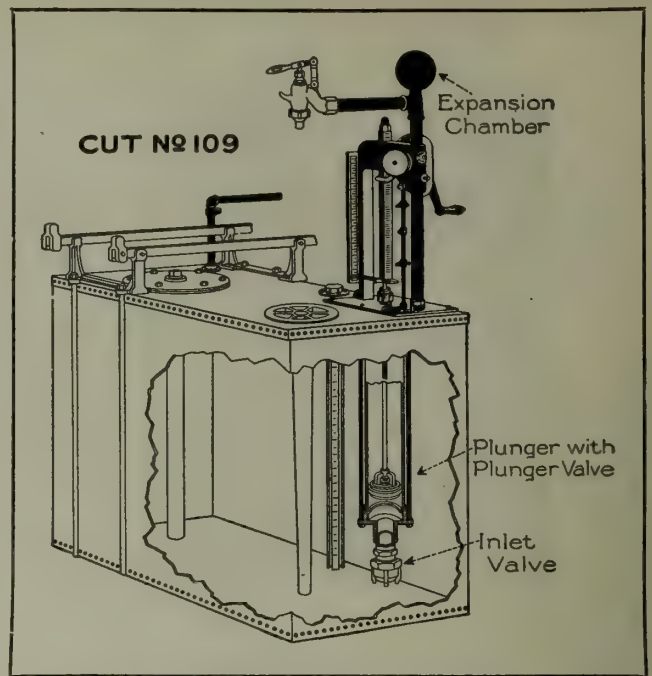
Because of the tremendous waste under the old methods. Just stop and think how much time and labor is lost in drawing oil from a barrel or tin tank. Look at the measures, funnels, floors and faucets. You can see the oil that is wasted there. Then think how much oil is absorbed by the barrel and how this absorption affects the quality of the oil that you do sell.

Paint Oil Storage Systems Listed by Board of Underwriters

The question of proper oil storage has been one of great importance with insurance companies and the National Board of Underwriters. There are certain specifications in the storage of linseed oils, varnishes, dryers and kindred liquids that must be complied with in a storage system in order to insure safety and to maintain the quality of the oil.

At the present time there is but one "paint oil" storage system in the Dominion of Canada that is listed by the Board of Underwriters, and that is the one manufactured and sold by S. F. Bowser & Co., Inc., Toronto, Ont. The specially constructed pump, with the automatic venting system, makes it an ideal arrangement for this purpose.

The pump is so arranged that the valves and interior of the measuring cylinder are submerged in oil at all times, making it impossible for these vital parts to gum or corrode. The discharge nozzle has an airtight shut-off and the plunger rod operates through a stuffing-box, making it absolutely air-tight.



Study the diagram. It shows the method of construction and why the Bowser has won international favor.

Every cent of this loss can be stopped and turned into your pocket as clear profit by using a

BOWSER PAINT OIL SYSTEM

This system is the only equipment for paint oils sold in the Dominion of Canada that has been passed by the National Board of Underwriters. This fact demonstrates its safety.

While the safety feature is very essential in a storage system and is found in its highest degree in the Bowser, still the economic and profit-paying advantages alone are sufficient to recommend its installation.

The Bowser System has been installed by hardware and paint dealers from Nova Scotia to Vancouver. Why—because it pays a profit impossible to get in any other manner.

It will pay you the same as it has paid others. Let us send you details. Write for our Free Book.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES: 32 Victoria St., S.W. London; 5 Rue Denis Poisson, Paris, Johannesburg, Porto Rico, Buenos Aires, Mexico City, Havana.

Original patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.

Floor

One Paint Dealer Said:

"My floor paint sales are the foundation of my big paint business. Maybe it's because I like to sell floor paint — anyway, I've built up a wonderful trade on the good qualities of

SENOUR'S FLOOR PAINT

"I sell to Mrs. Smith; she is so delighted with results that she tells Mrs. Brown and Mrs. Green — and then I know Mrs. Brown and Mrs. Green are customers of mine and Mr. Brown and Mr. Green follow when they need paint, and so it goes—an endless chain of customers. No wonder I like to sell floor paint, and especially **Senour's Floor Paint** — it makes the rest of the work easy for the clerks and myself—because the customers come in convinced. If you want a lot of that kind of customers write today for the Martin-Senour Agency."

The Martin-Senour Co.
Limited
PIONEERS OF PURE PAINT
CHICAGO-MONTREAL LINCOLN-WINNIPEG



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

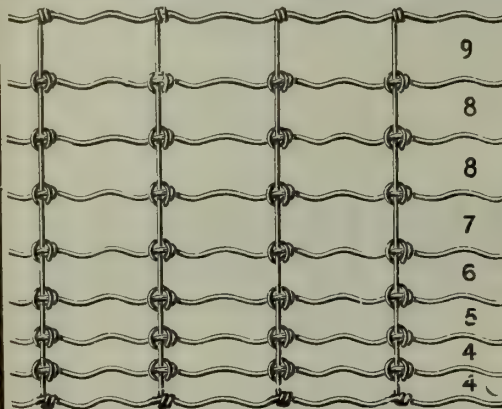
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

We have the finest machinery and every facility for pro-
ducing best quality

WIRE NAILS AND STAPLES

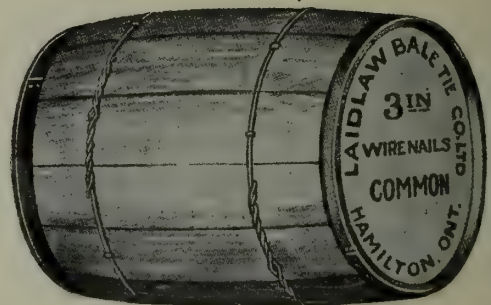
These nails have perfect heads and points and we have
taken special care in the drawing to obtain a regular gauge.
Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and
A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.



Stanley Tools

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to
remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set,
are machined to fit accurately the machined surface of the supports
which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone
centers which engage each end of the case. The center lines of the cases
and cones are eccentric. With this arrangement the Levels can be readily
adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor
obtainable enter into their construction, and they carry with them the
guarantee of a Company which has been manufacturing high-grade
Carpenters' and Mechanics' Tools for over half a century.

SEND FOR CATALOGUE

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



DOUGALL

LINGERWETT

Dissolves Varnish Instantly

Apply a good coating. Remove with a cloth or soft brush. No scraping or washing. The surface is ready to refinish.

Booklet free. A Card will do.

The Dougall Varnish Company, Limited
MONTREAL

Associated with Murphy Varnish Co., U.S.A.

VARNISH

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the **SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.**

	Name of Brand
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapeo"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devollite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED
UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.

A Better Quality of Bronze Paint Means a Larger Trade

It has been proved time and
time again that

Reflex

Bronze Liquid

when mixed with good Bronze Powder forms a bronze paint that lasts much longer than the prepared kind.

When a customer calls for Bronze Paint recommend these ingredients to him. This combination gives results essential to re-orders.

Any novice can easily mix them by following directions—and mix them right.

Send us your trial order.

The
Ault & Wiborg Co.
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



STAR Hack Saw Frame No. 10

is light, handy and one of the strongest tools of its kind on the market.

It is quickly adjusted, and has that combination of lightness with a maximum of strength which is so indispensable in a tool of this description.

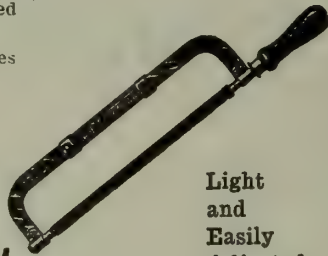
STRENGTH WHERE STRENGTH IS NEEDED

The strength of the Star Frame is due to its simple and sensible construction, and to the fact that the greatest strength of the tool is concentrated where the greatest strain comes—in the centre of the frame.

The steel is tempered and the appearance of the frame is excellent. This tool is adjustable to carry blades 6, 7, 8, 9, 10, 11 and 12 inches long, and is marked for the different lengths.

The merits of Star Hack Saw Blades are known the wide world over.

MILLERS FALLS CO.
28 Warren St., New York City



Light
and
Easily
Adjusted

Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

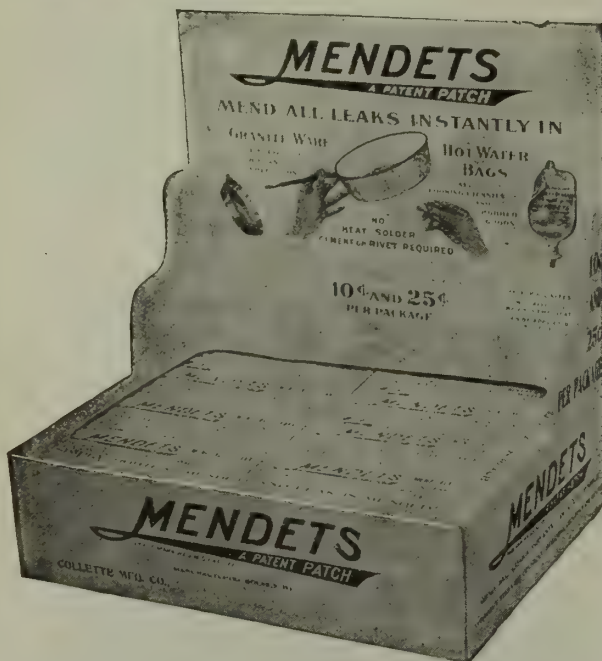
An
Artistic
Design
for
1913



No. 18 and 19 Design

Made in Wrought Brass
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.
LIMITED
PETERBOROUGH, ONT.



Over 5,000,000 Mendets in use.

Order from your jobber or
write direct.

COLLETTE MANUFACTURING CO.
Collingwood, Ont.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee"
Hand or Motor Metal Force or Lift Pumps give
their customers lasting satisfaction.

Every pump sold stays
sold — gives the dealer no
trouble.

They are metal—hand
fitted valves — air-tight—
strong—lasting.

The big catalogue tells
you exactly what the line
is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

Agents For
High Grade
CARRIAGES,
CUTTERS
and
SLEIGHS,
WHEELS,
and
TACKS.

Dent Bros.

WHOLESALE AND RETAIL DEALERS IN
Shelf and Heavy Hardware, Builders' Supplies,
Stoves, Tinware, Oil Well Supplies, Glass,
Paints, Oils and Varnishes, Steel and
Rubber Roofing.

DEERING
FARM
MACHINERY,
PLOWES,
HAY FORKS
and
LITTER
CARRIERS.

Bothwell, Ont., Dec. 28 1912

*The Dominion Register Co.
Toronto*

Gentlemen:-

*We have been using one of your
McCaskey account Registers since Jan. 1/2
and it has given us such satisfaction
that we feel duty bound to acknowledge
the same to you.*

*We listened with suspicion to the remarks
made by your representative for some time
but now since we have tried it out for
12 months we would not be without it
for the price of it every year. We find
it a first class collector as well as saving
us a Book keeper.*

*Our customers like it as well as they
know at every purchase what the amount
of their account is. We cheerfully recommend
it to anyone doing a credit business.*
Yours truly. Dent Bros

The McCaskey Account Register Saves Time and Collects Accounts

The Store and a Letter of a McCaskey
Register User



The Dominion Register Co., Ltd.
Toronto, Ontario

Trafford Park, Manchester, England

Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our

**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES**

Etc.

They Produce Substantial Profits

We
have ev-
erything that
you require for your
plumbing. Our prices en-
able you to make installments
at a reasonable cost for your
customers and still allow you a good
margin for profit.

Write us to-day for full particulars on any ar-
ticle or articles in which interested and let us quote you
prices.

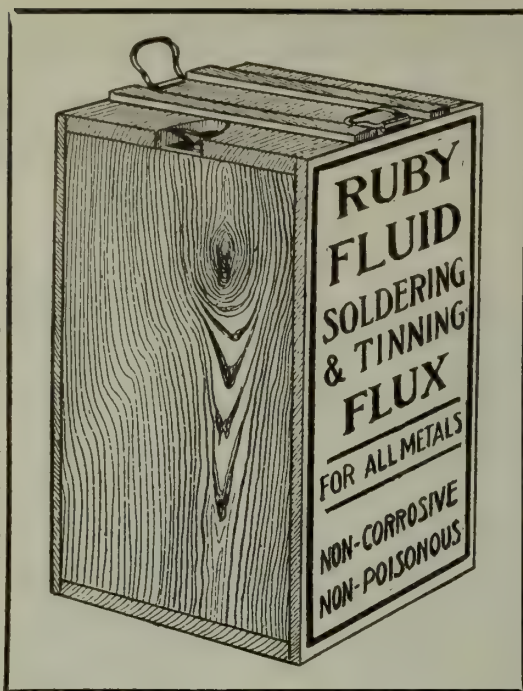
Send us a trial order—this will convince you of the
high quality and real value of our goods.

Everything absolutely guaranteed.

**Drop us a Card for FREE Copies of Blue
Prints for Septic Tanks and Catalogues
for Pneumatic Pressure Tanks**

**The
JOHN
STEVENS
Co., Ltd.**

**Wholesale Plumbers'
Supplies,
WINNIPEG**



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

Therefore Give Them "RUBY FLUX"

Use it in your own Tinsmith. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.



**Something
Different
in
GALVANIZED
STEEL TANKS**

No Hoops or Bands

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

The Steel Trough & Machine Co.

Limited

TWEED

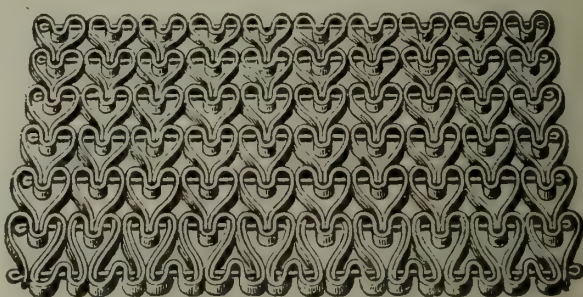
ONTARIO

GORDON & SON
Eburne, B. C.

J. H. ASHDOWN CO.
Winnipeg

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO

This Kitchen Kumfort Trowel

Will Sell Quickly

Every Housewife Will Want It



This article is so shaped as to fit close to the side of the pan.

The shape makes it the most desirable article on the market for turning Eggs, Omelets, Meat Balls, Croquettes, Cakes, etc.

With an order of one dozen you get this attractive display box.

Write for complete lines. Our goods will make your notion counter produce better profits.

Andrews Wire Works of Canada, Ltd.
Watford, Ont. Rockford, Ill.

Old Standard, Eagle, Pyramid and Globe

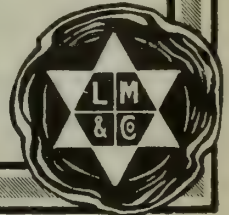
GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc. Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.
ESTABLISHED 1849



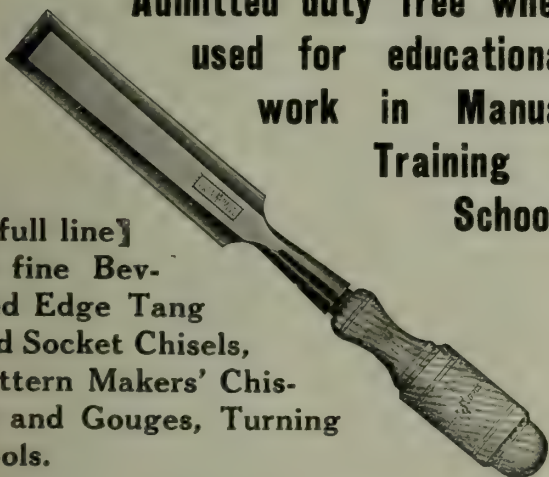
Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS
Millbury, Mass., U.S.A.



JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

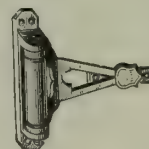
DOUBLE ACTION



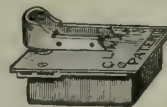
5753 IRON
3 in. 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in. 6/9
4 " 10/-
5 " 14/-
per pair.

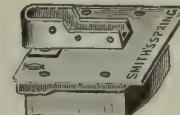
5355 IRON
4 in. 23/6
5 " 32/-
6 " 40/-



5356 BRASS
4 in. 40/-
5 " 53/-
6 " 65/-
per dozen.



2491
With 2 in. Shoe,
18/- each.



2569
With 2 in. Shoe,
26/- each.

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

CASTOR OIL

"HOMCO" BRAND

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL
FIRSTS
SECONDS**

For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

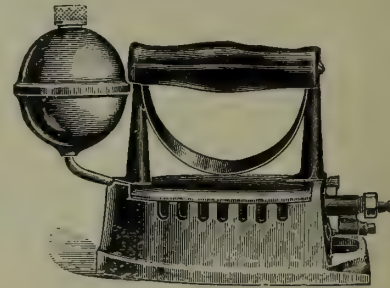
B. & S. H. THOMPSON & CO.

Limited

MONTREAL - TORONTO - WINNIPEG

The Ideal Self-Heating Sad Iron

This is the iron that has met with such success in the States; it is being manufactured in Hamilton, Ont., from which place orders will be filled on and after April 1st.



"IDEAL"

The Iron That Heats Itself

In the Spring and Summer, when the stove isn't running with all flues open, and ironing day comes round, the housewife is ready to listen to the story of the iron that heats itself.

There's no better ironer than the "Ideal." There is no cheaper heat-getting method than that of the "Ideal" gasoline fuel and generator.

"Ideal" will sell—it's the best thing the housewife can buy.

You can guarantee it.

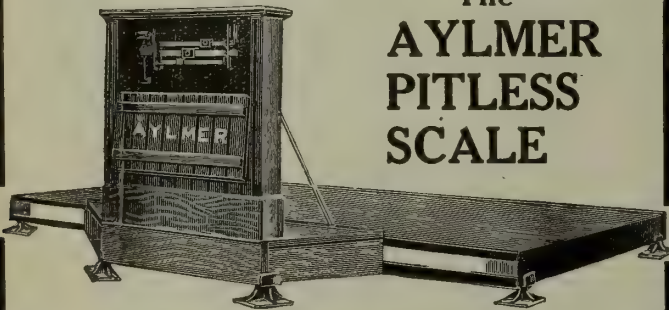
Write us for prices or ask your jobber.

The Ideal Sad Iron Mfg. Co.

Hamilton, Ont.

on and after April 1st, 1913

The AYLMER PITLESS SCALE



Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights Full capacity on beam.

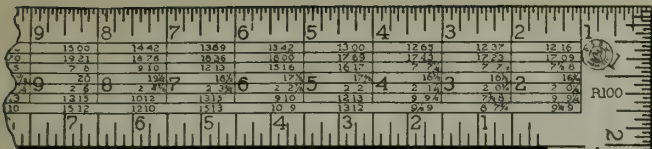
The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario



A Way to Increase Your Trade with Carpenters

Show them this rafter-framing square and the book that goes with it.

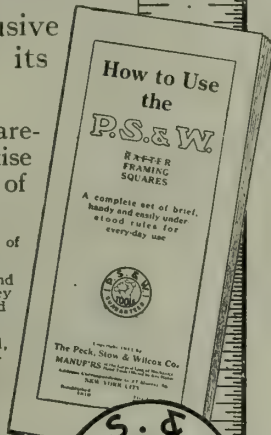
The square has an exclusive style of marking making its use 25% easier.

The book is a concise, clear, carefully indexed, fully illustrated treatise on the fundamental problems of roof-framing.

Send for Catalog 12B listing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdw. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood, Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdw. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd. L. H. Herbert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdw. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdw. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdw. Co.; Merrick-Anderson Co.; Miller-Morse Hdw. Co., Ltd.; Wood-Vallance Co., Ltd.



The MARK of the MAKER

The Peck, Stow & Wilcox Co.

MFERS. of Mechanics' Hand Tools, Tinmiths' Machines, Builders' and General Hardware.

Established 1819

Address 20 Murray St., New York, N. Y., U.S.A.

"THERMO"

The Washer

Easy to Sell

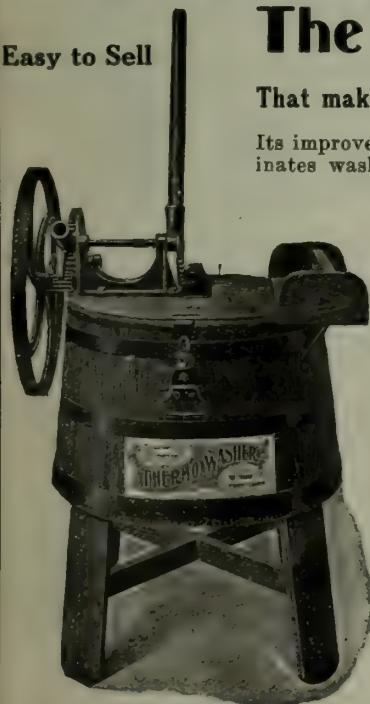
That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON CANADA

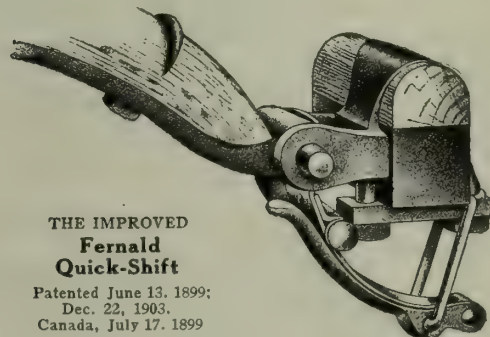
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



Every sale of the Fernald Quick-Shift and Anti-Rattler saves money for the buyer and makes money for you.

Economy is one of the many virtues of the Fernald that is often lost sight of. That is because the user who gets service from this powerful, quick-acting, anti-rattling coupler forgets about the price—remembering only that it's mighty little for a device that induces the highest speed in changing from shafts to pole and cuts out all the rattle on the road.

The enormous sale of Fernalds, due to honest and skilled manufacture and national advertising, is bound to swell your profits. You will feel the pressure of the demand we have created, if you haven't felt it already.



THE IMPROVED Fernald Quick-Shift

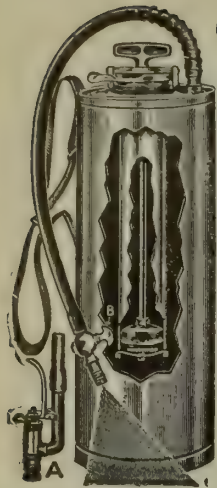
Patented June 13, 1899;
Dec. 22, 1903.
Canada, July 17, 1899

Have your jobber ship you a supply of the new and attractive individual boxes—a pair of Quick-Shift Anti-Rattlers in each box. They come in dozen lots for your convenience. Stock them now. Don't wait.

Fernald Manufacturing Co.

Incorporated

North East, Pa.



The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

CAVERS BROS.

MANUFACTURERS

GALT

ONT.



Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.

Limited

OTTERVILLE

ONT.



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

ARCTIC METAL

For Cool Bearings

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

**ARE
YOU
ALIVE**

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for you? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

MAXWELL'S FAVOURITE CHURN

has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

DAVID MAXWELL & SONS, St. Mary's, Ont.



MODERN WIRE MACHINERY

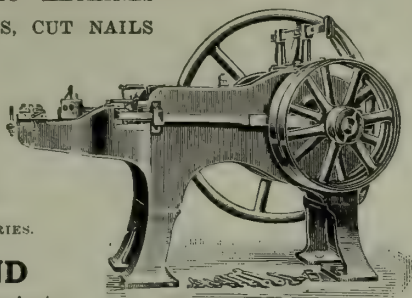
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES

for making:
BOLTS, COTTER PINS, CUT NAILS
and TACKS, FURNITURE SPRINGS,
HINGES, NAILS,
RIVETS, SCREWS,
STAPLES, WIRE
NAILS, QUADRANGULAR MESH WIRE
NETTING WIRE
STRAIGHTENING and
CUTTING MACHINES,
ETC.

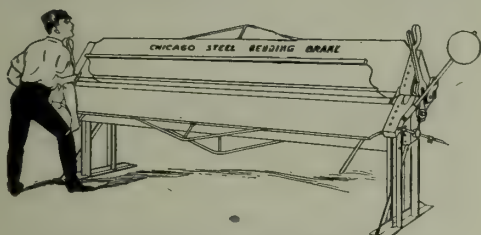
SEND YOUR ENQUIRIES.

ED. BRAND

96 Victoria St., Westminster,
S. W. London, Eng.
Late of Manchester.
Cable Ad: 'Fillieres, Manchester,
Code used—A.B.C., 5th Edition.



RIVET PRESS



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine not only with the way that it is constructed, but with the work it turns out. We formerly used a — brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO. C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

BEAR BRAND LAMP BLACKS

The Bear Brand is

the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Natural Gas Goods

of every description

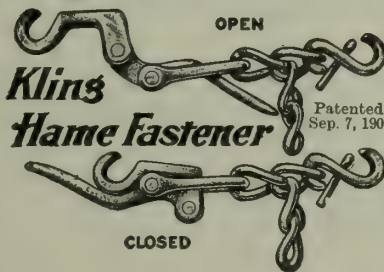
at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.

D. C. Ross & Co., 56 Colborne St., Toronto, Ont.

Canadian Distributing Agents

Jonathan Crookes & Son

Corporate Mark

Sheffield



England

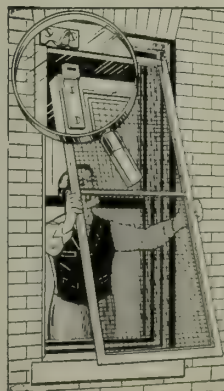
Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

PHENIX HANGERS and FASTENERS



Provide the easiest, surest and best manner of hanging storm sash. It's as simple as picture hanging. For ventilation or clean windows, swing them out.

You can profit in small amounts many times multiplied — constantly multiplied by stocking Phenix Hangers and Fasteners and pushing them. Hangers retail at 10c, Hangers and Fasteners at 15c and 25c.

A request for our catalogue, prices and discounts is the first step. Write for them to-day.

PHENIX MANUFACTURING CO.
630 Center Street, Milwaukee, Wis.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

**Battery Zincs, Fuse
Wire, Wire Solder**

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

HOUSE NUMBERS.

**STEEL STAMPS
LETTERS
FIGURES**

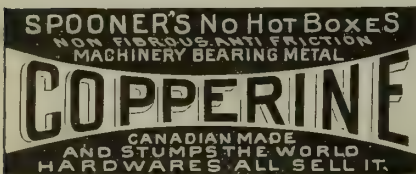
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors,
Window Screens, Bed Springs of all
kinds, including full line of Folding
Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BABBITT METAL.



MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

WIRE GOODS

Of Every Description

J. E. Beauchamp

61 St. Sulpice St. - - - Montreal

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas
and Water Pipes, Contractors',
Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building

36 ST. PAUL STREET, - QUEBEC

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

TOOLS.

Send For Our New Catalog

Most complete line of

**SCREW DRIVERS AND
SMALL TOOLS**

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street.

STAPLES.

Hardwaremen: Ask your job-
ber for Poultry Netting Staples
put up in handy packages to
retail at 5c and 10c.

JAMES & REID, [Perth, Ont.
Makers of Good Staples

COAL BAGS.

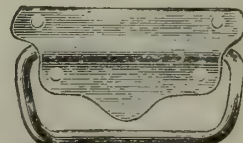
Coal Bags made of No. 2 or No. 6
heavy duck, well sewn with heavy twine
and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

W J. H. BUTLER, LTD.



Wolverhampton, England

Manufacturers of
Chest Handles,
Spout Brackets,
Steel Rakes, Kettle
Ears, Rivets, and all
kinds of fittings for
Iron and Tin-plate
workers' use.
Wedges, Clips and
Wire Strainers for
all kinds of Wire
Fencing.
Illustrated list on
application.

HOOKS.

HOOKS Every style
and size.
We make hooks as
our principal output.
Before buying send for
our prices. Every hook
has the patented metal
clasp which makes it in-
destructible. Samples
on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

LETTERS

White Enamelled, Copper,
Stamped Brass and Aluminum
Good Quality at the Right Price.

E. Richardson & Co., 147 Church St., Toronto

NUMBERS

The Indestructible
"ALL-ROUND" STEEL TRUCK
GREATEST LABOR SAVOR OF THE AGE



All steel except wheels,
which are of cast iron, with
broad tread and 9-16 axle.
Weights but 17 pounds.

Handles boxes, barrels,
trunks, milk cans, garbage
cans, bags of grain, etc.,
easily with one hand.

The hook grabs the top
of box, barrel, can or bag,
and does away with neces-
sity for reaching over and
pulling same on truck—hook
stays where placed at any
position on frame.

Indispensable for offices,
milk dairies, breweries,
stores, warehouses, etc. For
private homes its uses are
manifest. Stands alone or
can be hung on a nail: it is
very strong, though light;
45" long, 14" wide at base;
easily operated with one
hand; hook drops out of way
when not in use.

For a General Purpose
Truck it has no equal

Equipped with
rubbertires when
so ordered.

PECK-HAMRE MFG CO.
MAKERS BERLIN WIS.

Stock carried in Montreal by
HENDERSON & RICHARDSON
Board of Trade Bldg.



No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with thorough confidence.

It is manufactured from the heaviest and best hard drawn spring steel wire, heavily galvanized and guaranteed to be full gauge.

Your customers can save in posts owing to this strength.

Manufactured By

The Great West Wire Fence Co., Ltd.,
WINNIPEG -:- MANITOBA

AGENTS:

Race, Hunt & Giddy, Edmonton, Alta.
Reynolds & Jackson, Calgary, Alta.
Plasterers & Builders, Ltd., Saskatoon, Sask.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in. in Handsome Colors

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

When writing advertisers kindly mention having seen the advertisement in this paper

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



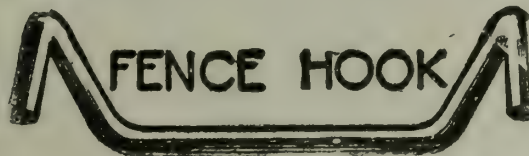
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.**

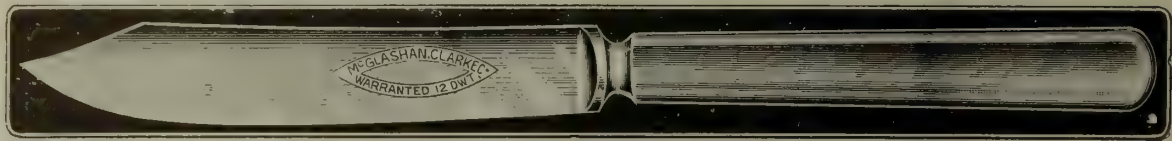
The Western Wire and Nail Co., Limited, - London, Ont.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited PEASE FOUNDRY COMPANY LIMITED PEASE PACIFIC FOUNDRY, Limited
WINNIPEG TORONTO VANCOUVER

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

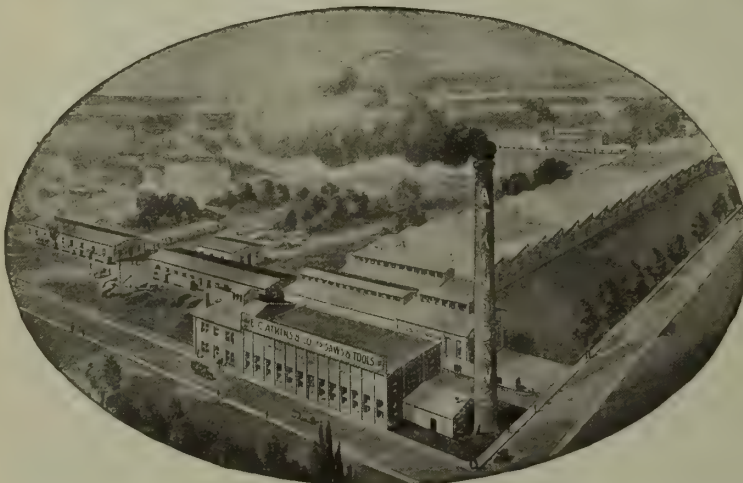
Correspondence Solicited.

P.O. BOX 670

**Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN**

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

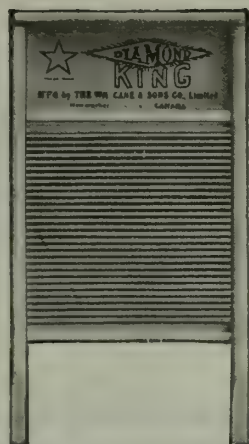
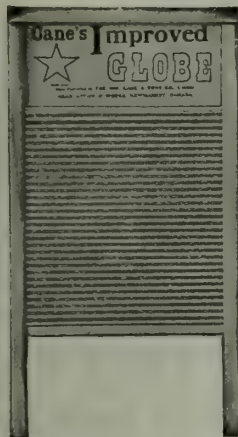
Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

THE QUALITY OF CANE'S WASHBOARDS

MAKES THEM
QUICK SELLERS
AND SATISFAC-
TION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

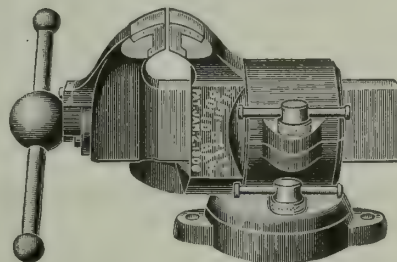
Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, -- ONTARIO

PARKER'S Double Swivel VISE

SAVE TIME



It can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs. All these vises have a solid steel bar strengthener, also solid under portion of front jaw. The faces are made of the Best Tool Steel, and are removable and renewable at any time.

Write for Illustrated Catalogue.

THE CHARLES PARKER CO.
MERIDEN, CONN., U.S.A.

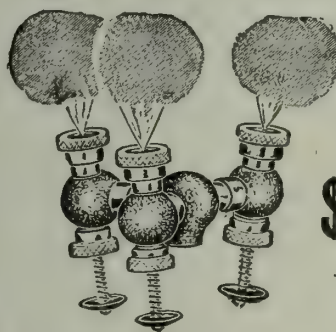


Over 25 Years Faithful
Service in the Making of
Klein's Tools.

WE have more than one man in our factory who has been with us that long—several much longer. Some of them have their sons with us. So after all the making of Klein tools is a very interesting story. The faithful service rendered by our employes; the sentiment they have for our company; the high regard we have for them, is all reflected in the superior grade of tools produced. That is why the demand for Klein tools is world-wide—and why Klein tools have a reputation for giving very satisfactory service. You can tell a Klein tool by its imprint.

When you buy linemen's tools, let them be Klein's.

Mathias Klein & Sons
Canal Station 77
Chicago, Illinois



\$

When You Spell
SPRAMOTORS

Start with the
Dollar Mark

There's money in Spramotors and Spramotor accessories for you. A definite statement that which you can easily prove true.

Take a pencil right now and mark down the needs of your best customers in the spring and the good old summer time. Figure out how many of them must use one or more spraying outfits. Then consider how much you sell them now and how much more you might sell them! Of course, there's money in Spramotor accessories. Stock them. They'll draw a paying trade and build up the reputation of your store.

N.B.—While you have that pencil handy drop us a card asking us to table the proofs. It's heads you win and tails we lose.

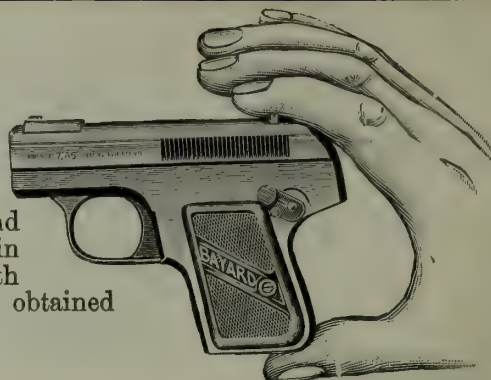
Spramotor Works
68 King Street, - London, Can.



Put "Bayard" Pistols in Stock And Watch Your Profits Grow

Superior to any other make of Automatic Pistols now in use. Simple breech closing mechanism which permits the use of heavy charges. Minimum number of parts. Dismounting and assembling by hand without the use of tools. Lock mechanism in sight and easy of access. Possibility of uncocking the hammer with the arm loaded. These are five of the principal advantages to be obtained from the "Bayard" Pistol.

Write for our free descriptive Booklet.



McGill Cutlery Co. (Reg'd.)

P.O. Box 580, Montreal, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O. t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO., LIMITED
GUELPH, ONT.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Cansisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

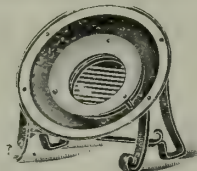
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

"CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles Electric Irons
Electric Food Warmers Electric Grillers
Electric Toasters, Etc.

Write
to-day for
latest
Catalogue
Liberal
Discount



Absolute-
ly Safe
Thorough-
ly reliable
Guaran-
teed for
12 months

Bright Glowing Electric Fire.

AGENTS WANTED

TOWNSHEND'S ART METAL CO., Ltd.
Ernest Street, BIRMINGHAM, ENGLAND

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

LONDON BAR : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

Friedr. Baurmann & Sons, Solingen, Germany

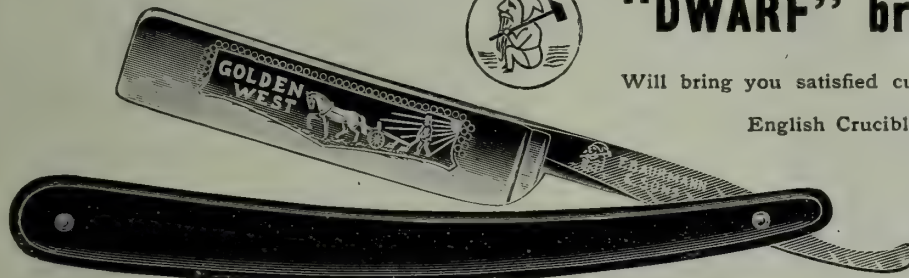
Manufacturers of High Grade Razors and Safety Razors



"DWARF" brand RAZORS



Will bring you satisfied customers. Made of the best



English Crucible Steel—guaranteed hand forged and hand
ground—very carefully tempered by
special secret process ensuring highest
results.

Write for our catalogue.

Just Issued NEW CATALOGUE

illustrating all

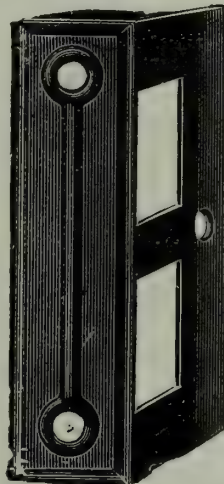
"KINGFISHER LINES"

showing sizes, and prices and discount.

If you are a dealer in sporting
goods, write us for a Catalogue.

WM. CROFT & SONS

78 WELLINGTON ST. WEST, TORONTO



National Steel Rim Locks

**ASSURE GREATEST
SECURITY and DURABILITY**

The locking mechanism is very
simple and cannot get out of
order.

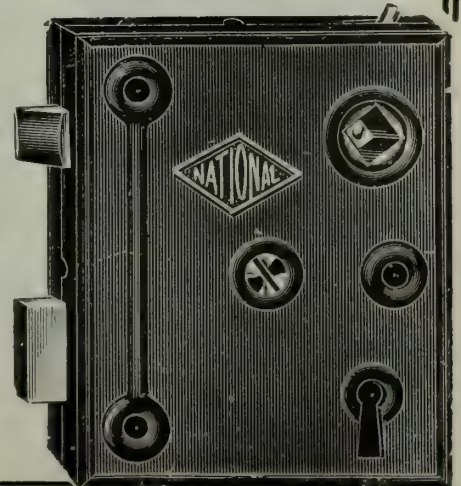
They are very popular with
builders who demand the best
locks.

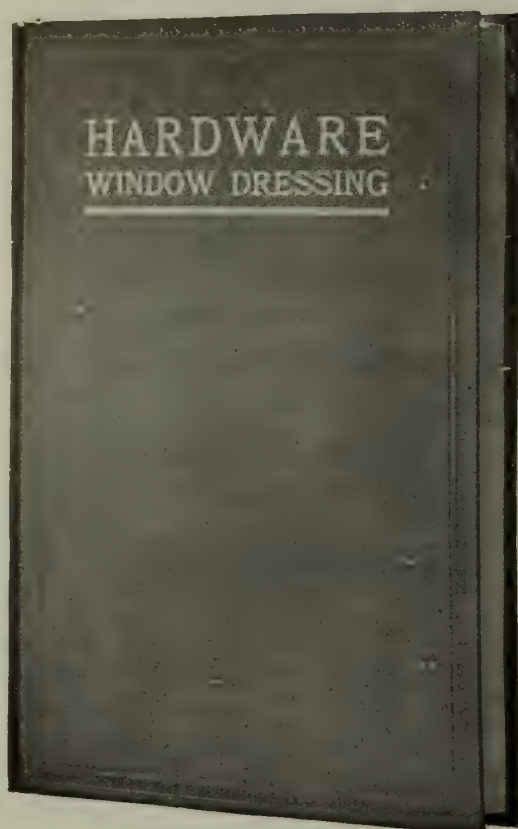
Give the "Na-
tional" Lock a
trial and
watch your
lock trade in-
crease.

Write at once
for particulars

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA





Hardware Window Dressing

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8 x 11 inches

300 Illustrations

PRICE \$2.50

Payable in Advance

Store Management—Complete

Every Ambitious Merchant

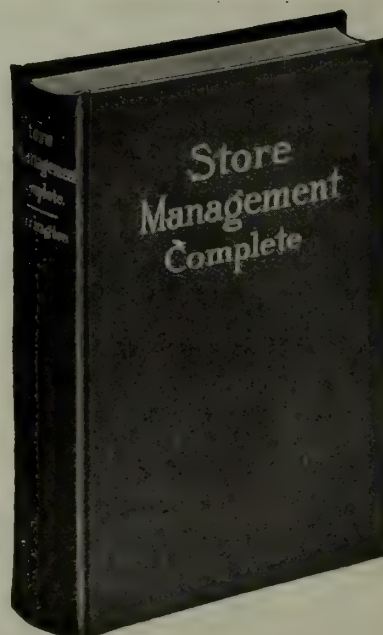
SHOULD
READ

Sales Plans

A collection of three hundred and thirty-three successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE \$2.50

All Orders Payable in Advance.



ABSOLUTELY NEW

ANOTHER NEW BOOK

BY

**FRANK
FARRINGTON**

A Companion Book to
**Retail Advertising
Complete**

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:
**CHAPTER V.—THE
STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

JUST PUBLISHED

Technical Book Department

MACLEAN PUBLISHING COMPANY

143-149 University Avenue, Toronto

A post card will bring to you our complete catalogue of books on PLUMBING and HEATING, HARDWARE and SHEET METAL WORK. ORDER NOW.

INDEX TO ADVERTISERS

American Bolt & Screw Co.....	25	Davidson, Thos., Mfg. Co.	14	London Foundry Co.	79	Pink, Thos.,	17
American Shearer Co.	82	De Forest Sheet & Tinplate Co. ...	89	London Rolling Mill Co.	86	Ramsay, A., & Sons Co.	68
Andrews Wire Works	77	Dominion Cartage Co.	36	Lowe Bros., Ltd.,	57	Raymond Bros.	82
Atkins & Co., E. C.	84	Dominion Explosives Ltd.	4	Lufkin Rule Co.	Inside back cover	Robertson, P. L., Co.	63
Atlas Mfg. Co.	82	Dougal Varnish Co.	73	McArthur, Alex., & Co.	63	Rogers & Sons, Henry	24
Ault & Wibout,	73	Dorken Bros.	86	McClary Mfg. Co.,	22	Richards-Wilcox Co.	25
Aylmer Pump & Scale Co.	78	Dunham Co., The	25	McGlashan-Clarke Co.	74	Ross Rifle Co.	92
		Dominion Register Co.	75	May & Padmore	29	Saskatchewan Glass & Supply Co.,	84
Barnett, G. & H.	72	Evered & Co.	61	Magnolia Metal Co.	26	Seymour, Henry T., Shear Co.,	83
Barton Netting Co.	87			Martin, The, L., Co.	77	Sharrat & Newth	83
Beauchamp, J. E.	82	Fernald Mfg. Co.	79	Martin-Senour Co.	71	Shaw, A., & Son	83
Birmingham, T. F.	81	Findlay Bros.	20	Maxwell, D & Sons	81	Sheet Metal Products Co.	2
Bissell Carpet Sweeper Co.	14	Ford Auger Bit Co.	65	Meakins & Sons	22	Smith Hardware Co., Ltd.	5
Bosse & Banks	82			Metallic Roofing Co.	17	Southington Mfg. Co.	82
Bowser, S. F., & Co., Ltd.	70	Greif Bredt & Co.	28	Metal Shingle & Siding Co.	21	Soclean Ltd.,	34
Brandram-Henderson, Ltd.	59	Goodell-Pratt Co.	10	Millers Falls Co.	74	Sorby, Robt., & Sons	29
Brown Boggs Co., The,	4	Great West Wire Fence Co.	83	Montreal Hdw. Mfg. Co.	33	Sherwin-Williams Co., The	69
Brand, Ed.,	81	Greening, B., Wire Co.	12	Moore & Co., Benjamin	65	Spear & Jackson	32
Bradstreets	86	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Morris & Bailey Steel Co.	12	Spooner Co., Alonzo W., Ltd.	82
Baurmann & Sons, Friedr.	87	Guelph Spring & Axle Co.	86	Morrison Brass Mfg. Co.	92	Spramotor Co., The	85
Buck Bros.	77			Myers & Bro., F. E.	67	Standard Chain Co.	12
Burgess Norton Co.	27					Standard Paint & Varnish Co.	67
		Ham & Nott	82	National Safety Snap Co.	81	Stanley Rule & Level Co.	72
Cameron & Campbell	26	Hamilton & Son, C. J.	19	National Hardware Co.	87	Steel Bending Brake Wks.	81
Canada Metal Co.	82	Hamilton Cotton Co.	86	National Mfg. Co.	9	Steel Co. of Canada, Ltd.	6
Canada Steel Goods Co.	8	Hamilton Stamp & Stencil Wks.	82	Newman & Sons, Wm.,	28	Steel Trough Machine Co.	76
Canada Wire & Iron Goods Mfg. Co.	76	Heinisch, R., Sons Co.	63	Nicholson File Co.	18	Stevens, G.F., & Co.	65
Canadian Copper Co.	65	Howland Sons & Co., H. S.	7	Nicholson File Co.	18	Stevens Co., The Jno.	75
Can. Fairbanks-Morse Co., Ltd.	85	Hutton, Jas., & Co.	80	Norcross & Sons, C. S.	28	Stewart, Jas., Mfg. Co.	24
Cane & Sons, Wm.,	2			North Bros. Mfg. Co.	1	Still, J. H., Mfg. Co.	13
Carlland & Son, Jas.,	77	Ideal Sad Iron Co.	78	Nova Scotia Steel & Coal Co.	67	Supplee Hardware Co.	13
Carborundum Co., The	15	Imperial Varnish & Color Co.	68	Oakey, John, & Co.	86	Stover Lawn Trimmer Wks.	32
Canadian Ruby Chemical Co.	76	James & Reid	82	Oneida Community Co.	Outside back cover	Tallman Brass & Metal Co.	90
Canadian Tube & Iron Co.	27	Jamieson & Co., Ltd., R. C.	67			Thompson, E. & S. H.	78
Cavers Bros.	80	Jenkins Bros.	10	Ontario Lantern & Lamp Co., Ltd.	29	Thompson, E. & S. H.	78
Chapin Stevens Co.	80	Jenkins & Hardy	83	Onward Mfg. Co.,	33	Toronto Plate Glass Importing Co.,	63
Chadiloid Chemical Co.	73	Johnston, H. E.	82	Otterville Mfg. Co.	80	Townsend's Art Metal Co., Ltd.,	86
Champion Bruce & Co.	36			Owen Sound Wire Fence Co.	72	Townsend & Co., S. P.	30
Caverhill, Learmont & Co.	31	Kenrick & Sons, Ltd., Archibald, ...	26	Parker Co., The Chas.	85	Want Ads.	66
Chicago Flexible Shaft Co.	30	Kinzinger Bruce & Co.	Inside back cover	Peck, Stow & Wilcox	79	Ware Mfg. Co.	8
Chicago Spring Butt Co.	Inside back cover	King Light Co., The	26	Pilliod Lumber Co.	30	Western Clock Co.	Inside front cover
Collette Mfg. Co.	74	Klim & Sons, Mathias	85	Plymouth Cordage Co.	61	Whitman & Barnes Mfg. Co.,	13
Compound Injector & Specialty Co.,	25	Kuhne, Anderton Co.	32	Pinchin-Johnson & Co.	61	Wilkes-Martin-Wilkes Co.	81
Consumers Cordage Co.	34	Laidlaw Bale Tie Co.	72	Peck Hamre Mfg. Co.	82	Winnipeg Paint & Glass Co.	57
Croft, Wm., & Sons	87	Lewis Bros., Ltd.	3	Parmenter Bullock Co., The	82	Woods, Walter, & Co.	1
Crookes & Son, Jonathon,	81	London Bolt & Hinge Works	81	Pease Fdry. Co.	83	Wright, E. T., & Co.	27
Cummer-Dowdell, Ltd.	10			Peterborough Lock Co.	74	Yale & Towne	19

Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating guage. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

Niles, Ohio.



Quick Deliveries

Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:

WITTING BROS.

Montreal,

P.Q.

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MAOLEAN PUBLISHING COMPANY,

143-149 University Ave., Toronto, Ont.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Herc Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York
- Anti Rattles.**
Fernald Mfg. Co., North East, Pa.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Brabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co., Niagara Falls
- Beltting, Hose, etc.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**
National Acme Mfg. Co., Montreal.
- Bollers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- Kinsinger Bruce & Co., Niagara Falls.**
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Stanley Rule & Level Co., N. Britain.**
- Builders' Hardware.**
Bellville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Pterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
- Jas. Smart Mfg. Co., Brockville.**
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
E. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowdell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowdell Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Consumers Cordage Co., Ltd.**
- Couch Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorke Bros. & Co., Montreal.
Greer, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinrich's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Herc Mfg. Co., Philadelphia.
- Dry Batteries.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Emercy or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.**
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bullock Co., Gana-
noque, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gana-noque.
- Phenix Mfg. Co., Milwaukee, Wis.**
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
- Delta File Works, Philadelphia, Pa.**
- Disston, Henry, & Sons, Philadelphia, Pa.**
- Nicholson File Co., Port Hope.**
- Simonds Canada Saw Co., Ltd., Montreal.**
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
- C. J. Hamilton & Son, Plymouth, Mich.**
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
Archibald Kenrick & Sons, Winnipeg, Man.
- D. Maxwell & Sons, St. Mary's.**
- Smith Hdw. Co., Montreal.**
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Jas. Morrison Brass Mfg. Co., Toronto.**
- Gas Stoves and Ranges.**
The Baxter Store Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's, Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Gouges.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- American Grinder Mfg. Co., Milwaukee.**
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gana-noque.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippner Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos. & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F. & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H. & Co., Montreal.
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
Deforest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Metal Polish, Emery Cloth, Etc.
Oskey, John & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bowler, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandsen Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
Pumps.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandsen-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Quick Shift Anti Rattlers.
Fernald Mfg. Co., North East, Pa.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Honers.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.
Canadian Ferrosteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sand Irons.
Archibald Kenrick & Sons, Winnipeg.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C. & Co., Hamilton.
Diston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Scythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
A. Ames Shear Co., Bridgeport, Conn.
R. Heinsch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Staves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Glaze Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Platon.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Avail and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Toois.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnis Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandsen-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windmills.
Dominion Well Supply Co., Cargill.
Windshields.
Kinsinger Bruce & Co., Niagara Falls.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 473 Mon Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

LARGELY INCREASED SALES



The sales of the "Ross" Sporting models in 1912 showed a very large percentage of increase, and this is especially the case in the more expensive "High Velocity" 280 Model.

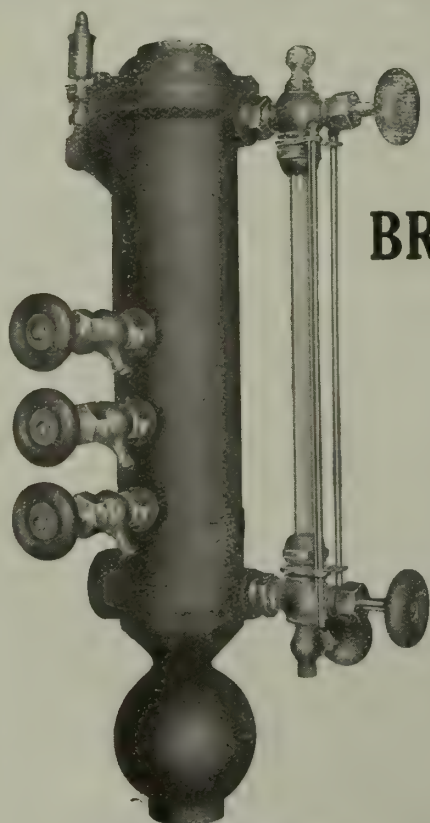
"Ross" Rifles sell because of their accuracy, which wonderful scores in international and other matches have proven, and on account of their power to anchor the largest game.

Dealers who have not shared in the increased sales are invited to correspond with us, and it is quite likely a way can be found to help the sales to climb. There is a good margin on every "Ross" Rifle you sell.

ROSS RIFLE CO.

-

QUEBEC



Reliable Water Column
With High and Low Whistle Alarm

Dealers At Every Port Should Be In Readiness To Supply All Demands For MARINE ENGINEERS' SUPPLIES, BRASS GOODS, PIPEFITTINGS AND TOOLS, ETC.

Our lines of Supplies, Brass Goods, Pipe Fittings and Tools are guaranteed to give efficient, reliable and economical service.

We have made a careful study of the requirements of ships and make our goods exceptionally strong, so as to resist all strain and be absolutely safe at all times.

There is a good margin for profit on Morrison Goods.

Will be pleased to receive your inquiries.

The
**James Morrison Brass
Mfg. Co., Limited**

93-97 Adelaide Street West, - Toronto

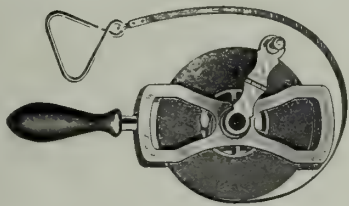


Electric Deck Light,
Heavy Type

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

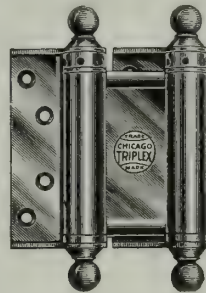
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



Bathroom Fixtures



SELECTED MIRRORS

Mounted in NICKEL FRAMES

40 pages of attractive designs in our new Catalogue.

Made and guaranteed by

Kinzinger, Bruce & Co., Ltd.

NIAGARA FALLS, CANADA

See the V

ONEIDA COMMUNITY, Ltd
ONEIDA, N.Y.

Where the Trapper goes
VICTOR TRAPS go.
Sure to go -
Sure to hold.

- See the V

Factory : Niagara Falls, Ont.

HARDWARE^{AND} METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol XXV.

Publication Office: Toronto, Canada

No. 15

April 12, 1913

Amatite ROOFING

Needs No Painting

How To Sell Amatite

Here is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary 'rubber' roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and *needs no painting*. You just lay Amatite on your roof and leave it alone. It takes care of itself.

"Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is

easy to lay; the nails and cement are supplied free. The price is no higher than a first class painted roofing and you save all the cost of paint in the future.

"Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

These are the kind of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet on request to nearest office.

The Paterson Manufacturing Co. LIMITED

Montreal, Toronto, Winnipeg, Vancouver, St. John, N. B., Halifax, N. S.

"And I laid it
myself
too?"



THE GILLETTE AS OTHERS SEE IT

An Emphatic Statement from a Successful Kingston Dealer

With the writer's full permission we publish below one of the answers received to a circular letter which we sent to the Trade some months ago.



August 15th. 1912.

The Gillette Safety Razor Co.
Montreal, P. Q.

Dear Sirs,—

Yours of the 10th to hand and contents noted.

No, I assure you I have never found it hard to decide about stocking Safety Razors because there is only one on the market. All the makeshift Safety Razors don't interest me for a minute, and when a salesman tells me he has one just as good I ask to see it, and have never found a case yet where my judgment would agree with him when we made comparison.

When a man tells me he has just as good as a Gillette - and I have used one for nine years and still have the first one I bought - I do not consider him a good salesman. To start with, my impression is, "He lies." Next he is trying to change my opinion, which is based on nine years experience, to his opinion which may be only a few months - and I consider my judgment equally as good as his.

I would rather sell a customer a Gillette than any other article in my store, because he finds out after I have recommended it to him that what I told him is absolutely true in every respect.

Respectfully yours,
W. W. GIBSON.

The Gillette Safety Razor is indeed fortunate in the friends which it makes—
and keeps.

The Gillette Safety Razor Company of Canada, Limited
Office and Factory—The New Gillette Building, Montreal

For Satisfied Customers Sell The FAULTLESS LADDER

This ladder will practically sell itself as it is strong and substantially built.

Made from clear stock and has wide steps, strong galvanized steel ears, riveted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out, as is often the case.

Equipped with Boyer's Faultless Lock.

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.



Write for Catalogue and full particulars.

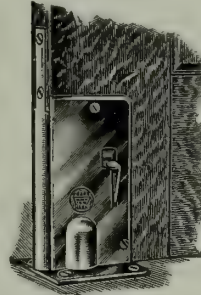
We also manufacture Bake, Ironing, and Sleeve Boards, Lawn Swings and Seats, Clothes Dryers, etc.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

You Should Place Your Order Now For GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



There's A Big Demand For This Goulds Air and Water Force Pump

Every home owner who does not have city water works service is a good prospect for the sale of one of these pumps.

The pump can be furnished either for attic tank or pneumatic pressure tank water supply systems. When supplied for pneumatic tank service it is equipped with an air valve and furnishes both the air and water for the tank.



FIG. 1613—Jack connected to the Fig. 1604 Pump, adapting it for power drive.

By means of the Goulds jack, the pump can be easily adapted for power drive as shown.



Fig. 1604

Write For Our Pump Catalog

The Canadian Fairbanks-Morse Company

LIMITED

Montreal

St. John

Ottawa

Toronto

Winnipeg

Saskatoon

Calgary

Vancouver

Victoria

S.M.P. Galvanized Ware

Galvanized Buckets



Labelled and decorated with red bands.

No. 160, Anti-Rust, Extra Heavy, with Roll Rim Bottoms, Heavy Malleable Ears, riveted and reinforced.

A strong durable Basket, unexcelled for handling grain, fruit, roots, etc.

Small:

Inches, 14 x 9; Capacity, $\frac{1}{2}$ bush.

Large:

Inches, 18 x 11 $\frac{3}{4}$; Capacity, 1 bush.

Prices on Application

Galvanized Baskets



Corrugated bottoms and heavy malleable stationary handles.

THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Kemp Manufacturing Co

Montreal

TORONTO

Winnipeg

Limited

ROAD SCRAPERS

With Handles on Top

9 Gauge High Carbon Steel, Pressed from a Single Plate into a Solid Bowl without Slit, Seam or Lap. The Bowl is Well Rounded where the Bottom Curves Up to Form the Sides, Causing them to Fill Easily, Carry Well and Discharge Readily.

The Bail, Bail and Handle Sockets and Swivel are Heavy Wrought Steel. The Sockets are Strongly Riveted to the Bowl. The Swivel is Strong and Perfect Working.

The Handles are Round Hardwood, $2\frac{3}{8}$ inch Diameter, 31 inches Long.

The Scrapers Handle and Fill Easily, have Light Draft and will Scour Well in any Soil.



PLAIN BOTTOM
Without Runners.

Nos.	1P.	2P.	3P.
Capacity, Cubic Feet	7	5	$3\frac{1}{2}$
Prices Right.			

We Have the Stock
and
Ship Quick.
Our Prices
Are Reasonable.

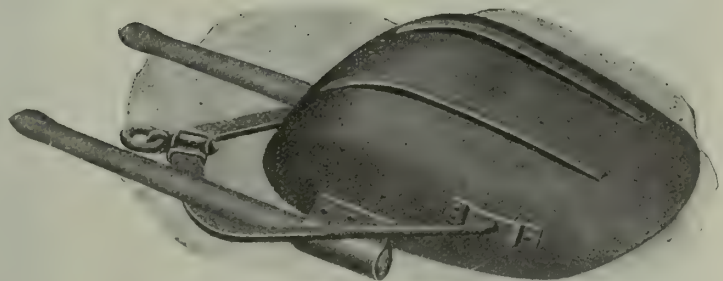


We carry a most complete
line of Contractors' Tools
and Supplies, and can al-
ways ship on short notice.
We make our prices right.

WITH RUNNERS.

The Runners lighten the draft and lessens the wear on the bottom.

Nos.	1R.	2R.
Capacity, Cubic Feet	7	5
Prices Right.		

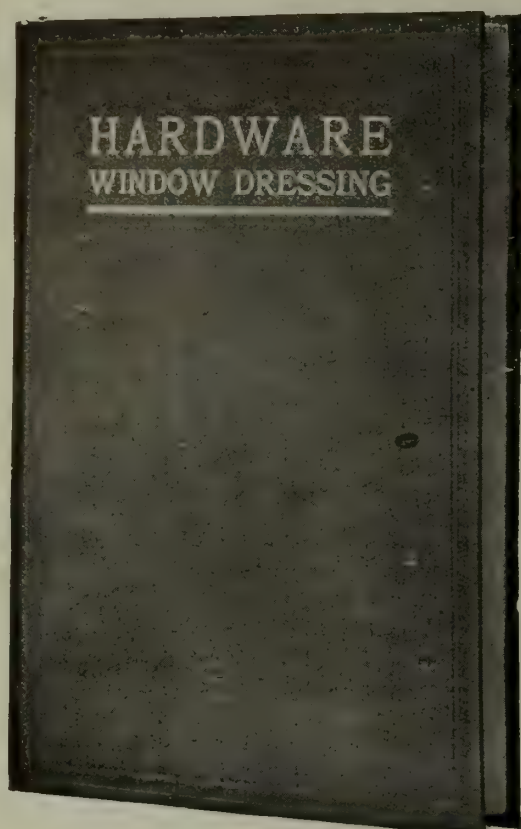


CONTRACTORS' SUPPLIES

Get in touch with us on

Wheelbarrows, Grading Plows, Picks, Shovels, Post Hole Diggers, Telegraph Spoons, Sledges, Mauls, Crow Bars, Chain, Rope and Tackle Blocks.

LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER



Hardware Window Dressing

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8 x 11 inches

300 Illustrations

PRICE \$2.50

Payable in Advance

Store Management—Complete

Every Ambitious Merchant

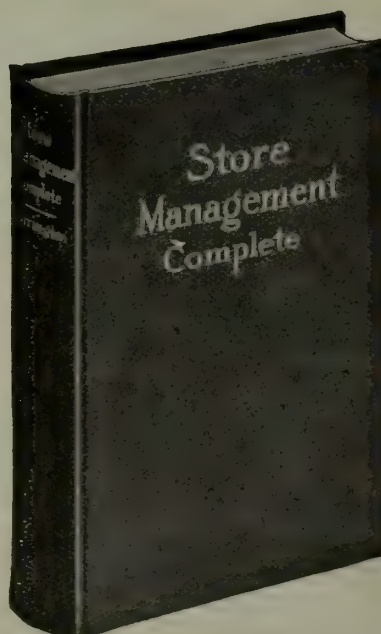
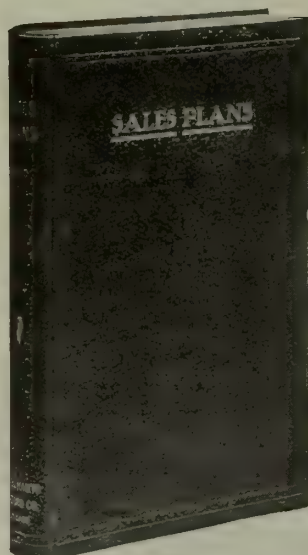
SHOULD
READ

Sales Plans

A collection of three hundred and thirty-three successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE \$2.50

All Orders Payable in Advance.



ABSOLUTELY NEW

**ANOTHER NEW BOOK
BY
FRANK
FARRINGTON**

**A Companion Book to
Retail Advertising
Complete**

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

JUST PUBLISHED

Technical Book Department

MACLEAN PUBLISHING COMPANY

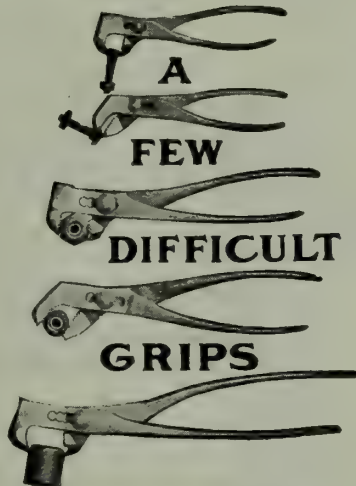
143-149 University Avenue, Toronto

A post card will bring to you our complete catalogue of books on PLUMBING and HEATING, HARDWARE and SHEET METAL WORK. ORDER NOW.

ALWAYS GOOD SELLERS

ASK YOUR JOBBER EAGLE WRENCH

Three Sizes
7-inch. up to 1/2-inch. pipe or any
object up to 1-inch. square.
10-inch. up to 1-inch. pipe or any
object up to 1 1/2-inches. square.
13-inch. up to 1 1/4-inch pipe or any
object up to 2 inches. square.

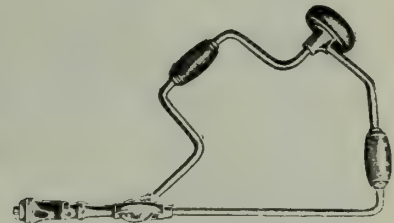


The 45 deg. wrench is made on
an angle of 45 degrees and does
work in places where it is im-
possible to set with any other
tool.

It will pay you to put in a stock
of this line.



No. 238. Red Devil power blades up to 24 inch. Finest quality and very
durable, the same as our Red Devil Hack Saw Blades, 8 to 12 inch.



No. 2467. Corner brace, also with
covered gear.



No. 3567. Figure punches,
and we have letters also.



Storm King Auger Bit. A popular seller.



No. 3703. German Electrician's Pliers.

How is your stock of Red Devil Pliers?

SMITH HARDWARE COMPANY, LIMITED MONTREAL

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

IRON & STEEL

Pig
Angle
Forged Horseshoe.
Band.
Refined
Merchant Bar.
Galvanized Bars.
Concrete Bars
(plain and twisted)
Rivets, etc.

Book Your Orders Now
For Spring Delivery.

WIRE NAILS, WIRE, STAPLES
PUTTY and WHITE LEAD.

We would be pleased
to quote you on "In-
vincible" wire fenc-
ing.

Field
Lawn
Poultry
Railway
GATES.

SCREWS

Iron
Brass
Bronze
Plated
Dowel
Felloe
Drive
Rim
Machine
Side Knob
Cap

SPIKES

Railway
Pressed or Ship
Drift or Wharf
Pole
Shimming
Wire

BOLTS and NUTS

SHOT

IRON and COPPER RIVETS
and BURRS

BRIGHT WIRE GOODS

TACKS

Carpet
Cut
Gimp
Upholsterers'
Leather Head
Shoe-Finders'
Trunk and Clout
Copper
Double Pointed
Strawberry Box
Glazier Points
Steel Fasteners

—SALES OFFICES—

Hamilton
Vancouver, B.C.

Montreal
Victoria, B.C.

Toronto
St. John, N.B.

Winnipeg
Halifax, N. S.



Highest Quality
Axes, Chisels, Hammers,
Draw Knives, Adzes,
Edge Tools, Etc.



OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

Allan Hills Edge Tool Co.

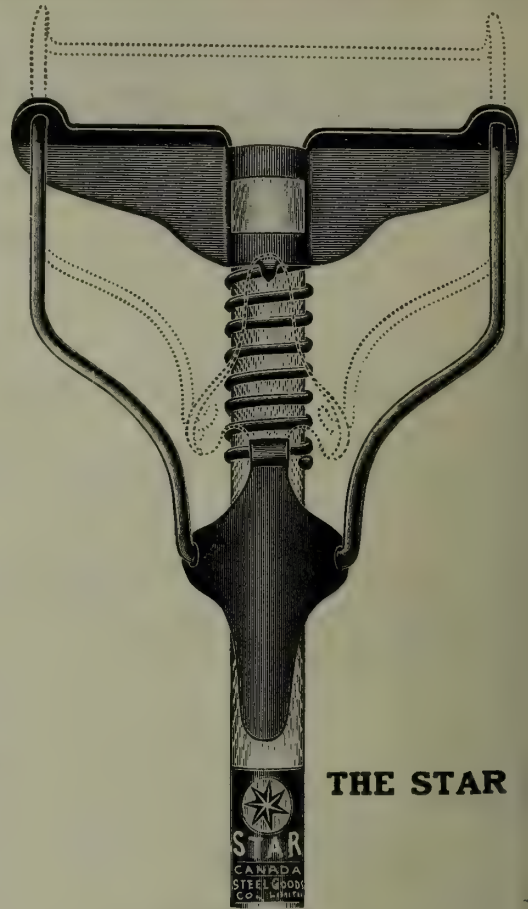
LIMITED

GALT, ONTARIO, CANADA

FOR SPRING HOUSE-CLEANING

Do not overlook the fact that a mop is a very useful article in this season of the year.

The "STAR" is a real leader. It is simple, neat, compact, reliable and perfect action is assured. It is easily and quickly adjusted and holds the cloth firmly.



THE STAR

Canada Steel Goods Co., Ltd.
HAMILTON - ONTARIO

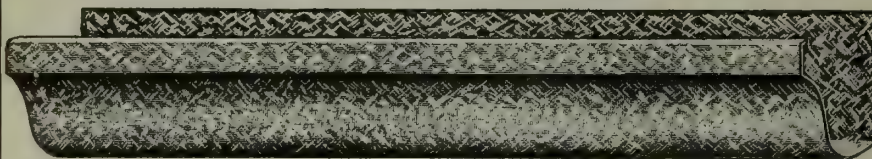
Makers of the reliable Crescent Brand Butts and Hinges.

**If Your Ambition is to Sell Nothing But High Quality Cutlery,
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of Cutlery is better known today than "TREE"

Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



**Eaves Trough
AND
Conductor Pipe**

that is always right. Made on heavy machines. You can always depend on the shape and fit as well as prompt shipments. Order direct or, insist on getting the right kind from your jobber.

WINNIPEG CEILING AND ROOFING COMPANY
MANUFACTURERS

P. O. Box 2186

WINNIPEG, MAN.

We Initiate—Never Imitate

Hanger Superiority



Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

Simple in construction.

Easily attached to door.

Flexible and rigid hanger in one.

Great strength and durability.

Anti-friction steel roller bearings.

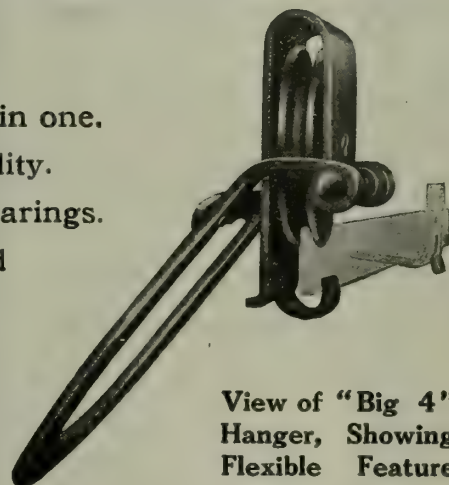
Axles and rivets galvanized

to prevent rust.

Shoulder on axle pre-

vents wheel housing

from binding.



View of "Big 4"
Hanger, Showing
Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from $1\frac{1}{4}$ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

ROGERS' CEMENT AND CRUSHED STONE

Municipal Bridges and Buildings

built of concrete made with Rogers' cement and crushed stone will last as long as the city itself, requiring the minimum of repairing. See that your contracts call for Rogers' materials.

Cement and crushed stone from our mills are always of uniform quality.

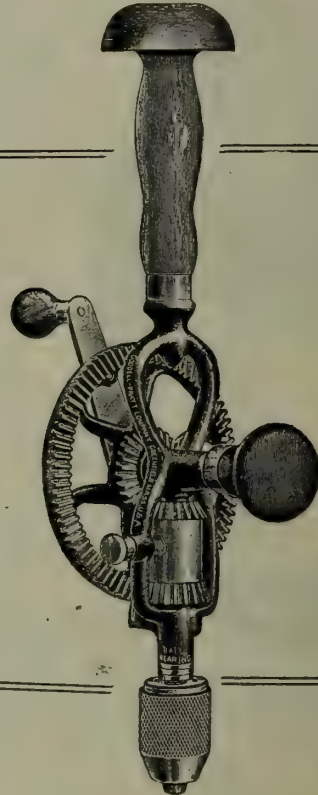
Mills at: Kirkfield, Owen Sound, Hanover, Orangeville, St. Mary's, Dundas and Vinemount.

Order from
Head Office

ALFRED ROGERS
LIMITED
28 KING WEST TORONTO

The Cost of Quality

is so small in comparison to the extra value received that no mechanic can afford to buy any but the best.



Goodell-Pratt's

HAND DRILLS

represent the very highest of quality in the tools of their class.

Discriminating mechanics prefer them because of their practical design and durability.

Every drill is very carefully assembled by skilful workmen and the different parts are carefully fitted to each other as in a machine.

Are YOU Selling them to YOUR Customers?

Goodell-Pratt Company

Toolsmiths

GREENFIELD

MASS., U.S.A.

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering
To Your Own and Your Customer's Interests.

In $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight $5\frac{1}{2}$ to $6\frac{1}{2}$ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

**715 Park Avenue,
Worcester, Mass.**

Haulage And Hoisting Ropes



Derrick and Dredge Ropes
Ropes for House Moving
Saw Carriage Ropes
Smoke Stack Stays

Standard or Lang's Lay
Wire Rope Fittings
Wire Rope Grease

**The B. Greening Wire
Company, Limited**

Hamilton, Ont.

Montreal, Que.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

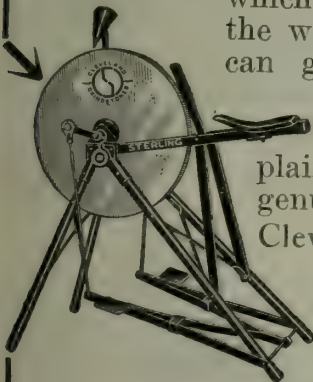
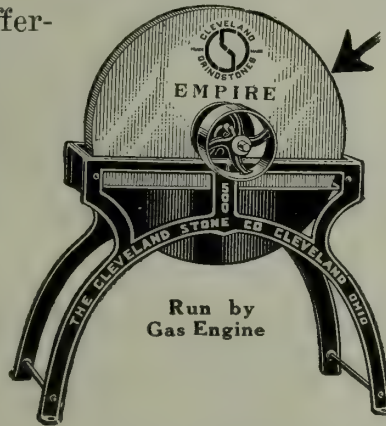
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002' to .250.



Use This Trade Mark For Your Own Benefit

The Cleveland Grindstone is trade-marked for the buyer's benefit—to protect you and your customer against inferior stones and is a guaranty of grindstone efficiency. We use it because there is such a big difference in grindstone quality, and users demand some mark of supreme quality.

Do not be misled by the term "Berea Grit" into thinking you are getting "Berea Stone." "Berea Grit" is merely a geological name for stone of a certain age. It does not even refer to grinding qualities for agricultural or general uses which constitute your grindstone market. We own the original Berea quarry, the stone from which for 60 years has been the world's standard. You can get this quality only through us. This trade mark is found plainly stamped on every genuine stone.

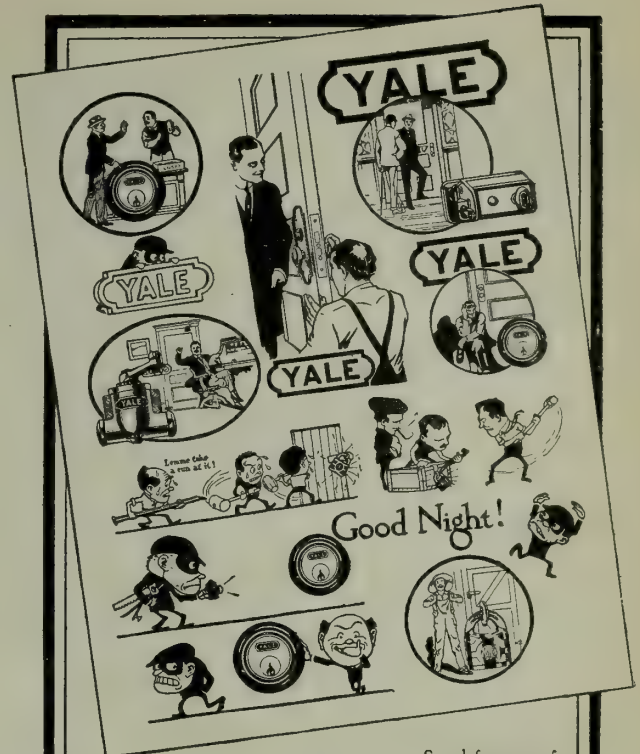


Cleveland Stones are made in various sizes—for all purposes—power, hand or treadle.

There is a good profit selling Cleveland Grindstones.

Write for catalog and prices and our help to dealers.

The CLEVELAND STONE CO.
CLEVELAND, OHIO



Send for proof showing these cuts full size

Liven up your newspaper advertisements with these attractive pictures—the cuts are free to Yale Dealers.

A clever picture will get the eye of a reader more quickly than anything else, and if it tells a story about something you sell, the business-getting quality of your advertisement is increased.

We go to a great deal of trouble and expense to get good pictures for our dealers, and we have the word of many of them that this advertising help pays.

Send for proofs today and order what you need. This is only one of the ways in which our Dealers' Advertising Service helps you to earn more money. Some of the other ways are shown in our new book, "Selling More Yale Door Checks." Ask for your copy today.

Canadian Yale & Towne Ltd.

The Makers of YALE Products in Canada

Locks, Padlocks, Builders' Hardware,
Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.
New York Chicago San Francisco
9 East 40th St. 74 East Randolph St. 134 Rialto Bldg.



HAVE NEVER WORN OUT A MAGNOLIA BEARING

CLEBURNE ELECTRIC AND GAS CO.

Cleburne, Texas, March 18th, 1911.

Gentlemen:—

For ten years I have been using Magnolia Metal for a variety of service from small Exciter bearing boxes up to boxes for 14 in. x 18 in. Russell Engines. The results have been uniformly satisfactory, and I have never worn out a Magnolia Metal bearing box.

Very truly, C. G. CAMPBELL.

JAMES WATT ASSOCIATION OF STATIONARY ENGINEERS NO. 7.

Of New York City, N.A.S.E.

Dear Sirs:—

New York, Nov. 10th, 1910.

I have used your metal on heavy duty Corliss Engines at McDermott and Howard's Morocco Tannery, 365 Park Ave., Brooklyn. In the year 1900 all the main bearings, Crossheads and Crank pins were rebabbitted and are running up to the present time without the least wear. Since 1907 I have been in the employ of the City of New York, Engineering Department, Water Supply.

Yours truly, ANDREW J. HOWARD,
203 Willoughby Ave., Brooklyn.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages over 2,000 subjects. Price 40c. post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price.—They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

225 St. Ambrose St.

MONTREAL

NEW YORK

CHICAGO



CORRUGATED IRON ROOFING AND SIDING



Conductor Pipe, Elbows, Eave-trough, Valley Ridge Roll, Skylights, and Ventilators.

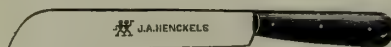
We ship while others are thinking about it.



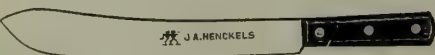
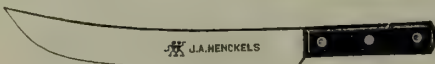
Wheeler & Bain
TORONTO

J. A. HENCKELS

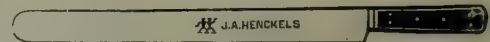
Twinworks Cutlery



Henckels Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.



Pocket Knives, Scissors, Manicure Sets, Butcher Knives—Cutlery of every description.



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal



DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS All Standard and Special Gauges

LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel
Sterilized Nails."

**DOMINION
IRON & STEEL CO.
Limited**

Head Office and Works
SYDNEY, N.S.

Sales Offices:
Sydney, N.S., and 112
St. James St., Montreal.



We are making these trade- pullers work for you

They are samples of our strong, striking, compelling advertisements that go to the great class of rural readers all over the country.

Every good live agricultural paper in the United States is used in this service, and they reach over five million prospective buyers of roofing for all classes of farm buildings.

Think what a tremendous selling force in this field alone such publicity becomes for

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

And this is in addition to our general publicity through leading monthly magazines.

See the wonderful opportunity this co-operation brings you for supplying your customers with Genasco Roofing! Don't miss it. Be ready to take every advantage of it. Order now from your jobber.

Write us for samples and full information.

The Barber Asphalt Paving Co.

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

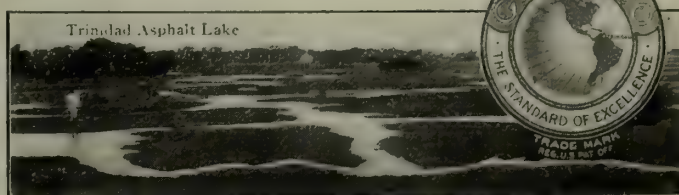
PHILADELPHIA

New York.

San Francisco.

Chicago.

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
The Canadian Asphalt Co., Ltd., Winnipeg, Man.



FILES WITH PROFIT

DECIDE on handling files which are an absolute standard of even quality and perfect cutting power from year to year. Nicholson-made files are made from a private-formula steel on privately-designed special machines, tempered by a special Nicholson process, inspected individually at each stage of manufacture, and tested individually on all cutting sides by hand before placing in stock. You get the benefit as a retailer.

"Nicholson-Made" Means Steady Trade

The Nicholson-made Brands are standardized absolutely to unvarying high quality. Over 200,000 files a day are made and sold all over the world from the Nicholson plants. Buy your brands from your jobber, and insist on "Nicholson-made" Files.

THE FILE WINNERS

Kearney & Foot
Globe
American
Arcade
Great Western

NICHOLSON FILE COMPANY

Port Hope, Canada



SEND ME A BOX OF BABBITT THE KIND THAT DOES NOT WEAR OUT

WE RECEIVED A LETTER

This is a Testimonial Indeed and one Straight from the Heart.

The writer of the latter above mentioned had evidently got a Babbitt Metal just suited to his specific purpose.
THAT IS WHERE WE EXCEL.

from a customer a few days ago, the following is an extract, "Send me a box of Babbitt, same as last, I forget the name, but it is the kind that does not wear out."

We can advise you, it costs you nothing to take advantage of our years of practical experience. If you have Babbitt Troubles, why not ask our advice?

WE RECOMMEND

IMPERIAL GENUINE

"The Highest Grade of Babbitt Metal manufactured" for all High Speed Engines and Bearings and carrying extremely heavy loads.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault" for all General Machinery Bearings.

ALUMINOID

For Medium and Light Running Machinery.

EVERY HARDWAREMAN SHOULD GET OUR PRICES.

THE CANADA METAL CO., Limited

Head Office and Factory: TORONTO.

Branch Factories: MONTREAL, WINNIPEG.



The Hardwareman

*who is not
handling our*

"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

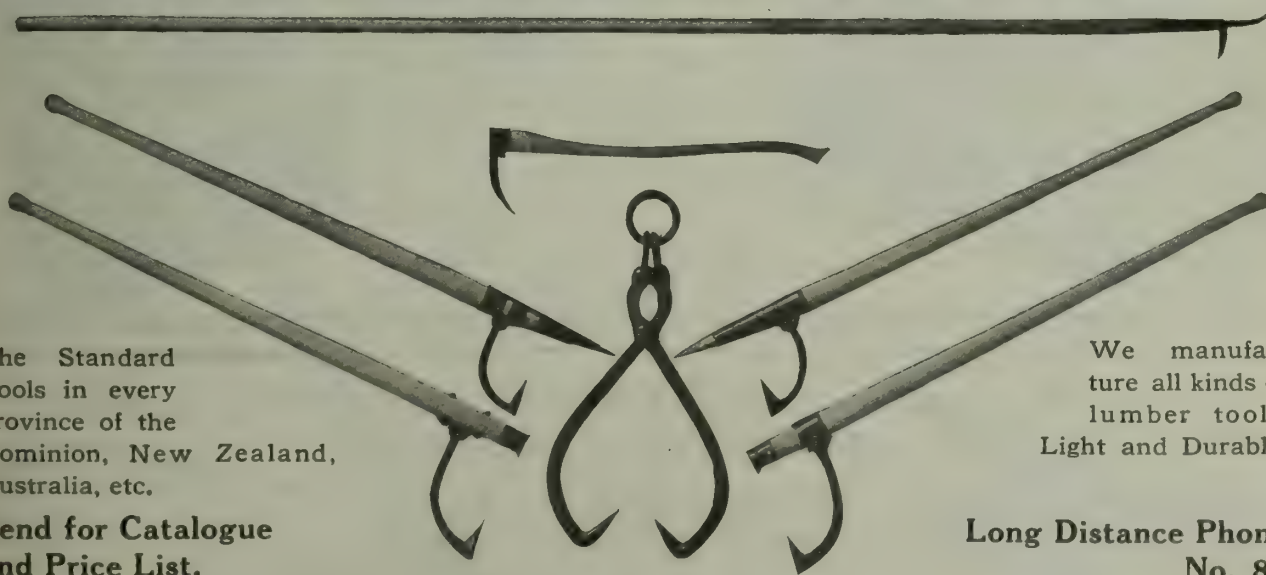
WINNIPEG, MAN.

c



*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*

PINK'S LUMBERING TOOLS



The Standard
Tools in every
province of the
Dominion, New Zealand,
Australia, etc.

Send for Catalogue
and Price List.

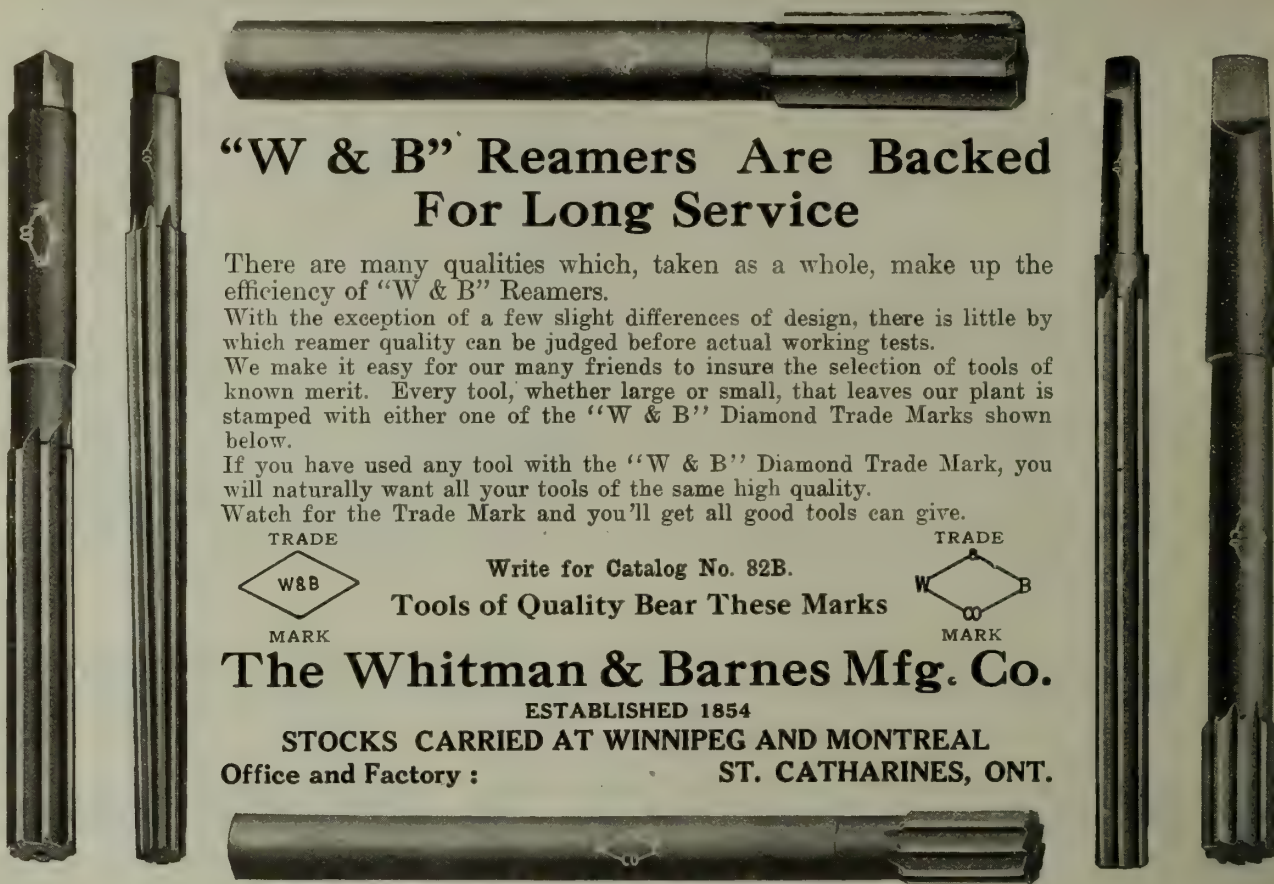
We manufac-
ture all kinds of
lumber tools.
Light and Durable.

Long Distance Phone
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants


The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



“W & B” Reamers Are Backed For Long Service

There are many qualities which, taken as a whole, make up the efficiency of “W & B” Reamers. With the exception of a few slight differences of design, there is little by which reamer quality can be judged before actual working tests. We make it easy for our many friends to insure the selection of tools of known merit. Every tool, whether large or small, that leaves our plant is stamped with either one of the “W & B” Diamond Trade Marks shown below.


If you have used any tool with the “W & B” Diamond Trade Mark, you will naturally want all your tools of the same high quality. Watch for the Trade Mark and you’ll get all good tools can give.



TRADE
W & B
MARK

Write for Catalog No. 82B.

Tools of Quality Bear These Marks



TRADE
W & B
MARK

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

STOCKS CARRIED AT WINNIPEG AND MONTREAL

Office and Factory : ST. CATHARINES, ONT.



Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.



Pilliod Lumber Company
Swanton, Ohio, U.S.A.



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.

Bringing Them Rolling to You



There's many a boy who can't afford to pay a high price for a rifle, but he will save up his money for the handsome Hamilton No. 27.

That's why you need a stock of Hamiltons—they fill just that niche between the toy gun and the high-priced hunting rifle.

The boy wants it just as soon as he sees it displayed in your window.



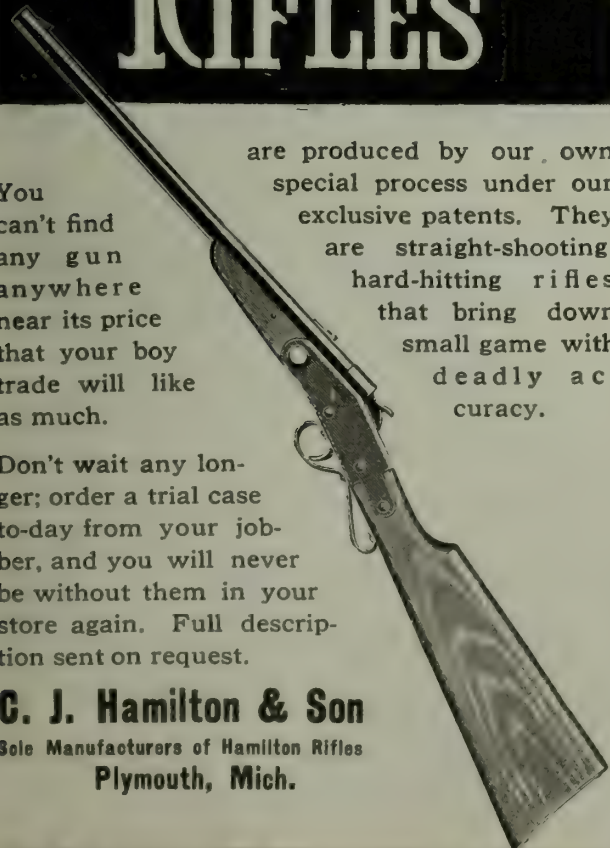
You can't find any gun anywhere near its price that your boy trade will like as much.

are produced by our own special process under our exclusive patents. They are straight-shooting, hard-hitting rifles that bring down small game with deadly accuracy.

Don't wait any longer; order a trial case to-day from your jobber, and you will never be without them in your store again. Full description sent on request.

C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles
Plymouth, Mich.



Output Sold For 1913

Every

Trulite

and Banner Cold Blast Lantern that can possibly be made for delivery this year has been sold.

Speaks well for an original line of lanterns that pleased the buyers and inspired the travellers.

Speaks well for the judgment shown by the leading buyers of most of the large houses from Halifax to Vancouver.

Speaks well for our Active "Live Wire" Sales Force, who were not slow to take advantage of a golden opportunity to "make a killing."

Speaks well for our manufacturing department, who supplied ninety-six hardware salesmen with hand-made samples on a week's notice.

Speaks well for an advertising campaign which cost "some money," but gave excellent results.

Speaks well for a Hardware Convention that was a revelation and a great success.

Ontario Lantern & Lamp Co., Limited.
HAMILTON, CANADA.

All The Attempts to Imitate the Stewart Ball Bearing Clipping Machine

**Prove An Utter Failure When it Comes
To the Point of Quality**

Our competitors have tried time and time again to imitate this clipping machine. They got the design, but they are away off in quality.

Stewart Horse clipping machines embody experience, the highest quality and most durable materials it is possible to obtain.

We guarantee every Stewart machine to satisfy the user or we will refund the money.

There is an exceptionally large field for this clipping machine—nearly every farmer in Canada needs one.

A horse that is clipped brings the owner more money when being sold. A horse that is clipped works better, is more alert, and is easier to clean.

To help you make sales we give you all individual advertising matter you want, such as booklets, circulars, hangers, etc.

Every jobber in Canada carries Stewart Clipping Machines.



CHICAGO

FLEXIBLE SHAFT CO.

250 ONTARIO STREET,

CHICAGO



THIS SHOWS
**BURMAN'S No. 17
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

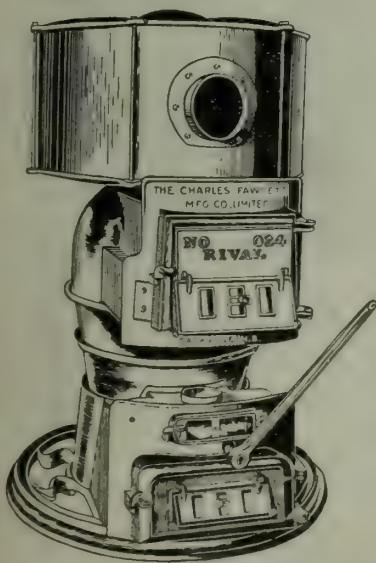
SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

Williams & Taylor

MFRS. AGENTS

288 Princess St., - WINNIPEG



**Chas. Fawcett
Ltd.**

Stoves
Ranges
Furnaces

Sussex Mfg. Co.,

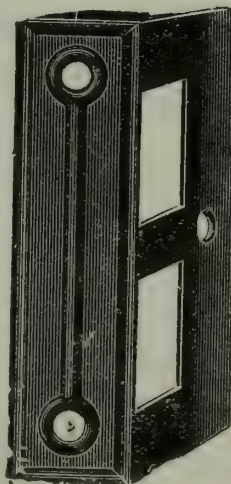
Refrigerators

Bolte Mfg. Co.

Concrete Mixers

We carry stocks of the above lines
and can ship promptly.

TRY US.



**NATIONAL
STEEL
RIM
LOCK**

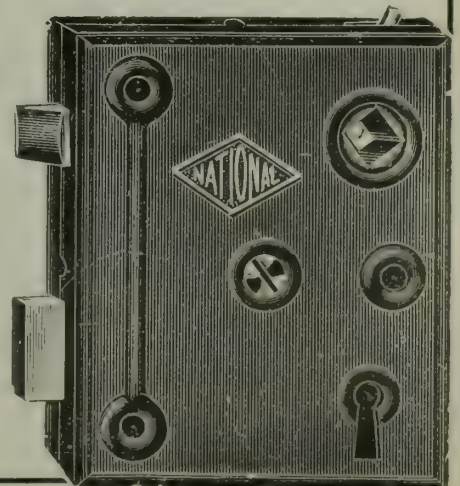
The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

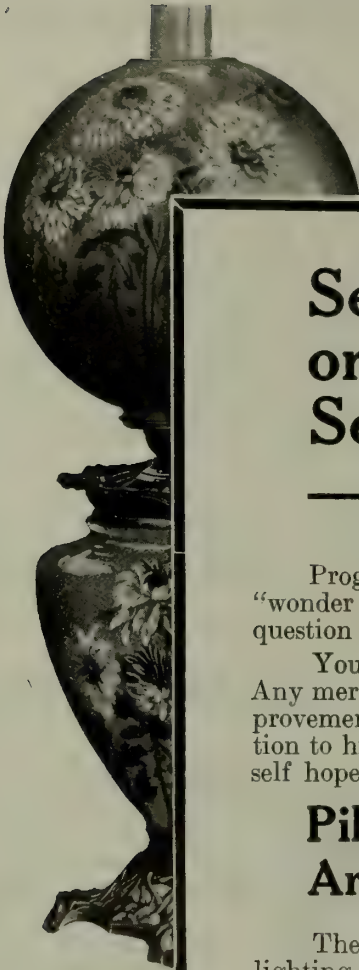
It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

**National
Hardware
Co., Ltd.**

Orillia, Ontario, Can.





Sell Modern Lamps or Sell the Old Kind —It's Up To You

Progress is swift of foot. The article which was a "wonder of efficiency" a few years ago is quite out of the question to-day.

You know this is true, but *does your stock show it?* Any merchant who is not keenly informed on modern improvement, or who does not strictly apply such information to his business, will awake some fine day to find himself hopelessly outclassed.

Pilabrasgo Lamps Are Abreast Of The Times

They, more nearly than any other, approximate the lighting power of electricity and gas. Likewise in economy, beauty and a lack of all objectionable features, they stand entirely alone.

They vastly increase your sales possibilities. Every home—no matter what its lighting system—needs an oil lamp, and *every home realizes this need*. But rather than take in the old, offensive kind, they will do without. Pilabrasgo Lamps possess the qualities which modern homes demand.

Write for photographs. You simply postpone better business by delay. *Pilabrasgo day is to-day*.

**The Pittsburgh Lamp, Brass & Glass
Co. of Canada, Limited**

119 Wortley Road,
London, Ont.



**R. E. Davis,
Representative**

No Western Dealer can afford to be without it!

The GLEANER

is the style of stove that will be in big demand for the next few months by Settlers and Homesteaders.

As far as the working qualities are concerned, it is guaranteed to cook and bake as well as a stove costing twice the money.

This Stove is built right and the price is right.

They are carefully packed and crated to withstand any kind of abuse in transportation.

Large stock of these Stoves carried at Winnipeg.



The GLEANER is made in two sizes, 14 and 16-inch ovens with four 9-inch pot holes, specially adapted for burning lignite coal or wood, and is fitted with duplex or flat grates as desired.

Crated weight of square stove 170-lbs. With reservoir 190-lbs.

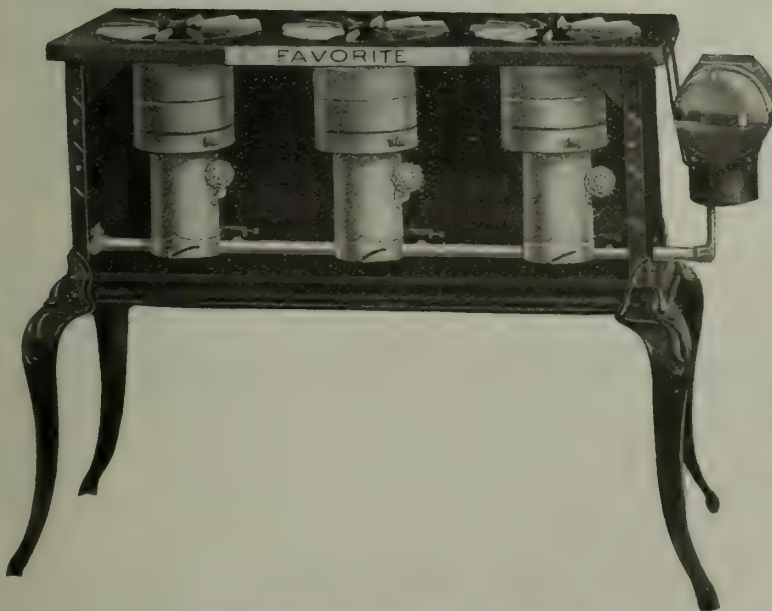
Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.

Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.

FAVORITE Wick or Wickless Oil Stoves



In the "Favorite" Oil Stoves a gallon of oil lasts Twenty-four hours, burning with a flame of cooking capacity against 12 to 15 hours of any other stove. This slow consumption of oil, quick heating and even burning flame, all add to economy.

We also carry a full line of FAVORITE GASOLINE RANGES, JUNIOR GASOLINE STOVES AND PORTABLE OVENS. They solve the fuel problem and make summer cooking a pleasure.

WRITE FOR ILLUSTRATED CATALOGUE.

FINDLAY BROS. CO., LIMITED

260 PRINCESS STREET

WINNIPEG



CROWN PERFECTION

Most Improved Range on the Market

Note These Points of Excellence

The Crown Perfection is built to include the main body of the oven entirely within the body of the range. The back flue extends over the entire back of the oven, while the entire surface of the oven except the door is exposed to the heated gases in the flues. The oven bottom

is of steel. We are accordingly able to maintain a higher and more even temperature with less fuel than in the old style construction.

A new feature is the flue construction around and under oven, forcing the heated gases against every part of oven plate.

The fire box is oval at the ends, very long, and when desired a wood jog is furnished, increasing length to 24½ inch.

Water Front has ample capacity to heat a 60 gal. boiler. Thermometer is supplied when ordered.

Recommended and Guaranteed. Our Prices will Interest You.

The JAMES SMART Mfg. Co., Ltd.

BROCKVILLE, ONT.

“Standard” Wickless Blue Flame Oil Stoves



An inexpensive stove of high efficiency and economical operation is the verdict of users of the “STANDARD” Wickless Blue Flame Oil Cook Stove. These stoves have given universal satisfaction in all kinds of cooking and baking and are increasing in popularity from year to year.

The Burner is simple to operate and produces a smokeless “blue flame” of intense heat. All trouble is eliminated by reason of its simple construction and skilled method of assembling.

The Standard Wickless solves the problem of Economical cooking in all country homes and suburban residences where gas for fuel cannot be obtained, giving the user every advantage, convenience and comfort which the use of gas stoves and other modern appliances afford.

Stocked in three sizes. One, Two and Three Burners.

We can also supply

Ovens with or without Glass Fronts, for use with these stoves.

Order Early to Ensure Prompt Delivery.

Catalog showing full line mailed on application.

The Thos. Davidson Mfg., Co., Limited

MONTREAL

WINNIPEG

TORONTO



"Quick Meal"

Blue Flame Wick Oil Stove

...THE...

ORIGINAL OIL STOVE

WITH A

GLASS FOUNT

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are $17\frac{1}{2} \times 25$ and $17\frac{1}{2} \times 33$ of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

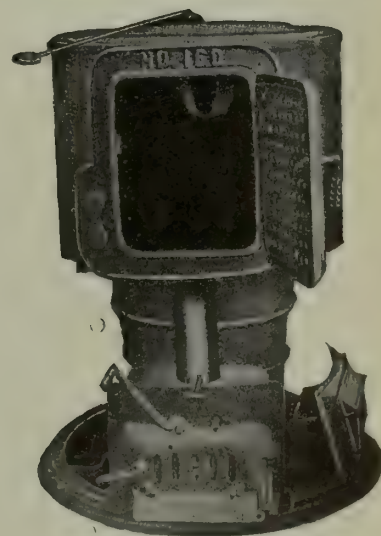
THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA



"The Empire Line"



NOW is the time to place your orders for

**"EMPIRE" FURNACES
and REGISTERS**

Made by

CANADIAN HEATING & VENTILATING CO.

OWEN SOUND

MONTREAL

WINNIPEG

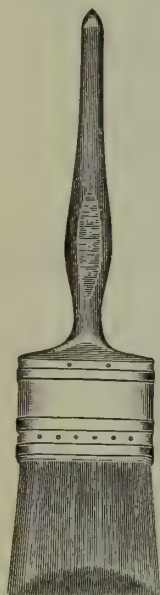
VANCOUVER



**You'll Get Many Re-Orders
from the Most Particular
Painters**

If You Sell Them Our High Grade

PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



Meakins & Sons, Limited

Hamilton, Ontario



**Easy to Sell
Easy to Store**



McClary's Nestable Garbage Pails

are rust proof, easy to handle and, like all McClary products, made to last.

They are made in 3 sizes and the fact that one fits into the other facilitates storage and does away with danger of transit damage.

The slip over cover with its locking device is a strong selling point.

This is the season for them.

McClary's

London

St. John Montreal Toronto Hamilton Winnipeg
Calgary Vancouver Saskatoon Edmonton

McClary's is a Quality Name

McClary's

1913 Gas Ranges

With Warming Closet



Style E.S. No. 356
FOR NATURAL OR MANUFACTURED GAS

A Business-BUILDER and a Profit-Maker must be a **quality** article. Such are McClary's gas ranges. They are the last word in gas ranges as far as economical utility is concerned and no more scientifically constructed range is sold.

Their **lasting** qualities and easiness to keep clean ensure you a **satisfied** customer who will advertise for you.

If you have not placed your order with us, do so now.

"McClary's"
is a Quality
Name

McClary's

McClary's
Ship
Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon Edmonton

HOUSEWIVES LIKE SOCLEAN

Dustless Sweeping
Compound

Because

It prevents
dust from
rising, kills
moths, disinfects the home and
makes rugs bright and clean.



YOU'LL LIKE THE PROFIT

It takes but a short time to introduce "Soclean" to new customers and it is always specified by "those who know." There is a splendid margin for profit on every PAIL of "Soclean." Extra large PAIL sells at 25c.

Stock "Soclean" now and be ready for the demand that will come with Spring House-cleaning. Write us to-day.

Sold in barrels for merchants' own use.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada. Agents for Western Canada; J. J. Gilmore & Co., Winnipeg, Man.



Dealers ! This is Your Chance



Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.

Write at once.

Stover Lawn Trimmer Works

Muskegon, Mich.



Increase Your Spring Sales By Handling The "Norcross" Line of GARDEN CULTIVATOR-HOES AND WEEDERS

Close hand cultivation is best, and "NORCROSS" Cultivators, Hoes and Weeders are like a human hand; the fingers of which work closely around the delicate plants without injuring them; stirring the soil to any depth, and leaving it level and loose, without a footprint upon it.

The "NORCROSS" is the only Cultivator-hoe with detachable handle ferrule (Pat'd.), which provides for its use as a wheel plow attachment. Professional Gardeners declare that no wheel plow on the market has an attachment equal to our Cultivator-hoe. All prongs are detachable. Write any of the following Canadian jobbers for circulars and prices. McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; Merrick-Anderson Co., Winnipeg; J. H. Ashdown Hardware Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.B. Edwin Chown & Son, Kingston, Ont.

C. S. NORCROSS & SONS, - Bushnell, Ill., U.S.A.

Patentees and Sole Manufacturers

"Kenrick" Holloware and Hardware

MADE IN ENGLAND

We carry a stock of
the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

ANNOUNCEMENT

OUR new plant at London, Ontario, is running and ready for business. We are prepared to fill orders for anything in the RICHARDS-WILCOX line. Duplicate patterns, the best machinery and an experienced organization, enable us to guarantee the same high quality that has made "R-W" goods standard in the States.

WE MAKE

Stay Rollers

Latches

Fire Door Fixtures

Wagon Jacks

Washers

Vises

Wire Stretchers

Corner Irons

Manual Training Benches

HARDWARE SPECIALTIES

MOUNTED GRINDSTONES

THE ONLY BALL-BEARING GRINDSTONE
MADE IN CANADA.

—AND—

DOOR HANGERS

ALL KINDS

ALL SIZES

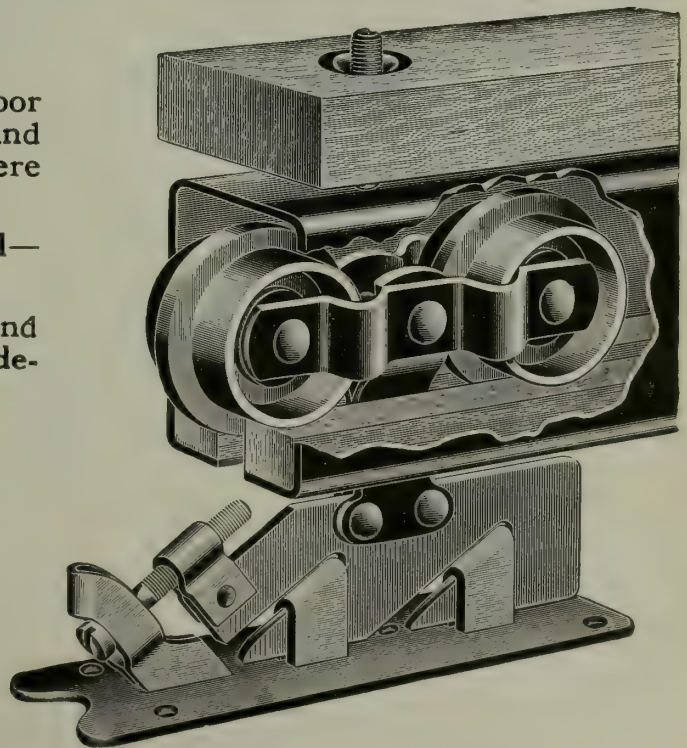
"A Hanger for any door that slides"

This One

Is the W222 Royal House Door Hanger, favored by architects and careful builders almost everywhere because—

- 1st. Hanger and Track are covered—not exposed.
- 2nd. Hanger is center-hung and always straight, while a side-hung hanger seldom is.
- 3rd. Ball-bearings—Easy-running.
- 4th. Milled Wheels run on maple strips in track—noiseless.
- 5th. Adjustment in both track and hanger.

Price Includes Header



We Help
You Sell
Them.
Write
Us
To-day.

Richards-Wilcox



CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



Did you
receive
your copy
of our
Catalog
No. 7?



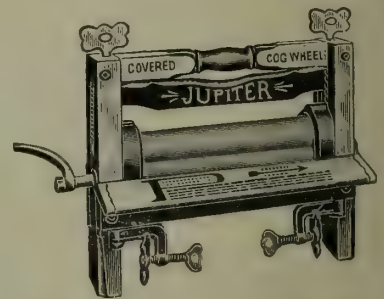
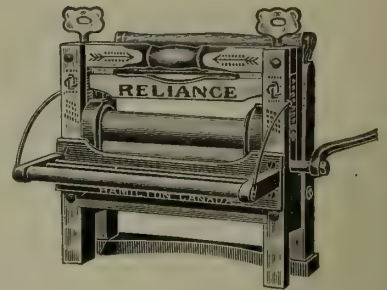
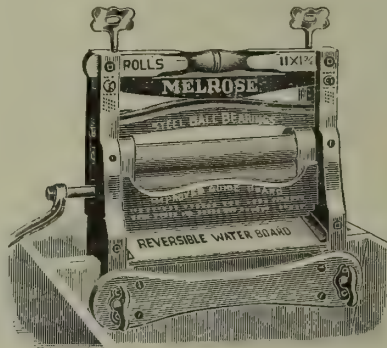
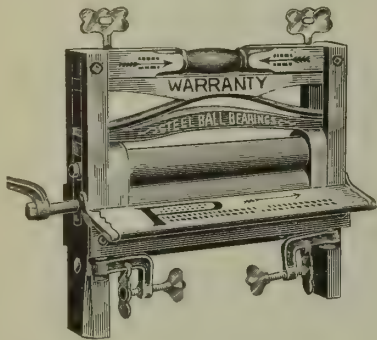
High Grade Clothes Wringers



The Best Ever and the Best Now

Fitted with Live Rubber Rolls, Most Durable and Highly Elastic. Anti-Chemical Rolls are not affected by acids or Washing Compounds.

We make wringers in many designs and Various Grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own Roof from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.



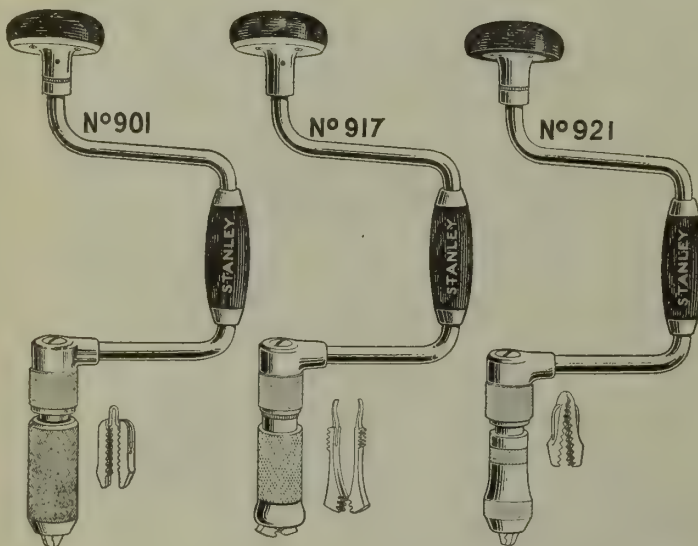
Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire.

CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,
H. F. Moulden & Son,

Montreal
Winnipeg



Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly—The Cam Ring which governs the ratchet is in line with the bit—a great advantage in working.

The Ratchet mechanism is completely protected, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, five teeth are in engagement when working as a Ratchet, as against one tooth in other forms of Ratchet Braces.

They are highly nicked and have Cocobolo Ball-bearing Heads and Cocobolo Handies.

These Braces, together with many other varieties of Ratchet and Sleeve Braces are made at our CANADIAN WORKS.

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



Corrugated Galvanized Garbage Cans

Exceedingly Strong, well Galvanized, with Pressed Covers, Malleable Drop Handles, Electric Welded Rims.

The Strongest and Best Can in America. Send in your order now. Ready now to ship.

BODY—Made of Heavy Corrugated Galvanized Iron, very strong, and able to withstand very hard handling without becoming dented.

TOP RIM—Double, electric welded, very rigid, and cannot be bent out of shape. Always perfectly circular so the cover is sure to fit.

BOTTOM RIM—Two-and-a-half inches deep, thus raising the bottom of can well off the ground, and preventing it becoming dented or worn through by contact with the ground.

BOTTOM—Heavy gauge galvanized iron, with upward depression by weight of material in the can.

COVER—Pressed out in one piece, with deep rim slightly tapered, so dogs can't force it off.

Nos.	15	18
Diam. ins.	15½	18
Height, ins.	26½	26½
Capacity, gallons	16	24
Weight, uncrated, each	25 lbs.	29 lbs.

Send for descriptive matter and prices regarding our line of Ash Cans and Garbage Pails

NO DELAY IN SHIPPING

E. T. WRIGHT CO., LIMITED

HAMILTON,

CANADA

Manufacturers of



High Class Goods



CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

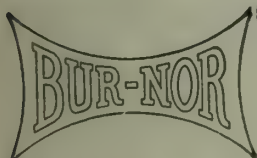
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :

Lachine Canal




We Want You to Sell— Bur-Nor Hatchets

They are made right. Blades are carefully tempered in oil. Handles are strongly reinforced—are fifty per cent. stronger than wood. Attractively finished in Black Enamel.

They are sold right. Give you a profitable margin of gain on your investment. Give your customers 50 per cent. more service for less money. Get our catalogue and prices to-day.

Burgess-Norton Mfg. Co.

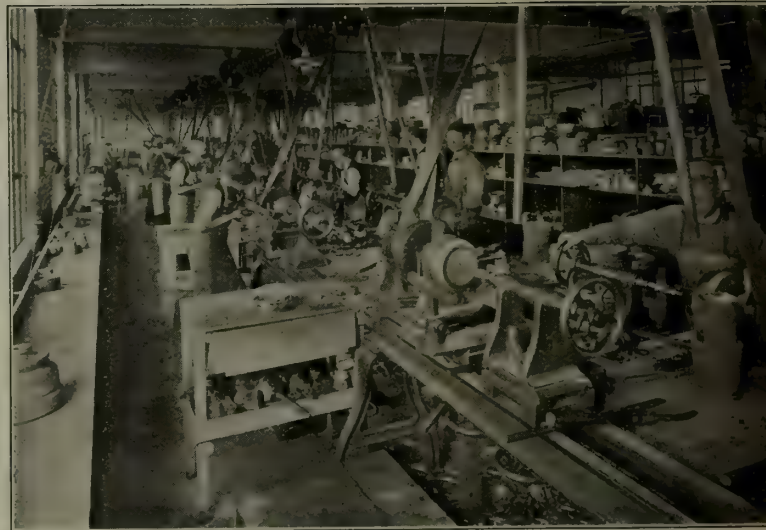
GENEVA, ILL., U. S. A.



"The Plant Behind The Goods"



Make-Up Department



Spinning and Turning Department

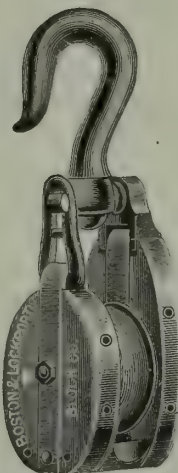
"THE HOME OF QUALITY SILVER-PLATE"

Standard Silver Company of Toronto

North Madison Ave.

Toronto, Can.

PULLEY BLOCKS



WOOD TACKLE BLOCKS
ALL SIZES, PLAIN
AND ROLLER BUSHED

GIN OR
RUBBISH
BLOCKS

—
SNATCH
BLOCKS

—
ROPE
CLAMPS

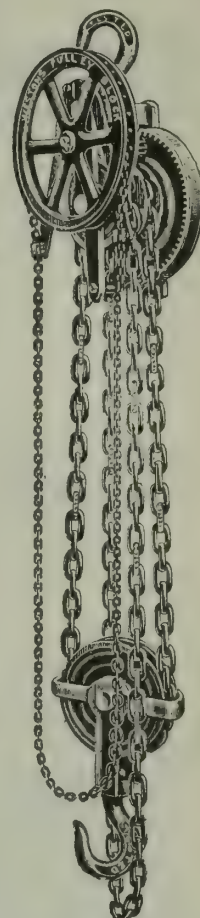
—
THIMBLES



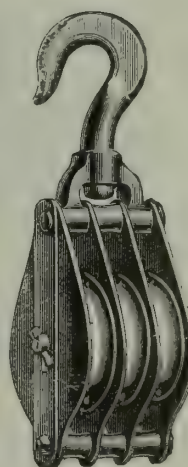
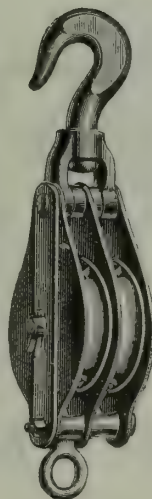
WESTON'S
IMPROVED
BLOCKS

—
LOADING
BLOCKS

—
EXTRA
SHEAVES



WESTON'S
GEARED
BLOCKS



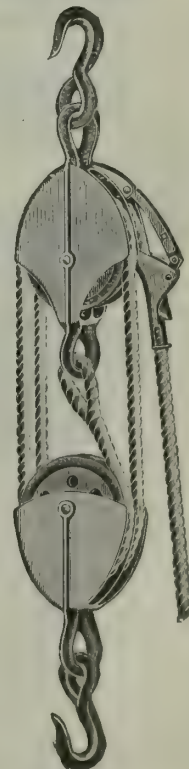
AMERICAN
STEEL BLOCKS,
SINGLE OR
DOUBLE SHEAVE

LONDON PATTERN BLOCKS,
SINGLE, DOUBLE AND
TRIPLE

Purest Manilla Rope that can be depended
upon, also British Manilla and
Sisal.

Caverhill, Learmont & Co.
MONTREAL

CANTON ROPE HOIST

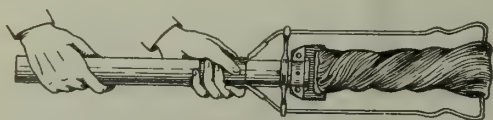


Mops, Mop-Sticks, Mop Cloths

Twenty-three years seems a long time, yet we have been supplying the original "Tarbox Self-Wringing Mop" since 1890. The "Tarbox Brand" is significant of sustained uniform value—controlled by fixed principles that envelope our entire product.

Mr. Dealer, how many complaints can you recall as regards faulty construction or inferior quality of "Tarbox Brand" goods? Reflect as to where this leads you in selecting profitable lines.

Here we illustrate some of our lines of Mops and Mop-Sticks, the following page and future advertisements should interest you.



The Tarbox Self Wringing Mop.



Showing Wringing position.



Showing as in use with or without Dusting Hood.



Knitted Mop Cloths.



No. 8

Stamped Steel Head, the most popular Mop-Stick we make.



No. 2

No. 2 Mop-Stick. Now supplied with either Cast or Stamped Steel Head. The lowest priced Mop-Stick we make.



No. 10

Combination Brush and Cloth Stick constantly gaining in favor.



Retail Price 25c.

Muffled Mop-Sticks

(is a new idea)

The Connecting Link Between Wet Mopping and Chemically Treated Dry Dusting Mops

MUFFLED MOP-STICKS.

Made safe by the Felt Pad.

No. 2—5 ft. Handle, 5½ in. Head.

No. 8—5 ft. Handle, 6 in. Head.

Heads stamped steel. Smooth finished handles.

Chemically treated goods have no pungent odor, and by this they may be distinguished from oil saturated Mops which are odorized to mislead, the odorizing adding no efficiency, and is lost, along with the oil, with the first washing.

(Continued Next Page)

Tarbox Brothers, Toronto, Ontario

"Tarbox Brand, Toronto"

Chemically Treated Dry Dusting Mops and Cloths

These goods are strictly Canadian made, carrying the guarantee of the "Tarbox Brand," are *Chemically Treated* to pick up and hold dust *until washed out* with Hot Water and Soap, as hot as the hands will stand, by which none of its properties are removed. So long as the fabric lasts, the absorbing and polishing qualities are retained.



Dustless Dust Cloths

- No. 1 Size,
Retail - .25
No. 1½ Size,
Retail - .35
No. 2 Size,
Retail - .45

Size numbers indicate yards in each.



Flat Mops

used in any stick for dusting — not as wet mop.

- No. 01. Re-
tail - .50
No. 02. Re-
tail - .75



Round (Yacht Style) Mops

Made over a threaded handle receptacle. Sold separately No. 03 retail .50 No. 04, larger, retail - .75 Threaded handles, 5 foot lengths - .25



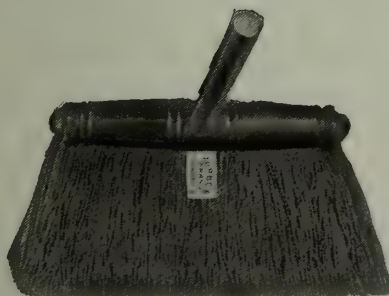
Circular Dry Dusting Mops

with nice smooth 4 foot handle.
Retail \$1.00.



Triangular Mop

One-fourth larger than the circular style, with 4-foot handle.
Retail \$1.25.



Dustless Floor Polisher

Made safe from marring room or furniture.

- No. 1, 10-in. head, \$1.50.
No. 2, 14-in. head, \$2.00.



Handle Duster \$1.00

Crank Mop ^{Slip} ^{Over} Hood

This original design is a sure winner.



The Mop may be used "regardless" as a wet mop—dried and the Hood slipped on—fastened with Dome Fastener—and you have the Dry Chemical Duster and the best Floor Polisher out.
Price \$1.00.

Same styles in Ocedarine (Oil) Treatment 10% less than above

All jobbers handling our goods can quote attractive discounts off the retail prices

(New Catalogue in Preparation.) Address:

Tarbox Brothers, Toronto, Ontario



Be A Preston Agent

You'll Find It
Very Profitable



Some Dealers
Made From
\$300 to \$1000
In Commissions
Last Year

We supply you with a beautifully illustrated catalog, "Better Buildings," from which you sell Preston Goods.

This catalog contains illustrations such as the one shown below.

All you have to do is to keep your eyes open, and when you think you have a good prospect for buying our **Metal Shingles and Siding**, write us.

We will send an expert salesman, **absolutely free**, to close the sale.

One of the Illustrations in Catalog.



Farm Home of S. N. Culver, Simcoe, Ont. Every building covered with Preston Safe Lock Shingles.

Of course we expect you to do all in your power to help our salesman by keeping in close touch with the prospect until he arrives.

With our catalog you can show the prospect how attractive our Metal Shingles and Siding make other buildings, and point out that **they are much more durable than common shingles and ordinary wood siding**, therefore they add much to the value of the property.

In every sale that we effect through your co-operation you will get a **LARGE Commission**.

It will pay you to get in touch with us to-day. You cannot afford to overlook our proposition—it's the best on the continent.

MAIL US THIS COUPON.
Please send us your latest catalog on
"Better Buildings," also agency
proposition.
.....
Sign name here.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL
Quebec

TORONTO
Ontario

PRESTON
Ontario

WINNIPEG
Manitoba

SASKATOON
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO





are the product of the largest and best equipped works of its kind in the world. The fifty-eight buildings in which Disston Saws, Tools and Files are made occupy fifty acres of ground, while the force required to manufacture the immense output of these great works numbers 3,600.

Nothing better illustrates the great and widespread demand for the high-grade products of this firm. While maintaining continued high quality—which is absolutely guaranteed—their products are so priced as to place them within the reach of all mechanics, and in that combination of quality and price is found the secret of the constant expansion of the business.

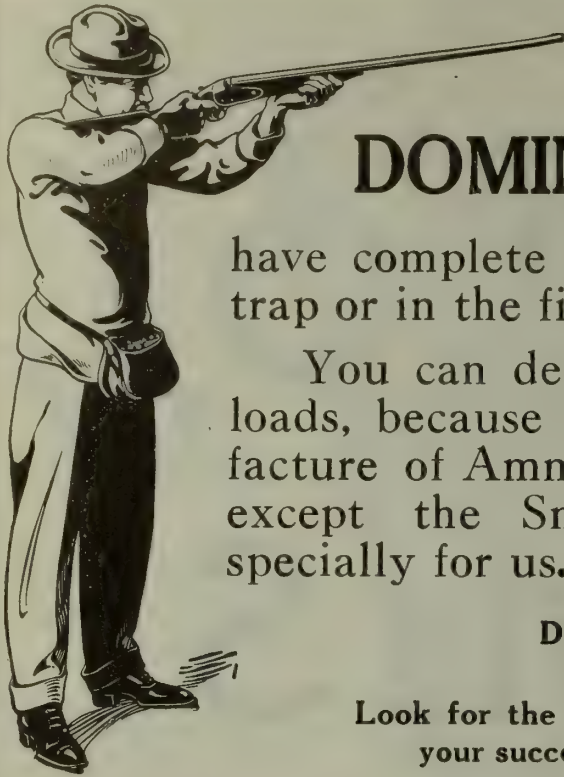
Are you fully stocked to meet the demand?



HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA., U.S.A.



Shooters who use

DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion
Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures
your success. Every box is absolutely guaranteed.

DOMINION CARTRIDGE CO., Limited
MONTREAL - CANADA



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL

Managers Canadian Branch



CHARCOAL TINPLATES

High grane genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on pour next order.

A. C. LESLIE & CO., Limited
MONTREAL



The sales staff of M. Philbin, Montreal—Mr. Philbin is the third from the left in the doorway, Mr. Lebeau the fourth.

Getting Maximum Benefit from Displays

One Line at a Time is Featured in the Windows of M. Philbin, Montreal — Direct Results Have Been Traced—At Present Time Builders are Finishing up Houses and Good Business is Being Done in Builders' Hardware.

The window reproduced herewith features fine carpenter's tools, such as are used in the final finishings of a building. By observing the nature of the building operations going on at this season of the year, the inspiration for this display came to Mr. Maxime J. Lebeau, who dressed the above window and who has charge of this department for the Philbin Hardware stores, owned and operated by Mr. M. Philbin, of Montreal, Que.

"All the building I have seen lately has been 'finishing up' work, adjusting

of doors, and windows, putting up of interior woodwork. Practically no new buildings are being put up this season of the year and contractors and builders are chiefly concerned in the finishing up of the work now on their hands so that they will be in a position to go ahead with the new jobs the minute the weather is favorable. This kind of work calls for fine tools and that is why I am featuring them so much now. The carpenters are also overhauling their kits at this time of the year in preparation for the summer's rush and this

class of customers will be attracted by our displays," said Mr. Lebeau, when asked why he was featuring these particular lines. This statement is the sum and substance of the success of the window displays that have played such an important part in the building of the extensive business now conducted by Mr. Philbin.

Mr. Philbin gives credit to the clever window trims of his assistant, Mr. Lebeau as they use no other form of publicity whatever. "We do not advertise in the newspapers as we realize that the



A splendid tool trim in the store of M. Philbin, Montreal, arranged by M. Lebeau.

window is of more real benefit to us than a large ad. in the dailies would be. We give every attention to our window displays which Mr. Lebeau changes twice a week. The displays in the window attract the customer into the store and then it is up to our salesman to make our service so attractive that the customer will become a permanent one.

"We sell only the best goods that can be obtained as it is only by this method that a regular trade can be built up. Just to illustrate that point, a lady came in here a few weeks ago to purchase a saucepan. The only ones we keep are the more expensive line and the size she wanted sold for \$1.00. At first she was shocked that the price was \$1.00, but after we had explained the difference between \$1.00 pan and the one she could purchase at one of my competitors for 90c, she saw that she was actually saving money by paying the extra 10c and thanked me for showing her the difference. The sequel was that yesterday she brought in one of her friends to get one of the pans "just like she got" and during the sale it developed that the second lady had first purchased one of the 90c pans the week before with the result that it was soon burnt out and useless," said Mr. Philbin and, continuing, remarked: "A dealer can work up a good business in the cheaper lines, it is true, but it is a very unsatisfactory trade as it fluctuates too much and the dealer is continually forced to smooth

out complaints. But with quality goods there is a great difference as the public soon learn that goods purchased from a quality dealer are more economical in the end than the cheaper grades and when they are in the market for any hardware they go to the store where they purchase the quality goods that gave them so much satisfaction. Thus the quality dealer builds up a substantial trade and makes every customer a walking ad. for his store."

Getting the Results.

The displays in the windows of Mr. Philbin's stores feature one line at a time and every attention is given to it during the time it is displayed in the window. This line occupies a prominent place in the interior of the store and all the salesmen push it enthusiastically. To illustrate the effectiveness of this co-operation it will be interesting to note that during one Saturday evening, while abrasives were displayed in the window, over \$20.00 worth of these stones were sold. This demonstrates the direct pulling power of the window displays.

Mr. Philbin believes in linking up with the manufacturer as much as possible, getting from them assistance in the matter of display cards, suggestions for window trims, demonstrations, advertising matter, etc. "The manufacturers are willing to give every assistance and their help has been valuable to me," remarked Mr. Philbin.

HARDWARE LETTER BOX



Clinton Mortar Color.

S. & G. Penfold, Guelph, Ont.—"Kindly tell us name of maker of Clinton mortar color."

The Clinton Metallic Paint Co., Clinton, N.Y.—Ed.

Chemical Fire Extinguishers.

Frank Dafeo, Madoc, Ont.—"Kindly advise me what firms manufacture a chemical fire extinguisher."

Canadian Fairbanks Morse Co., Montreal, Toronto; Canadian H. W. Johns Manville Co., Montreal, Toronto; Booth Coulter Copper and Brass Co., Sumach Street, Toronto; General Fire Extinguisher Co., Montreal, Que.—Ed.

Potato Planters.

J. Funk & Co., Herbert, Sask.—"Kindly advise us what wholesale firms handle potato planters in Winnipeg."

Steele Briggs Seed Co., Winnipeg, Man.—Ed.

Licensed and Labelled Goods.

Des Rochers Company, 268 Centre St., Montreal, Que.—"Please advise us if in province of Quebec we must have a license to sell the following goods; are we obliged to label such goods as are poisonous, and also may be sold to children:—Muriatic acid, wood alcohol, Paris green, ammonia, air rifles?"

"Muriatic acid, wood alcohol, Paris Green"—These poisons must be labelled as such. The provincial laws prohibit you selling these to children under any circumstances. You are required to have a druggist's license before being permitted to sell muriatic acid. A case of this kind was reported in Hardware and Metal some weeks ago, where an Ontario hardwareman was fined for non-compliance with this order.

Re Ammonia.—Must be labelled whether in liquid or powder form. No restrictions regarding sale to children.

Re Air Rifles.—No restrictions on sale of air rifles in province of Quebec. In Ontario, however, the sale of these rifles as well as firearms is restricted. The purchaser must get a license before purchasing same.—Ed.

Revolver Permits.

Bonthron & Drysdale, Hensall, Ont.—"Where can the form for permitting sale of revolvers be obtained?"

These can be secured from either your local police department or provincial police department, Toronto.—Ed.

Changes Would Not Affect Canada

It is Agreed That the Proposed Reductions in the Duty on Hardware Lines Going Into United States Would Not in Any Way Affect Conditions in the Trade in This Country.

Washington, D.C.—The tariff bill introduced in the House of Representatives makes a number of most sweeping reductions. A great many hardware lines are included in the list of articles on which the duty has been eliminated or cut down. The following are included:

On Free List.

Harness, saddlery, iron ore, steel rails, fence wire, nails, hoop and band iron, broom handles, hubs for wheels.

Articles Reduced.

In the list of reductions appear the following:

Grindstones, from 9.21 per cent. to 8.33.

Bicycles, from 45 to 25.

Pocket knives, from 77.68 to 35 and 55.

Razors, from 72.36 to 35 and 55.

Scissors and shears, from 53.77 to 30.

Knives and forks, from 41.98 to 27.

Brooms, from 40 to 15.

Manufactures of India rubber, from 35 to 10.

Hardware and Metal has secured opinions from many representative hardware manufacturers and wholesalers. The view is almost universally expressed that the proposed changes would in no way affect trade conditions in Canada.

A CORRECTION.

In the last issue of Hardware and Metal the extras on Standard Steel Wire Nails were quoted along with base and extras of iron and steel wire. This was a printer's error, as these extras should have appeared with the list on page 48. Common nails 4½ in. should have read 5c advance, 3½ in. nails, 10c advance, and 2¾ in. nails, 15c advance over base.

Advertising Does Not Increase Selling Cost

When Publicity Measures Increase the Turnover, the Selling Cost is Actually Reduced on Advertised Goods—Further Light on an Oft Discussed Question—The Experience of a Retail Hardware Firm.

A hardware merchant had a discussion a short time ago with a customer who contended that advertised goods cost the consumer more than unadvertised goods. This is a subject on which there is a variance of opinion and discussions are frequently heard on the subject. As a general rule, some lines of advertised goods do cost more than the unadvertised. The extra cost is not usually charged to cover the cost of advertising, but for the reason that the higher priced line has some element of superiority not found in the general run of similar articles. If a man makes a line of goods, different in no important respect from other lines of similar goods, he naturally sells them through the usual trade channels, competing with other makes and relying for his share of the business upon uniformity of quality, good salesmanship, fair treatment, prompt shipments and other methods usually employed by business houses. If, however, he finds a way to improve that article, to make it superior to the others, with selling points that are not found in other makes, his natural inclination is to advertise. The fact that he charges more for the article is not necessarily because he advertises it, but because he is turning out a better article which should command a better price.

Nevertheless many people will contend that the extra price is being charged on account of the cost of advertising the article, which is not the case.

There is considerable confusion of mind regarding what is called the "cost" of advertising. In manufacturing an article there is first the manufacturing cost. This cost ends or should end when the goods are boxed ready for shipment. The next cost is the selling cost. If by advertising, the manufacturer, traveler, "or in the event of it being a retailer," is enabled to sell more goods at less cost per unit, or if the volume of production is largely increased by advertising, without any particular increase in overhead expense, except the advertising cost, it often occurs that the sales cost is reduced. This means that advertising saves money for the manufacturer instead of being an additional burden to him.

A certain firm doing a large retail business had not been making enough profit to bring them a good return on the money invested. They had a large stock, and were doing a good business, but were not showing the desired profits at the end of each year. At the end of the third year, a meeting of the members of the firm was held. They decided to call in an old experienced business man, who by the way, was engaged in another line, but who conducted his business along apparently the same lines. When the facts were laid before him, he came to the conclusion that this firm had reached a certain point, where efforts had to be made to increase the volume of business without adding to the overhead expense. It was found on going into the details of this business that the goods were bought at the lowest prices and that the percentage of profit added to the goods was sufficient. The trouble was that the business was not running to its full capacity. The business was of such a size that a staff the size of that employed was necessary, but the same staff could have handled a much larger volume of business. In considering ways and means to increase the business there was only one method the firm could see that they had not followed up in endeavoring to get trade and that was newspaper advertising. They had always paid strict attention to window displays, personal contact, etc., and had gained a large amount of business in this manner.

It was decided to make an appropriation for newspaper advertising and electrotypes. A regular course of advertising was mapped out, and has been followed up ever since. An increase was noted from the end of the first month after the new system of advertising had been adopted. The firm also began a more aggressive campaign for business among the contractors and factories, and after a few months they began to show substantial increases in all departments. The greatest increase was noted in the household goods department, which was featured strongly in the newspaper advertising, and which brought hundreds of lady customers to the store. This department has grown wonderfully during the past few years, and many articles that were formerly purchased from the jobbers or manufacturers in dozen lots, are now purchased in gross lots.

The firm are making a handsome profit every year and although they are spending a large sum for advertising, they are enabled to sell many lines of household goods at lower prices than they could before they introduced the system of advertising. The firm expended considerable money in advertising, but by so doing they have increased their volume of business to such an extent that their percentage of cost of doing business is lower than it was when they did not advertise. They also have greater buying power, as they can buy many lines in larger quantities than formerly, and they also know that by their system of advertising they can turn the goods over in a very short period of time.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor
H. C. LOWREY - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313
Vancouver - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, April 12, 1913

PARCELS POST IN AUSTRALIA.

In another part of this issue, reference is made to the fact that Parcels Post as operated in Australia has been a severe handicap on the local merchant, in that country. Quotations from an article published in the Queensland Storekeeper bear out the assertion that under parcels post, the mail order houses have waxed fat and prosperous, while the local dealer has grown correspondingly lean and unlucky. The result in our sister commonwealth has been, in fact, quite identical with what has been predicted for Canada should a similar measure be introduced here.

Conditions in Canada and Australia are in many ways identical. Both are countries of immense distances, and with certain thinly populated sections. To suppose that a system, which works well in a thickly populated country like England, would of a surety do for such a country as Canada or the Commonwealth of Australia, is assuming far too much. The result in Australia demonstrated that conditions of a detrimental nature follow. All will agree that anything which tends to centralize trade, to take it from the small dealer and the small town and place it with the large corporation in the large city is inimical to the best interests of the country at large; and that is what is happening in Australia.

It may be that the difficulty has largely arisen through the fact that a flat rate has been fixed by which goods can be shipped immense distances at low rates. It is quite possible that a change to the zone system would effect some relief and an effort is now being made to have the change made.

CANADIAN TRADE AND THE U. S. TARIFF.

That Woodrow Wilson and the Democratic party were sincere in their advocacy of a lower tariff is most convincingly demonstrated in the tariff bill now before the House. It is radical in nature and sweeping in its changes, substituting revenue from income tax for revenue from tar-

iff. Whether or not the programme will go through remains to be seen; but one thing is certain. A day of lower tariff has dawned in the United States. Woodrow Wilson has set his hand to plow the furrow of revision downward, and radical changes are bound to result.

The programme as announced makes many reductions in hardware lines, but it is not at all likely that conditions in Canada will be affected in any way. The American market will be more accessible to foreign competition, and it is possible that Canada's export trade with the States will grow. In no quarter is it expected, however, that this will bring about any alteration in the situation in this country.

COURTESY AS AN ASSET.

Courteous service is an element of merchandising that has accounted in large measure for the success of many a business, while the failure of many more has been due to the lack of it. It is as important that the demeanor of the merchant and his assistants should be cheerful and obliging as that the stock should ever present an attractive appearance. In fact a sour cranky man in an attractive well kept store, if the combination were possible, would find it hard to compete successfully with a merchant of pleasing personality, even if the establishment of the latter were lacking in order and efficiency. The ideal retail establishment has the element of brightness running through store, stock and staff. A combination that cannot fail is the store presenting a cheerful front by reason of interesting well trimmed windows; attractively arranged stock and interior displays of goods and affable salespeople who make it a study to please their customers. It is assumed, of course, that a store with those good points will naturally have that other necessary qualification, a reputation for giving good value.

ARE YOU DOING YOUR PART?

What do you do with the catalogues of jobbers and manufacturers of the various lines handled in hardware stores? Can you put your hand on a particular list when it means a sale? Missing that sale will mean a bigger loss to you than to the house who sent you the catalogue. Every time you sell from a catalogue you help your own business as much as you do that of the distributing house. Make good use of trade catalogues. Evolve some system of filing them so that they will be easily available. The same thing applies to circulars and letters offering special inducements. The advertisements in the trade paper and all other announcements would not be made if they carried no advantage for the retailer. The principle of co-operation is involved and the dealer should do his part. So with the visits of the traveling men. They are bright, capable men or they couldn't hold their positions. They can tell you many things that it will pay you to know, such as methods employed by dealers in other towns. "Talking shop" with the traveling man not only relieves monotony but is one of the best means of picking up valuable information. Think it over.

THE BUSINESS OUTLOOK.

There has been a very marked and gratifying improvement in business conditions generally during the past two weeks. It started with the improvement in the weather. As soon as undoubted signs of spring manifested themselves, the retailers started to place their orders and a pretty general acceleration of activity set in. This improvement has been most marked in the West. There

was no denying the fact that for a short time, things were pretty dull at most Western points, and not a few were beginning to take a rather gloomy view of prospects. All this has vanished now, however, swallowed up in the optimistic outlook which has come with the brisk opening up of spring trade.

Collections are still slow, but there has been an improvement and the hope is held out that the improvement will become still more rapid as the season advances.

It is significant that a most active condition is reported on the metal markets. In some lines, particularly iron and steel products, deliveries are slow, owing to the large proportions of the demand. With activity so marked in metals, it becomes apparent that the industrial outlook is of the brightest.



POINTED EDITORIALS.

Courtesy is an asset; lack of courtesy a distinct liability.

* * *

Advertising more often reduces than adds to the selling cost of goods.

* * *

It is certain that a grouchy or moody salesman will drive away more business even than a poorly kept stock.

* * *

A catalogue is a book of valuable information. Treat it as such. Advertising in trade papers is equally valuable.

* * *

It is now reported that collections are much better in practically all parts of the country. A most reassuring sign.

* * *

With the advent of spring, business has shown a marked stimulation. Spring invariably brings optimism in its wake.

* * *

A few more assaults such as the initial charge of Woodrow Wilson, and his revisionists would soon leave the United States tariff wall a crumbling ruin.

* * *

A report comes from Cleveland that they are killing off the flies by the thousands. Cleveland will be a pleasant place to reside in this summer. A swat in time saves nine.

* * *

There is a gratifying tendency being shown in many centres to stop all price cutting on staple lines. It is sincerely to be hoped that the movement will become general.

* * *

In Australia, the mail order house "waxeth and groweth fat." Parcels post has been a great boon for them. But in the meantime the local dealer has been brought face to face with a dwindling share of business.

Rodents Invade West

THE West is being invaded by an undesirable class of immigrants, a class from which immunity has hitherto been claimed. The rat was once unknown on the prairies. Lately, however, the rodent has followed the advance of civilization, and is now making itself very much in evidence, judging from the following letter which has been received from a Western correspondent:

"The Great West is being invaded by people from almost every country in the civilized world. Its fame has gone abroad to the uttermost parts of the earth and emigrants are pouring into it from all quarters inspired by report of the richness of its vast prairie and its capabilities to produce food for earth millions.

"This is not surprising considering the vast amount that has been written and printed about the country. The question is being asked, however, how did the inhabitants of the underworld hear about it? Were they listening or have they been watching the great trek of humanity Westward, Ho! Be this as it may, this country is now being invaded by a horde of immigrants that are, to say the least, of a very undesirable character. What is worse still, they are not amenable to any immigration laws or regulations, but force their obnoxious presence upon the community in spite of officers of the law or custom officials, neither paying duty nor head tax. Up till recently, it was the boast of the Western people that this country was free from rats, these destructive pests being unknown upon the great prairies. There are now large numbers of them in Winnipeg, and they are rapidly spreading through the country. A short time ago, when an article appeared in one of the McLean papers, dealing with methods for getting rid of rats, a number of Western merchants jestingly remarked: "That is Eastern stuff. We are not interested." Their dreams of fancied security, however, appear likely to be soon dispelled, for the rodents are rapidly spreading through the country and as rapidly increasing in numbers, there being no race suicide among them. It is said that it is an ill wind that blows nobody some good, and this proverb is being verified in the case of the hardware merchants, for they are selling large quantities of rat traps, a new line for them upon the prairies.

"It would be a good thing if some means could be found to prevent the spread West of the unwelcome invaders."

It is interesting to note that there are still some towns in Ontario which have never been invaded by the rat. In Huntsville, it is said that no trace has ever been found of the presence of rats.

How Parcels Post Works in Australia

Queensland Trader Gives Statement of Case—Flat Rate is Allowed, and the Mail Order Houses Reap All the Benefit at the Expense of the Local Dealers—Merchants Move for Relief.

In connection with the parcels post agitation in this country, it is interesting to note that the system has been tried in Australia and the results were just what has been feared might develop in this country. The mail order houses have been getting the greatest measure of benefit, as it has enabled them to sell to people in all parts of the Commonwealth in direct opposition with the local traders.

The great trouble in Australia seems to have been that the flat rate system was instituted. It has thus been possible to ship goods thousands of miles at extremely low rates.

In this connection we quote from the Queensland Storekeeper:

It is significant that to the first issue of the Queensland Storekeeper, several country subscribers contributed matter dealing with the mail-order system as it affected them and their business. It is still more significant that the majority of answers to our recent special campaign appeal dealt more or less strenuously with the evil effects that the mail-order system has wrought upon country traders and their work. In this article there is no intention of attempting to set up a case for the Queensland country trader. Overwhelming evidence has already been adduced to show that certain city houses reap an undue benefit from the operation of the Postal Act, and that that undue benefit is reaped wholly at the expense of the country trader. In addition, at the Convention of Storekeepers held in Brisbane last August, not one voice was raised in favor of the mail-order business, and every trader who spoke, spoke in terms of strongest condemnation of it. Figures were quoted to show that more than half of the mail-order pay-on-delivery business of the Commonwealth comes into Queensland, the official figures roughly proving that thirty-eight seventieths of such trade is shipped to this our Northern State.

At that Conference of storekeepers, one speaker said: "It struck him that it could be of value to know what the State Government had done in its endeavour to mitigate what was looked upon as being an evil in the Federal control of the pay-on-delivery system. In connection with the railways here, he found the value of the parcels carried by the pay-on-delivery system was between £3,000 and £4,000 per annum. The num-

ber of parcels might be given roughly as somewhat about 5,000. However, it was useless to blame the 'mail-order houses' for making use of the system, but a strong case could be made out that the system pressed very unjustly on the country trader, if that case were properly presented to the proper authorities doubtless a measure of redress would be the result. The mail-order business was a growth from countries where there was no competition such as there is in Australia. It came from countries where there were towns surrounded by outlying districts, but those towns did not come into competition with each other. And so the pay-on-delivery system, as far as it affected those places, only made it easy for the people in the outlying districts to trade on the same terms as those in the heart of the city, but it brought none of the cities into competition with each other. In Australia and America the effect of the mail-order business was to bring the city trader into direct and unfair competition with the country trader. It gave the city trader a differentiation of rates which the country trader did not enjoy. It cost just as little for a retail parcel to be carried 1,000 miles as it did for two or three miles. That was considered by very many competent judges to be an advantage in the hands of the big houses in Australia, to be used detrimentally to the interests of the country traders. The State Governments should protect the small traders by giving them advantages sufficient to counteract those held by the mail-order houses, and thereby establish equal opportunity of trading. That might be partly effected by the advocacy of a system of a differentiation of rates on the railways. It was necessary that this association should make strong representations to the Commissioner for Railways in order that they could effect a means of rapid transit of wholesale orders. A man paying £20 or £30 in freightage had to wait two or three weeks for a wholesale consignment on the railways. The retail parcel, for which, perhaps, only a shilling postage was paid, was delivered by return post. That was unfair. That was the point of view from which they should fight this matter. He had read articles in the Australian Press and American magazines, pointing out that the country traders should concentrate their efforts to get

into touch with their customers. It was said that, in that way, the country traders could successfully compete with the town firms. He did not think that could be effected, unless the town and the country traders could start off the same mark.



The following items are taken from the issue of Hardware and Metal of April 15:

"The hardware store of M. Weichal is one of the sights of Elmira. Recent improvements have greatly added to its attractiveness. Between 700 and 800 drawers have taken the place of the open shelves. They completely fill one side of the store and the upper ones are made accessible by a very ingenious sliding ladder."

Editorial Note.—M. Weichal & Son conduct large retail stores to-day at Elmira and Waterloo. The reputation held twenty years ago has been enhanced since by the progressive methods of the firm.

"Mathews and Tremblay, hardware merchants, have dissolved."

Editorial Note.—The name Tremblay is well known to-day in the trade in Montreal. Edgar Tremblay is engaged in the hardware and plumbing business. Tremblay and Fils are conducting a plumbing business.

"The growth of the manufacture of prepared paints in this country has been rapid. Ten years ago it was little heard of."

Editorial Note.—The development of the prepared paint industry has been even more marked ever since until to-day, it has reached the point where the great bulk of the work done in the country is with the manufacturers' ready-mixed paint. And it will continue to develop.

Suggestions for Improvement of Stores

How Dealer, Who is Building New Store, Could Improve on Plans Submitted—
Unfortunately the Plans Do Not Give Sufficient Delay to Permit of Complete
Constructive Criticism.

The accompanying plans were sent to Hardware and Metal some time ago by a Manitoba hardware merchant, who is contemplating the erection of a new store in the near future. He requested that they be published with an invitation to the members of the trade to offer suggestions as to how the plans for the proposed building could be improved upon.

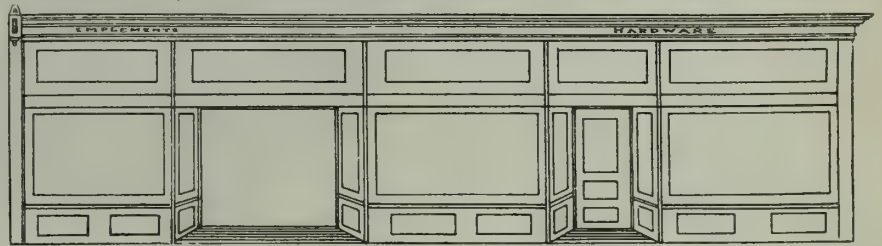
Quite a number of replies have been received from various parts of Canada. One hardware dealer states that he does not think the store windows are high enough for a store front of this description. It appears from the accompanying plan that the store windows are exceptionally low, and that the store front would present a better appearance if the show windows were higher. This could easily be accomplished by making the frames above the show windows a little smaller. Small transoms could also be built in the store windows for use in the winter months to prevent the windows from frosting. These small transoms should be built above the side windows on the entrance to the store, and could be opened or closed from the store interior by the use of a chain or cord.

The specifications call for shelving that will run 4½ ft. above the level of the counter. A suggestion has been offered that the shelving be constructed in such a manner that, by adding nar-

as complete as could be desired for constructive criticism. There is no indication of the use that is to be made of the floor space in the hardware section. It has been suggested that this space be used for displaying rows of washing machines, stoves, refrigerators, cream separators, etc. Another suggestion is

the implement department has also been suggested.

It may be noted in the plan that a section of one of the show windows extends back some distance beyond the line of the other show windows. A suggestion has been offered that a double row of shelving be built on the back of



Plan of proposed store front.

that tables be used for displaying household goods.

According to the plans, the shelving that is to divide the implement and hardware section will be in the form of a long table, on top of which shelves of various widths will be erected. It has been suggested that there be a dividing wall between the two departments, with an archway cut through at the rear, opposite the desk and office. This would allow for two sides of wall shelving in the hardware department, with counters or cases on both sides of the store. It has also been suggested that the offices be combined, and that the general office

this extension, and that the entrance to the window be in the centre. An elevator located in the implement department would also be a great convenience, as goods for both departments could be taken to the basement or flat above without taking them through the hardware department.



TYPOGRAPHICAL ERROR IN FRONT COVER ADVERTISEMENT.

In the advertisement of B. & S. H. Thompson & Co., which appeared on the front cover of Hardware and Metal, issue of April 5, one line read as follows: "Loom Works to Your Warehouse Without Transhipment."

This was obviously a typographical error, which unfortunately escaped the proof-reader's notice. As readers of Hardware and Metal will no doubt have surmised, the line should have read: "From Works to Your Warehouse Without Transhipment."

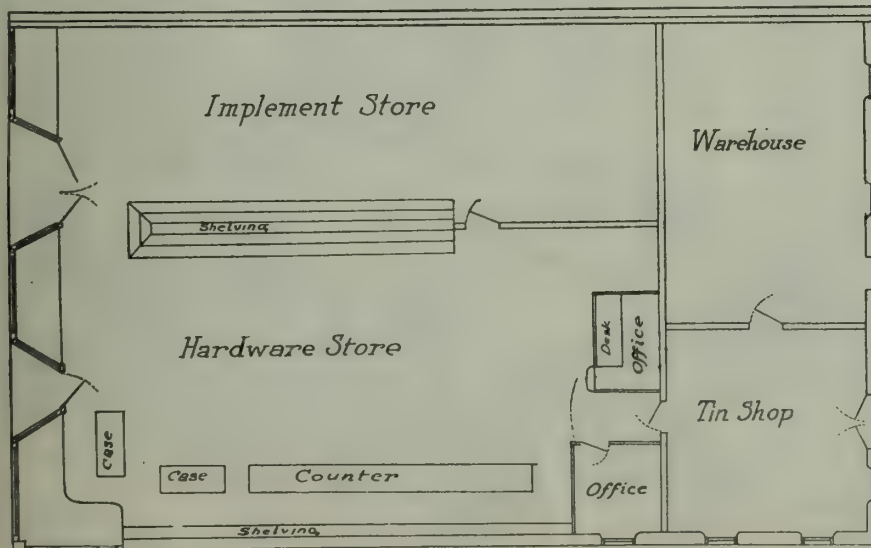


COMPANIES INCORPORATED.

The Beaver Brass Manufacturing Co., head office, Toronto, Ont., have been incorporated.

D. G. C. Valve Co., of Canada, have been incorporated for the purpose of manufacturing and dealing in valves, lubricators, injectors, couplings, etc., with head office in Montreal, Que.

The Steel Equipment Co., Pembroke, Ont., have been incorporated to manufacture equipment made of steel and wood.



Proposed plan of store interior.

row extensions to the bottom shelves, they can be used as steps.

The plans of the ground floor are not

be located in the location marked on the plan desk and office.

An entrance to the warehouse from

The Household Goods Department

Getting the Trade of Amateur Gardener

Time is Now at Hand When the Spring Cultivation of Backyards Begins—Lawn Tools Will Also be Very Much in Demand From the Present on—Methods of Attracting Trade in These Lines.

GET THIS TRADE.

The amateur gardener is quite as much of an enthusiast as the angler—and it is proverbial that the disciple of Izaak Walton will spend his last cent for expensive tackle and fishing supplies. Properly handled, trade with the amateur gardener can be made very profitable for the hardwareman. Why not make a special effort to get this class of trade this spring?

The voice of the amateur gardener has already been heard in the land. The first sign of spring usually causes a large number of householders to think about their garden. It is true that many of the gardens are on a small scale, but their owners are usually very proud of them and purchase tools that will assist them in keeping the place in first class condition. They will always tell you that vegetables from their own garden taste better than those they purchase elsewhere.

Many people make a business of gardening; and there are others who do the work more for the pleasure they find in it than for financial gain. In any event they are always open to purchase garden tools of some description. There are also many people who do not keep gardens but who take a great interest in flowers, and are always looking for something new in garden trowels, weeders, forks, etc. In selling garden trowels the dealer should remember that the customers are not all after the 10c and 15c variety, but will often buy better grades if they are put on display and brought to their attention.

Other people take great pride in their lawns are good purchasers of lawn rakes, turf edgers, weeders, etc. There is another class of customers who take an interest in fruit raising and purchase tree pruners, pruning shears, extension ladders, pruning saws, hedge shears, etc. Many of the customers who are interested in garden tools, etc., are also

purchasers of poultry netting and fencing.

It may be a little early for gardening in some sections of the country, but the wise merchant will have his display of garden tools ready long before they are needed. Good display racks are easily built and a display of garden tools when properly arranged presents a very attractive appearance. Window displays are effective in selling garden and lawn tools. Newspaper advertising if properly applied will perhaps draw more

customers for this department than any other form of advertising.

Firms who are exceedingly large dealers in garden tools will in the majority of cases tell you that they attribute a large part of their success to effective newspaper advertising.

There are many people who are a little backward about starting gardens in the spring, but who become enthused with the idea if they see an attractive newspaper advertisement. But the advertisement must be more than attractive. It must tell of the work that can be accomplished with the aid of tools and also quote the reasonable prices at which they may be obtained. It is a wise plan to use electrotypes in the ads. whenever possible as they create a deep-

(Continued on page 48.)



When woman reigns supreme. Her rights are never questioned at house-cleaning time.—From Vancouver Province.

New Hardware Goods

MARLIN DECOY ANCHOR.

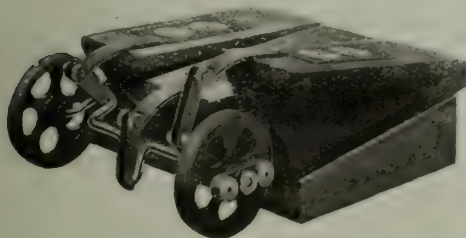
The Marlin Firearms Co., New Haven, Conn., have just brought out the Marlin decoy anchor, as illustrated designed to eliminate the discomfort and the



waste of good duck-shooting time in setting out and collecting decoys. This article is 5 inches long, made of lead; cannot rust; prevents tangling of the lines; adjusts itself to any depth of water, unwinding just the required length of line; it is said to save time, cold fingers, and to be one of the finest articles devised for the convenience and comfort of duck shooters.

TORRINGTON VACUUM CLEANER.

National Sweeper Co., Torrington, Conn., are offering the trade their new Torrington vacuum cleaner. The new cleaner is a hand-power three-bellows machine. The accompanying illustrations show the new machines, the small-



er cut showing the inside mechanism. An interesting feature of this machine is the mounting of the bellows on a slant, which arrangement not only results in an unusually low, graceful machine with large bellows, but with the suction pulling direct instead of de-

flected by the sides of the dust chamber, better results are claimed than from the ordinary type of construction.

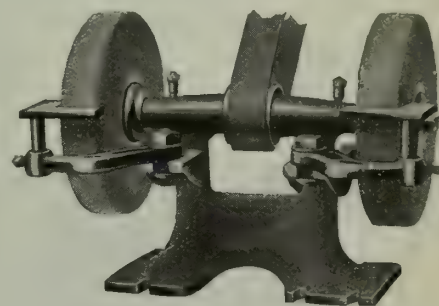


The all-steel driving mechanism is clean cut and simple. The axles are mounted on the roller bearings borrowed direct from their carpet sweeper line. Other features are the "finger touch" lever lock on the nozzle, and the wire frame in the dust bag, making it as they call it a "bag box." The following claims are put forth for the new cleaner: With three bellows, 250 cubic inches displacement for each yard, the cleaner

weight, 7 lbs.; mounted on roller bearing axle fittings; wheels concealed in case; unique bag box is especially practical. Box is solid, figured quartered sycamore mahogany finish.

NEW POWER GRINDER.

Luther Grinder Manufacturing Co., Milwaukee, Wis., are offering the trade a new power grinder. The No. 308 is equipped with a medium Dime grit tool steel wheel, 7 inches x 1 1/4 inches in size. The No. 309 is practically the same as No. 308, but has a full grit wheel in addition to the medium one. The wheels



are held in by flanges. In case of the 309 with the two wheels, the driving



is rolled either forward or backwards as a carpet sweeper. Box is 5 3/8 inches high, 13 inches long, 10 1/2 inches wide (nozzle opening 10 inches wide)—total

pulley is situated at the centre of the machine. With the 308 the driving pulley is at one side and the sharpening wheel at the other. The belt can come

from above, from the side, or from directly beneath. All bearings are extremely long, wide and heavy. The sharpening tool is of Dimeo grit, which is manufactured by the electric furnace process. The grinders can be furnished with Carborundum wheels if desired. These grinders have been specially designed for use with gasoline engines.

ELECTRIC WASHING MACHINE.

Voss Bros. Manufacturing Co., of Davenport, Ia., are offering the trade two new power washing machines. The accompanying illustration shows the Voss Electric Washer. These washers are complete washing and wringing machines, and are claimed to be great labor savers. Many conveniences and exclusive features are claimed for these machines. The patented one-piece metal wringer box and the duplex wringer control are both claimed to be exclusive



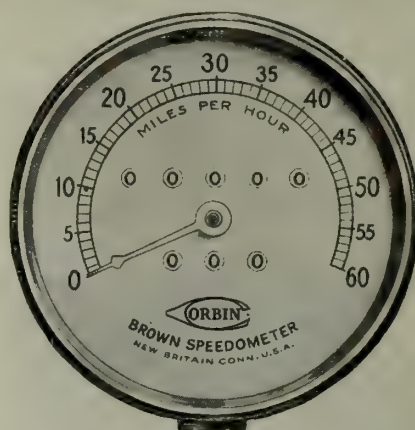
features. The wringer is shaft driven, with all gearing totally enclosed, and can be operated in either direction by hand control at top and side of tub or by foot treadle attachment at bottom and side of machine. When wringer is operated by pressure on foot treadle the operator has both hands free to handle the clothing, both features of convenience and safety.

CORBIN BROWN SPEEDOMETER— DUPLIX BRAKE FOR BICYCLES.

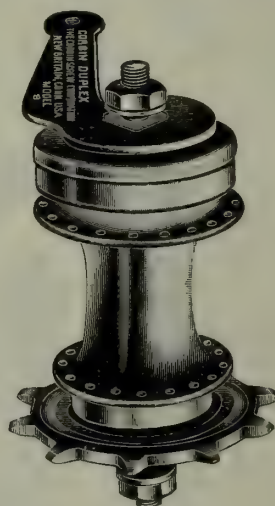
The Corbin Screw Corporation (Division American Hardware Corporation) have recently placed on the market two new lines which are claimed to have several special features.

The Corbin Brown speedometer for motor-cycle is simple in construction, and is declared to be one of permanent

accuracy and very sensitive to speed variations. Every speedometer sent out is carefully tested and proven to be accurate under all climatic conditions. It



is constructed on the centrifugal principle of physics, and it is claimed that it is not subject to marked fluctuations and inaccuracies due to climatic changes. The Corbin duplex brake for bicycles is a 1913 coaster brake, which, it is claimed, has been refined and perfected until it has brought bicycle riding down to a point of luxuriousness. Simple back pressure on the pedals applies the brake, mildly retarding if the pressure be light and checking the wheel instantly if force be used. The Corbin Screw Cor-



poration make these brakes for both bicycles and motor-cycles, and issue a special catalogue for the same.

NEW LINE OF RANGES.

The D. Moore Co., stove and range manufacturers, Hamilton, Ont., are getting out a new line of Cast Iron Ranges called the "Othello Treasure" which is a high grade range and is claimed to be a "Wonder Worker." It is fully guaranteed by the makers and is claimed to be a perfect cooking device, and will keep a fire for days without replenishing the fuel supply. The fire box is large and has Patent Draw Out Grates, extra

large oven, large ash pan, and large copper reservoir. All Othello Treasures are finished with burnished polished tops. The top of the range is made in three sections and is interchangeable. All the nickel parts are loose so they can be taken off for cleaning.

GETTING THE TRADE OF AMATEUR GARDENER.

(Continued from page 46.)

er mental impression on the readers of the advertisement.

There is a growing demand for high-class tools and there is a much larger sale now than there was a few years ago for high-class rakes, hoes, etc. Dealers and the public alike are beginning to realize the economy of purchasing the better grade of goods.

Lines to be Featured.

Among the lines that should be featured at the present time are wheelbarrows, garden trowels, weeders, planters, hoes, spades, rakes, spading forks, shovels, garden lines, reels, pruning shears, hedge shears, turf edgers, long pruners, lawn rakes, canvas and leather gloves, extension ladders, poultry netting, fence wire, etc. Those who purchase garden tools early in the season are usually purchasers later on of sprayers, spraying material, etc.

Use of Mailing List.

A plan that is followed out by some dealers is to have a mailing list. Circulars and printed matter are mailed at certain seasons of the year to those on the list, drawing attention to goods that are needed for gardening during that particular season. Purchasers of garden tools are also purchasers of many other lines during the spring, such as screen doors, windows, etc., and these lines can be drawn to their attention when they are making purchases of garden tools.

Presentation at Howlands.

A pleasing event took place last week at the warehouse of H. S. Howland, Sons & Co., when a presentation was made to Thos. Wright who has been associated with the firm for the past 18 years and is severing his connection to enter the real estate business. Chas. Screaton on behalf of the traveling staff presented Mr. Wright with a silver tray and Mr. Foster on behalf of the warehouse staff presented a traveling bag. Mr. Wright made a fitting reply in which he thanked the staffs and also referred to the pleasant relations that had always existed during his long term of service.

Current News of Hardware Trade

Brass Factory Enlarged.

Wallaceburg, Ont.—The Wallaceburg Brass & Iron Works will shortly be enlarged, and a number of additional hands employed.

To Guarantee Bonds.

Walkerton, Ont.—The by-law to guarantee the bonds of the Canada Saddlery Hardware & Steel Goods, Limited, to the amount of \$8,000 was carried here, by a vote of 284 to 86.

To Enlarge Factory.

Tilbury, Ont.—The Tilbury handle factory will shortly be enlarged, the additions including a 30 x 40 warehouse and a 40 x 40 extension to the main factory. Considerable new machinery will be installed.

Motorcycle Club Formed.

Chatham, Ont.—Steps are being taken here toward the organization of a motorcycle club. E. C. Brisco, dealer in cycles and sporting goods, is a prime mover in the new organization.

New Industry for Carman.

Carman, Man.—A. C. Hilder, manager of the Canada Tile and Fire-proofing Co., was a recent business visitor in connection with the final arrangements for the completion of the contract between the town and his company.

Industry For Chatham.

Chatham, Ont.—Charles and George Symes, of Chicago, have secured the Riddell property on King St., and intend shortly to commence the manufacture of one-ton gasoline trucks and 1000-pound electric trucks. The new concern will be known as the Chatham Gasoline & Electric Vehicle Company.

Early Closing in Vernon.

Vernon, B.C.—At a recent meeting of the Vernon Retail Merchants Association, the members agreed to close their place of business on Wednesday afternoons, during the months of May, June, July, August, and September. The half-holiday will be cancelled during the weeks in which legal holidays are observed.

Personal Notes.

Mr. Stewart, of the Hamilton Cotton Co., was in Montreal during the week on business.

Napinka, Sask.—Bert Holden, of Medora has accepted a position in the Napinka Hardware Co.'s store.

D. Oliver for some time on the staff of John Duffy & Co., hardware merchants, Broadview, Sask., has accepted a position in Brandon.

Gordon Seybold spent a few days last

week in Montreal on business. Mr. Seybold left here for Toronto where he expected to spend a couple of days before returning to Sudbury.

J. H. Hanson, of the J. H. Hanson Tilley Co., representing the Greening Wire Works and the Buck Stove Co., is on a trip to the factories of the companies which his firm represents.

Morden, Man.—E. Beal is severing his connection with the firm of B. Tobias & Co., and will leave shortly for Virden, where he has accepted a position with a lumber and hardware company.

The following hardware merchants were in Montreal recently on buying trips:—A. D. Gregoire, St. Luc, P.Q.; A. St. Amant, East Cameron, Pte. Aux Chesne, P.Q.; L. P. Beauline, Hawkesbury, Ont.; A'm'e Lemieux, Henryville, P.Q.; Carrivean Frere, St. Sebastian, P.Q.; C. A. Phaneuf, St. Cesaire, P.Q.; J. V. Valois, Vaudreuil Station, P.Q.; J. B. Damoin, St. Philomene, P.Q.; Arthur Laberge, Chateauguay, P.Q.; P. C. Lemoine, Sorel, P.Q.

Business Changes.

Three Rivers, Que.—Henri Nobert, senior partner of the firm Nobert and Lymkirner, hardware merchants, has taken over the entire business, which he will continue under the name of Henri Nobert.

Pipestone, Man.—Robertson and McIntyre have taken over the hardware business of J. G. Rattray.

Kelwood, Man.—The assets of Mabley Bros., hardware store, have been purchased by John Crawford.

Smith Hardware Co., Montreal, Que., have taken over the Canadian agency for the Chapin-Stephens Co., Pine Meadow, Conn., manufacturers of rules, planes, levels, gauges, etc.

Shoal Lake, Man.—Eakins and Griffin have sold their hardware and implement store to D. S. Manson, of Strathclair.

Winnipeg, Man.—Pease Waldon & Co., furnace manufacturers, are applying for authority to change the firm name Pease Western Foundry Co.

Calgary, Alta.—It is reported that Sandstone, Brick, and Sewer Pipe Co., are selling out.

Swift Current, Sask.—McNichol & Wilson, tinsmiths, have been succeeded by A. H. McNichol.

Manville, Alta.—H. Ivan Smith has purchased the hardware business of J. R. Barnes.

Beeton, Ont.—McCague and McCague

hardware dealers have dissolved.

Coaticook, Que.—B. J. Smith & Son, hardware, etc., have dissolved. S. C. Smith continuing under same style.

Levis, Que.—Paquet and Jean, hardware merchants, have dissolved partnership. J. A. Jean will continue.

Quebec, Que.—Jobin and Caron, painters, have dissolved partnership.

Lucan, Ont.—Mr. McLean, formerly of the McFalls & McLean livery, has sold out to Oscar McFalls, and has secured a half interest in the hardware business of O. L. McComb. He has also purchased the Presbyterian manse property.

Camrose, Alta.—Barnstable and Belcher, hardware merchants, have dissolved partnership, the business will be continued by H. Barnstable.

Vermilion, Alta.—Seed and Yunglut, hardware merchants, have purchased a lot on Main St., and will erect a handsome two-storey brick building immediately.

New Firms.

The Brandon Wire and Stamp Co. has commenced business in the McKewnie Warehouse, 6th St. and Pacific St., Brandon. The firm expect to start manufacturing immediately many lines of wire goods. Lightning rods will be one of the principal lines of the new firm.

Forest, Ont.—Albert Bell, formerly of the Arcade Hardware store and Joe McCormick, of Kingseourt have gone to Edmonton where they intend to go into the hardware business together.

Regina, Sask.—W. R. Talbot has commenced a painter's supply business.

Reston, Man.—Lindloom and Son have opened a hardware store.

Calgary, Alta.—Siegal, McFarlane, Ltd., have commenced a motor supplies business.

Kingston, Ont.—Treadgold Cycle and Sporting Goods Co., have purchased the bicycle and sporting goods business of Angrove Bros.

Fire Losses.

Toronto, Ont.—F. C. Davis has suffered loss by fire to his paint shop.

Elliot Bros., tinsmiths and plumbers, Kingston, Ont., suffered a fire loss last week.

Winnipeg, Man.—An explosion of gunpowder at the rear of Ashdown's hardware store, corner King St. and Bannatyne Ave., caused considerable excitement, but fortunately very little damage was done.

Progressive Hardware Retailing

**Annual Spring Opening of Ingram & Davey More Successful Than Ever Before
—Five Thousand People Visited Store—Bidding Contest for Stove Resulted
in Placing of Thirty Bids—Western Firm Adopt Cash Basis.**

ANNUAL SPRING OPENING.

The annual spring opening display held by Ingram & Davey at their hardware store, Talbot Street, St. Thomas, on Saturday, April 1, was the biggest success of a series of successes that have attended these annual events. It is estimated that at least 5,000 people visited the Ingram & Davey store during the day. Every person visiting the store was presented with a sample or souvenir. Even the children were remembered in the rush and bustle of a big day's business, and hundreds of drawing books, paint books, horns, etc., were distributed for their special pleasure.

The two spacious floors were used for displaying and demonstrating the many lines carried by the company. Representatives were present from the factories of many manufacturers whose goods were represented in the display. On entering the store the visitor was confronted with a very fine display of varnishes, stains, etc. Mingled with the display was a large number of beautiful blooms, and their delicious fragrance inspired visitors with thoughts of spring and the return of the good old summertime. Three thousand carnations were distributed from this display.

Ranged alongside the varnish company's display was a well set up display of paints in charge of a representative from the factory. Another display, consisting of wall board, roofing and building paper, caught the eye of builders and contractors. Samples were distributed by a factory representative.

A demonstration of coal oil and gasoline cooking and heating stoves created much interest. An exhibition that created more than usual interest was the cooking demonstration given by the representative of an aluminum ware company, who made and cooked dainty cakes, etc. Needless to say, he was surrounded from early morn to the closing of the store by a large number of interested visitors.

Serving machines, another source of much interest to the ladies, were demonstrated by special representatives.

The cooking of a joint of meat in a fireless cooker aroused much interest, and many questions were asked by the visitors. All the questions were ably answered by a representative from the

factory, who explained the labor-saving advantages of the cooker.

Farmers were much interested in the two wire fence exhibits on the Southwick Street side of the store, which were in charge of factory representatives. A splendid showing of stoves, ranges, furnaces, etc., was also made, and was in charge of a factory representative, who pointed out special features, and distributed a large number of souvenir books.

In addition to the special displays, visitors to the store were much interested in the showing of artistic electrical and gas fixtures in the fixture display room, and also in the fine display of electrical appliances, including vacuum cleaners, electric irons, percolators, toasters, ovens, heaters, etc.

The representatives of the firms who had displays were loud in their expressions of approval of this method of advertising. Thousands of prospective purchasers viewed the goods in which they were interested, and had their merits explained by the representatives from the factories.

Representatives in Attendance.

Among the representatives of manufacturers present were: W. H. Davy, of the International Varnish Co. (who distributed the carnations); H. E. Worsell, Pinchin-Johnston Co.; F. T. Bush, of F. W. Bird & Sons; E. G. Lea, Northern Aluminum Co.; A. M. Marshall, National Sewing Machine Co.; I. W. Lang, Caloric Fireless Cook Stove; A. W. Lepatoumel, Pittsburg Perfect Fence Co.; L. Krieger, Steel Co. of Canada; C. E. Christler, Detroit Stove Works.

INTRODUCING THE CASH SYSTEM.

The cash system is being rapidly introduced in many town and cities in the Canadian West. One of the latest firms to introduce this system is J. Brandon & Son, hardware merchants, Lashburn, Sask. The following notice which appeared in a Lashburn paper explains the views that this firm hold regarding the cash system.

TO ALL AND SUNDRY, NOTICE!

It is with the greatest regret that we find ourselves compelled to an-

nounce to our many customers that on and after March 10th we will give 5 per cent. discount on all goods (excepting oils, nails and wire), but goods, absolutely, will not leave the store until settled for in cash. One, and only one, exception will be made, and that is the Lashburn Hospital.

Answering your question as to why we are making this sudden change, we would say it is this: Cash receipts have not been big enough to settle our wholesale accounts, and it was either go out of business or sell for cash.

To our customers who have paid cash or made prompt settlement of accounts we wish to tender our thanks, and also assure them that hereafter they will not have to settle the account of the man who does not pay at all.

With but one exception Lashburn was the only town between Dauphin and Lloydminster in which hardware could be bought for credit on Feb. 1st, 1913, and if we find this cash system as satisfactory as some of those merchants we have talked to, we believe we may be able to give still further discounts in the future.—J. Brandon & Son. Hardware Only.

STOVE BIDDING CONTEST.

The Geo. Taylor Hardware Co., New Liskeard, Ont., have recently conducted a stove-bidding contest. The value of the stove was \$58.00. About 30 bids were received, the highest bid being \$45.00. Quite a number of the bids were almost as high as the winner. In addition to the publicity gained by the contest, the Taylor Company have thirty prospects, who must be interested in the purchase of a stove, or they would not have made a bid. These will, no doubt, be followed up in a systematic manner.

Note.—This is a plan that could, no doubt, be followed by many hardware merchants in many lines. There are many lines of household goods carried in the hardware store on which a similar contest could be conducted. Articles such as refrigerators, coal oil stoves, washing machines, vacuum cleaners, electrical appliances, gas ranges, etc., could be featured in bidding contests.

How Morton & Co. Ran Special Sale

Featured Housecleaning Lines And "Cleaned Up" a Nice Profit—Cautious Tactics of Junior Partner Overruled in Favor of An Aggressive Advertising Campaign.

"Not one line less than a half page ad., and I want it in Saturday's evening paper," and John Morton spoke in a manner that meant business. He was speaking to his partner, Geo. Watson, a young man of thirty whom he had recently taken into his business. Mr. Morton was sixty-five years old, but looked and acted the part of a man twenty years younger. He was active, alert and up-to-date. He had carried on his hardware business for forty years in the same stand, and had made considerable money. He decided to spend the winter in the South, and left the business to Watson, the young partner. The latter was a little over-cautious, and had cut down on his advertising space. When Mr. Morton returned he found the spring advanced and the housecleaning season at its height. But the large stock of house needs purchased last fall was not moving to suit his pushing business disposition. So he called Watson into his office and said: "See here, Watson, we've got to get these goods moving. Call up the paper and tell them we want a half page ad. for Saturday evening's issue."

Watson remonstrated that it was a waste of space and money. He argued that everyone knew the store of Morton & Co., and if they wanted these lines they would come and get them. This rather nettled the senior member, and he replied: "Watson, if you don't sow you can't reap."

"But, Mr. Morton," broke in Watson, "why not take smaller space? The paper can't set up a half-page ad. for Saturday; you know the printers quit at one o'clock on that day."

And it was here Mr. Morton said: "Not one line less than half a page, and I want it in the Saturday evening's paper. Now here's the campaign: Arrange a special sale of housecleaning needs to start at eight o'clock Monday morning. The printers can quit at one o'clock on Saturday. This is Wednesday morning now. Get your copy and lay-out into the printers' hands this afternoon. Get the proof to-morrow (Thursday). Read it and return it Friday morning. They can correct it, lock it up, ready to go on the press Saturday morning, and every Tom, Dick and Harry of a printer on the job can quit at 12 o'clock Saturday if he wants to, and the ad. will be out all right in Saturday evening's paper. Now for a leader we will sell those 5 ft. step ladders for 18c each."

"Ridiculous," exclaimed Watson. "Why, we are selling them at 50c now."

"No, Watson, you're wrong; we're just OFFERING them at 50c. We don't sell one a day at that price."

"But look at the awful reduction, Mr. Morton."

"Never mind that, Watson, I bought the whole 300 last fall at \$2.16 a dozen; and we'll make them a drawing card by cleaning them out at the same price. Now add to them this list of housecleaning needs every woman should have: Plain and self-wringing mops, floor and scrub brushes, wall brushes, radiator and stair brushes, brooms, galvanized iron pails, wash tubs and boilers, wash boards, wringers, ironing boards, Mrs. Pott's irons, clothes pegs, clothes lines, oilcloth and linoleum, floor paints, enamels, stains and varnishes, kalsomines and other wall finishes, bathroom fixtures, window shades, etc., etc. As a head liner those step ladders at 18c each will make the people of this town sit up and take notice two or three times. Now, hunt up those cuts and use a cut for every article, with just the name of the article and the price underneath it."

"Surely, Mr. Morton," gasped Watson, "you don't intend to quote prices in the ad., do you? Why, it will give our prices away to our competitors."

"Yes, Watson, everything has got to be priced. Never mind our competitors. They are running their own business and we are running ours. Now here's a heading for the ad. Run it all the way across the top of the paper, 7 columns, in 48 point black-faced type:

LET US HELP YOU DO YOUR HOUSECLEANING THIS YEAR.

And the following you can set up in 24 point:

On Monday morning we will start the biggest sale of housecleaning needs we have ever inaugurated. There's a thousand women in this town who need help with their spring cleaning. We have the helpers and at prices that will save you money at every turn. Here's a 5 ft. step ladder, an absolute necessity for housecleaning. Made of good hard wood, with strong spreader and pail rack. Monday morning sale price, 18c.

Now use the cuts for the other lines, with the name and price under each article. Also advertise that all goods bought before four o'clock on Monday will be delivered that day. You'd better

call up the livery and engage an extra man and wagon to help out with the delivery for Monday afternoon. Also engage a couple of extra hands for the store. Don't look surprised, Watson; we'll do the business. Get a cotton sign to go across the front of the store with this wording:

BIG SALE OF HOUSECLEANING NEEDS STARTS MONDAY MORNING AT 8 O'CLOCK. READ SATURDAY EVENING'S PAPER.

Get two cotton signs to put on our wagon to read as follows:

LET US HELP YOU CLEAN HOUSE. BIG SALE OF HOUSECLEANING NEEDS STARTS MONDAY.

On Monday morning when Watson came down at 7.15 to open the store he got the surprise of his life when he found a dozen women waiting for 8 o'clock. And when the hour actually came and Watson went to unlock the door from the inside he was nearly carried off his feet by the rush of housewives for ladders at 18c each. The sale was a huge success, and Watson was converted. He says the half-page ad. cost some money, but—



MILLINERY WINDOW DISPLAY.

Red Deer, Alta.—During the recent millinery openings the Day Hardware Co. decided that they would also hold one, and the designs and shapes displayed in their window attracted much attention. A carpenter's tool bag fashioned in fascinating lines, with a couple of dusters jauntily set in the back, and a screwdriver stuck through the centre, made a hat which for size and style has never been equalled in Red Deer.

Pot a la Granite was another prominent style. This was a drooping design, and was trimmed with a light shade of quarter-inch rope, gathered into tassels at the side. Clothes pins neatly set in the rim and a trimming of lamp wick made an original and pleasing hat of an ordinary pie tin. Many other styles were also shown. The window attracted much attention.



Estimating Fire Loss.

The insurance appraisers are still at work estimating the loss by fire and water to the stock of The Jas. Walker Hardware Co., Ltd., Montreal. The fire which caused this damage which is estimated at \$30,000.000 started in the Semi-Ready Clothing Store which is next door to the Walker hardware. The clothing store building is a complete wreck.

THE ALUMINUM SITUATION.

Commenting on the proposed reduction in the duty on aluminum, the American Metal Market says:

At present consumption has overtaken production, and we have been dependent on Europe for over one-third of our supplies.

With Europe an "open market" it would seem possible to bring aluminum here in competition with the home market and at lower prices, and a decrease in the duty might then help to bring prices down, but with a more or less controlled market abroad, if not actually a trust, the price in Europe is pretty well certain to advance in just about the same proportion as the duty here is decreased.

The following figures appear to bear out this contention.

Production in all Europe in 1911 was estimated at 27,225 tons, the production for 1913 we estimate at, say, 30,000 tons.

Consumption in America for 1912 is estimated, according to "Metal Statistics," at 60,000,000 pounds, or, say, 30,000 tons and we had to import over one-third of this in 1912, and with our rapidly increasing consumption it is more than probable that we shall have to import fully 15,000 tons during 1913.

If we have to take 15,000 tons from Europe, or about half her production, it is absolutely certain that the price there will advance, and even with the duty at 4 cents instead of 7 cents as now the reduction might be more than made up by the advance in Europe that is bound to take place on the increased demand from here.

On this showing it seems probable that whatever benefit would come from any reduction in duty will be secured by the European makers, while consumers here will be in about the same state as they are to-day.

Relief Through Increased Production.

The best relief for this market will be through increased production and active, open competition, and this is in a fair way of being realized.

A \$10,000,000 company has lately been formed to manufacture aluminum in America, and the domestic production, therefore, is likely to be doubled in the near future.

This means that consumers will have two domestic producers instead of one (and more important still we shall not be entirely dependent on Europe, and the price there will more than likely decline).

The consumption in Europe is in-

creasing rapidly; from advance figures now at hand it is noted that the consumption in France in 1912 was double that of 1911.



ONTARIO R. G. A. CONVENTION.

The convention of the Grocers' Association will be held next Wednesday and Thursday, April 16 and 17, in the King Edward Hotel, Toronto. "Come one, come all," is the call of the secretary.

President D. W. Clark and Secretary Miller expect a large representation from all over the Province. Reports from the East say that Ottawa, Peterboro' and several other centres will be well represented. Hamilton, London and Brantford will send a large number and other places have been heard from, where there are no local associations, but from which representatives of the trade will be present.

A reception committee composed of members of the Toronto trade will be at the King Edward Hotel on Tuesday night, prior to the opening day to look after the registration of visitors who arrive in Toronto that day. The register will be placed in the Blue Room of the hotel and the committee will be there to give all information required.

Personal Chat About Ourselves

HARDWARE AND METAL'S MARKET REPORTS INVALUABLE.

The reason that Hardware and Metal was first published, over 24 years ago was, that the retail hardware trade throughout Canada felt a real need for weekly information regarding the trend of the markets.

It was in answer to this need that the MacLean Publishing Co. first issued Hardware and Metal as a weekly nearly a quarter of a century ago, and from that time until this, the weekly market quotations in Hardware and Metal have been really indispensable to the trade, and they have been the backbone of Hardware and Metal's success.

One of our subscription canvassers was recently soliciting a subscription from a hardware dealer who was taking stock. The dealer was very busy, and the solicitor noticed that two or three times inside of five minutes, he was compelled to go to the telephone and call up a wholesale house and get prices on some of the lines which he required to list in his inventory.

The solicitor found this his opportunity. He stepped forward with Hardware and Metal in his hand and asked him why he would not use Hardware and Metal to save him time in making out his inventory.

The dealer scoffed at the suggestion, saying that he did not think Hardware and Metal's prices were any good.

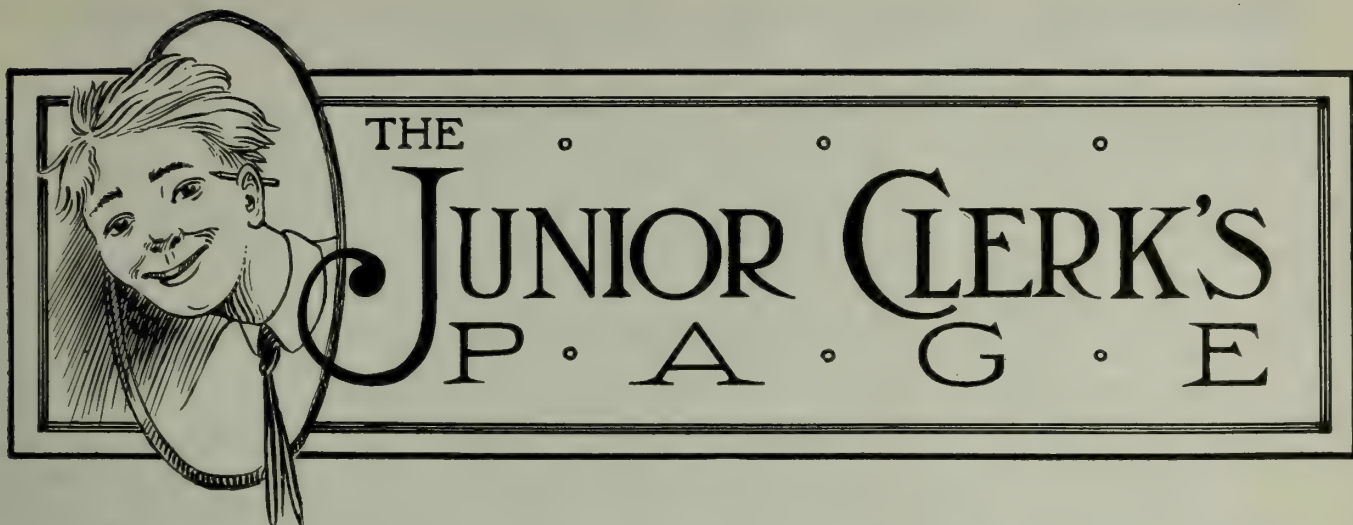
However, at the suggestion of the solicitor, the dealer took two or three lines on which he wanted prices, consulted Hardware and Metal's current market quotations, and then called up a wholesale house to find out what their prices were.

In each case Hardware and Metal's prices were found to be accurate, and the dealer, of course, paid for his subscription on the spot.

The current market quotations in Hardware and Metal are under the direct supervision of our Associate Editor, Geo. D. Davis, who has had fifteen years' experience in the retail hardware trade, and who, for many years, was buyer for the Purdom Hardware Co., London, Ont., and was therefore in close touch at all times with prices on hardware articles.

Hardware and Metal's current market quotations make the paper indispensable to every live hardwareman in Canada. This being the case, every hardware retailer who has his best interests at heart, will read Hardware and Metal carefully every week.

The fact that Hardware and Metal is considered indispensable by practically all hardwaremen in Canada, and that it is read carefully by them, and that they repose the utmost confidence in the paper, is the chief reason that manufacturers and jobbers of hardware, find Hardware and Metal the best means of advertising the trade throughout Canada.



THE WEIGHT OF LINSEED OIL.

A few days ago a local hardware firm received an order from one of their customers, who was a painter, for a barrel of raw linseed oil. This was nothing unusual for the firm, but it was the first time the new junior clerk had been called upon to put up an order of this kind. He was sent to the warehouse to select a barrel and have it ready for the delivery man. He was also told to ascertain the quantity contained in the barrel. After selecting a barrel he looked at the end where he expected to see the quantity noted, and he observed the following figures 454-76. The new junior clerk was at a loss to know how these figures represented the quantity contained therein. After explaining his discovery to the head clerk, he was told that 454 represented the total or gross weight and that 76 represented the tare, or weight of the empty barrel. By subtracting the latter from the former we have a balance of 378, which represents the weight of the oil.

Linseed oil is sold wholesale, per gallon of 9 lbs. If we divide 378 by 9 we find that the barrel contained 42 gallons. Nine pounds is the standard weight per gallon for linseed oil. During the cold or winter weather the weight sometimes runs a fraction over this average, and during the summer or hot weather it is sometimes a fraction less.

The new junior clerk was very much interested and began to ask questions regarding the manufacture of linseed oil. He was told that if he looked up the Special Spring Number of Hardware and Metal he would find a complete description of the process employed in manufacturing linseed oil. This clerk read the very interesting description, but as he was of a very inquisitive disposition and wished to be well-informed, he wanted

to know how much of that flax seed it took to make a gallon of linseed oil.

Flax seed weighs 56 lbs. to the bushel. From the average good quality seed, the crushers can produce 2 imperial gallons of oil and 38 lbs. of oil cake from each bushel of seed. This is a fair average, but the quantity might vary a fraction according to the quality of the seed. Thus it can be seen that on an average, the crusher can take $\frac{1}{2}$ bushel or 28 lbs. of flax seed, from which he will produce 9 lbs or 1 imperial gallon of oil and 19 lbs. of oil cake. The clerk then wanted to know the difference between boiled linseed oil and raw linseed oil, I will try and answer this question in our next issue.—Junior Clerk.

THE ART OF SUGGESTION.

"Is that all?" asked the clerk. "Yes, that's all," answered the customer.

"Now, what else?" asked the other clerk. "Well, as long as I'm here I might look at your gas stoves," the customer said.

See the difference?

DON'T LOITER.

In the hundred yard dash of life the man who gets off at the crack of the gun stands the best chance of winning. Don't loiter. Every day in your business is a hundred yard dash.

INFORMING THE CUSTOMER.

The following conversation was heard in a hardware store a short time ago.

Customer.—What is the price of this filter?

Clerk.—Two-bits.

Customer.—How much is that.

Clerk.—A shilling.

REMARKS OF THE JUNIOR CLERK.

All things come to the man who meets them half way.

* * *

Money may not go as far as it used to, but it goes faster.

* * *

How often have you wasted a dollars worth of time trying to save a penny.

* * *

When opportunity rings the door bell you should be there to immediately turn the knob.

* * *

"Whatever goes up must come down," evidently does not apply to the high cost of living.

* * *

The optimist gets some satisfaction from the fact that the people he doesn't like aren't twins.

* * *

Some people are so lucky that they can jump from the frying pan into the fire and find the fire out.

* * *

The darkest hour in any man's life is when he sits down to plan how to get money without earning it.

* * *

There's always some man around to second any kind of a motion—except a motion that looks like work.

* * *

It may be difficult for you to believe that the world will go on just the same after your demise—but it will.

* * *

The man whose head is turned by flattery is going to be looking the wrong way when Old Man Opportunity comes sneaking along in his rubber soled sandals.

Weekly Market Report --- Metals

MANY ADVANCES.

The whole tone of the metal market reflects strength. Prices have advanced in many lines and further increases are imminent. There is a good demand all around. The following changes are noted:

Montreal.

Copper casting ingot—Advanced to \$17.75.

Toronto.

Copper Wire — Advanced ½c per lb.

Sheet Zinc—Up 25c per 100 lbs.

Lead—Up 10c.

Spelter—Up 10c.

MONTREAL.

Montreal, April 9.—The metal markets show marked strength and prices of nearly all metals are firm with strong upward tendencies. There have been no spectacular advances, but prices have gone up gradually and steadily for the past three weeks. The demand for metals on the London market has been very heavy lately. Tin plate has been in especially good demand. The demand for metals on the local market has been somewhat limited pending the opening of navigation. Buyers have been purchasing principally for immediate needs. Black sheets, on the other hand are meeting with a heavy demand. The difficulty experienced in getting deliveries from the mills has forced wholesalers to fill orders for stocks in store with the result that these are being depleted. This condition has given rise to the prediction that prices will shortly be advanced for spot metals. Prices at present are very firm.

Tin.—The tin situation is practically unchanged in London, although prices on that market are firm with a strong upward tendency. The New York market is 10c per cwt. higher than last week, but the local market is unchanged. The demand for tin is fair.

Lead.—The London market continues to advance and is 10 shillings higher than last week. The market is very firm at this level. The indications point to a continued advance. The local lead market is unchanged, but prices have stiffened. It is likely that should the London market continue to advance that the local market will fol-

low as there is a very strong upward tendency exhibited at this writing.

Spelter.—Foreign spelter is a shade higher, but St. Louis spelter is lower than last week. The price locally is the same, being \$7.00.

Pig Iron.—The primary market is quiet and unchanged. The local market is marking time till the opening of navigation. The demand for iron and steel for delivery at this time is quite heavy.

Antimony is slightly higher. Aluminum is in fair demand at the new level.

Copper.—Casting ingot have been advanced to \$17.75 per 100 lbs. This is due to the advance made by the primary markets during the past week. London market has advanced 1 1-3 and New York is 20c per 100 lbs. higher than last week. The demand for copper is good. It was expected that the stocks of copper in store on spot would show an increase at the beginning of April, but a decrease was shown instead. This has had the tendency to boost prices.

TORONTO.

Toronto, April 10.—There appears to be an upward tendency in the metal markets, which have undoubtedly been showing increased strength during the past two weeks. There is an upward trend in prices. The general situation appears to be sound and business is reported as being very satisfactory.

It is still difficult to obtain deliveries in iron and steel products, especially bars, plates and sheets. Lead and spelter have advanced during the past week. No change has taken place in the price of tin since the advance of last week, although copper and tin are both firm and in good demand.

The expected advance on solder did not materialize, but the market at present appears as though higher prices might be expected. Copper wire has been advanced about ½c per lb. Sheet zinc has advanced 25c per hundred on the American market, but it is not expected that it will affect the Canadian market.

Lead.—Another advance of 10c per hundred lbs. has taken place on lead. Prices appear firm and stocks are light. There is a good demand.

Spelter.—There has been considerable improvement in spelter and good business is being done. An advance of 10c per hundred is reported this week.

Copper.—Ingot copper is quoted in Toronto at 16 and 16¼. A good volume of business is being done for spot and future.

Tin.—No change has taken place since the 1c advance of last week. The market is strong and further advances are expected in many quarters.

Solder May Advance.

Solder.—The ruling prices are still 28½ to 30c per lb. It is claimed that advances may be expected if the tin and lead markets continue to advance.

Iron and Steel.—No price changes are noted. There is still difficulty in getting supplies.

Pig Iron.—The market on pig iron is quiet at present, prices are unchanged.

Aluminum.—There is a scarcity of aluminum, but no price changes have been reported.

WINNIPEG.

Winnipeg, April 7.—A feature of importance in the metal market is a sharp decline in lead pipe and lead waste; the amounts, 85 cents per cwt. on pipe, and \$1.35 on lead waste. These reductions are the result of lead gradually working back to a true value basis following the rise due to scarcity occasioned by the British strikes of a year ago.

Sheet metal goods and black and galvanized pipe are in fair demand, and an improvement in boiler tube and plate may be confidently anticipated with the beginning of the year's construction and farming activities.

There is every indication of a good demand for structural iron and sheet metal products in the way of building material, and the excavation work on several cites for large buildings in the city is now well under way.

FACTORY TO BE ENLARGED.

Wallaceburg, Ont.—The Wallaceburg Brass and Ironworks factory is to be enlarged and a greater number of hands will be employed in the near future.

BUSINESS CHANCES

TENDERS AT RATE ON DOLLAR WILL be received by the undersigned up to April 24th for that well-known hardware business in Town of Renfrew, established 1887 by the late P. S. Stewart. Stock, which would run about \$5,000, may be inspected on premises. Agency Sherwin-Williams Paints. Building may be leased if required. The highest or any tender not necessarily accepted. George Stewart, P.O. Box 565, Renfrew, Ont. (16)

FOR SALE

TINNERS' TOOLS AND STORE FIXTURES for sale cheap, on good terms. Write for description and discounts. T. Millard & Son, Cypress River, Man. (15)

Weekly Market Report --- Hardware

ON THE UP-GRADE.

Business is very brisk in all hardware lines. An advancing tendency is noted, and increases in several lines have been made.

Poultry netting discount has been changed from 60 per cent. to 55 per cent.

Lamp burners have advanced 1 per cent.

MONTREAL.

Montreal, April 9.—The favorable weather has given hardware sales an added impetus. Shipping rooms are jammed to the doors with outgoing orders. Everybody is busy and happy. Orders booked for shipment on opening of navigation are all ready waiting for the boats to whistle.

Prices remain steady on everything except poultry wire, which has advanced. The discount is now 50 and 10 per cent. off list, instead of 60 per cent. off. Several sizes of netting are short. This shortage has been persistently predicted in these columns for some time past.

Door sets and several lines of builders' hardware are very scarce, and, in fact, almost impossible to get. Shovels are also hard to get.

Dry and tarred heavy straw sheeting paper has been reduced to \$1.80. The retail trade report good business, with the demand pretty well divided amongst the different lines carried. Household articles are in excellent demand with both the retailers and the wholesalers.

Sporting Goods.—The demand for these goods is quite heavy. Sales of baseball outfits are in the lead. Dealers are stocking up preparatory for the rush which the mild weather is sure to bring. Other sporting goods are moving quite freely. Roller skates are in good demand.

Household Goods.—Nearly every order going out has its quota of household goods. Clothes lines, cleaning preparations, meat choppers, churns, washing machines are moving very freely. Refrigerators, hammocks, swinging seats, etc., are selling very well. Tinware and enamelware show a falling off.

Rope.—There is no change in the rope situation, and prices are unchanged. Orders for binder twine are coming in very slowly, and are smaller than in other years.

Garden Tools.—The mild weather has stimulated the demand for these lines as well as for lawn mowers, garden hose, sprinklers, etc. Hoes, forks, shovels and similar tools are being shipped

quite freely. Shovels are getting quite scarce, and the man who has stocked up is lucky indeed, for it is almost impossible to get delivery of shovels at this time.

Cement.—Orders for cement are coming forward quite liberally, and large quantities of cement are being shipped to Western and Ontario points. The building season has hardly opened up in Quebec as yet, but when it does will make up for lost time. Over 4,000 permits have been issued for building to be erected this coming season. This will take some cement.

Electrical specialties and firearms are selling well.

TORONTO.

Toronto, April 10.—Business with the jobbers is exceptionally brisk. Orders for spring goods are coming in freely.

The discount on poultry netting has been changed from 60 per cent. to 55 per cent. An advance of 1 per cent. has also taken effect on lamp burners. No change has been reported on wood screws since the recent advance of 7½ per cent. Prices on nails and wire are firm. An advance of 5c per 100 lbs. went into effect on the American market a short time ago, but up to date no change has taken place on the Canadian market.

The price of rope is firm and unchanged.

There is a good demand for spring goods, and collections are reported as being good.

Rope.—Pure Manila rope is still quoted at 17c base, British Manila at 13c, and Sisal at 12c; prices are firm. Recent receipts of hemp at Manila are reported as more active than they have been for some time, but this does not indicate that lower prices may be expected. It is hoped, however, that it will prevent further advances.

Hemp statistics from the Philippines show receipts since the first of the year at Manila to be 293,000 bales, as against 376,000 last year. This is a decline during that period of 83,000 bales. It is expected that 18,000 bales will be received next week, as against 24,000 bales during the corresponding period of last year. Those in close touch with the market state that current prices will continue.

Nails, Wire, etc.—Wire nails are still quoted at 2.40 base in small lots; cut nails are quoted at 2.80 base in small lots; barb wire is selling at 2.55. Prices are firm. An advance of \$1.00 per ton went into effect on the American market a short time ago, and it was expected in

some quarters that an advance would take place here. No change has been reported, but prices are very firm.

Washing Machines, Wringers.—The demand for these lines is good. No changes have been reported since the changes in the list prices of wringers published in Hardware and Metal a short time ago. The discount still remains 20 per cent. List prices may be found in current market quotations.

Leather Belting.—Standard leather belting remains 60-10 per cent., and extra is quoted at 60 per cent.

Poultry Netting and Screen Wire.—There is a heavy demand for poultry netting and screen wire cloth. The former has advanced and is now quoted at 55 per cent. off for 2-inch mesh. Screen wire cloth is quoted at 1.55 in 100 ft. rolls, and 1.60 in 50 ft. rolls.

Wood Screws.—Flat head bright screws are quoted 85-10 per cent.; round head bright, 80-10 per cent.; flat head brass, 70-10 per cent.; round head brass, 70-10 per cent.

Sporting Goods.—Orders for sporting goods are being placed freely. Bicycles are also much in evidence in many of the retail stores.

Retailers in Toronto report an improvement in trade during the past two weeks. It is reported that there is a movement on foot to create a better feeling among some of the retail trade and to eliminate price cutting on staple lines, such as nails, etc., which have in many cases been sold at or below cost.

WINNIPEG.

Winnipeg, April 7.—Orders for builders' supplies of all kinds are showing improvement, and contractors' tools are also moving freely. On the whole, the hardware trade is showing decided improvement since spring set in in earnest.

Garden tools and summer sporting goods are lines that should come into immediate prominence, also house-cleaning specialties.

Bluestone is a line that all country retailers need to be well supplied with at this season. Prices on this commodity are firm, and last year supplies were short.

The only change noted this week in general hardware is a change in the discount on screws, which have advanced 5 per cent.

Building permits in Winnipeg for the year already amount to \$2,400,000.

Edmonton, Ont.—C. N. Camroux has established a hardware business.

Weekly Market Reports---Stoves

ACTIVITY RENEWED.

The stove market has taken on a more active turn since the arrival of finer weather. There is a particularly good demand for gas ranges. Manufacturers report that, from present indications, all past records will be broken in the sale of gas ranges this spring.

MONTREAL.

Montreal, April 9.—The stove market has a brighter tone this week. The weather is more favorable. Building operations will soon begin. This will create a big demand for radiators and boilers. Inquiries for heavy stoves are coming in quite freely. Recent sanitary regulations adopted by several of the suburbs of Montreal have created an enormous demand for garbage buckets and wholesalers are hard pressed to keep up with orders for these receptacles. The demand for these is quite heavy from Ontario points several cars of garbage cans being shipped to Ontario cities this week.

Heavy Ranges.—Quite a few orders for stoves came in during the past week, and several large orders were shipped this week. Booking for future delivery is quite satisfactory. A large number of orders are still in the air and it is expected that the greater number of these will be closed this week. Inquiries for stoves are coming in from all parts of the country and the outlook for the season's business is very bright.

Gas Stoves.—The demand for gas and oil stoves has been heavy. More gas and oil stoves have been sold this year up to April 1 than were sold up to May 1 of last year. Dealers seem to be getting in their supplies much earlier this year than in former years. Factories are still behind in their orders. The favorable weather has stimulated retail buying and dealers have already sold a large number of stoves in fact several repeat orders have been received during the past week. This is an unprecedented situation.

Radiators and Furnaces.—There is little business being transacted at present, but inquiries are coming in very freely. It is expected that these will develop into a nice volume of business in the next few days. A number of big orders are about to be placed.

Refrigerators sales have established a new record and the sales up to date are away ahead of last year's figures. The demand for all spring and summer

lines is quite heavy. Enamelware shows a falling off, but zinc and galvanized goods are selling very well.

TORONTO.

Toronto, April 10.—Toronto stove manufacturers report a big improvement in the stove business. The advent of spring has caused considerable activity. Gas ranges are in exceptionally heavy demand.

Collections this week are reported as fair.

The railway companies are now accepting freight for up-lake ports, particularly Georgian Bay and Lake Superior districts. This points to an almost immediate opening of navigation to these points and is causing much activity in the shipping departments of the manufacturers.

There is a good demand for galvanized iron wares, such as garbage cans, tubs, pails, etc., enamelware and tinware also in good demand. No price changes are reported.

Gas Ranges and Plates.—There is an exceptionally heavy demand for gas ranges. Sales up to the present are greatly in excess of the corresponding period of last year. A large number of orders are also being placed for gas plates, ovens, etc.

Ranges and Heaters.—A few ranges are being sold, but business in both lines is reported as being quiet.

Furnaces.—Only a limited number of furnaces are being sent out at present. There will no doubt be a heavy demand a little later, on account of the large amount of building under way.

Coal Oil Stoves.—There is a good demand for summer oil stoves. The orders are principally from dealers who wish to have their stocks complete for the spring rush.

Enamelware. — There is a good demand for enamelware. Prices are unchanged.

Summer Goods. — Refrigerators, sprinklers, ice cream freezers, etc., are in good demand. Retailers have not sold many of these lines on account of the cool weather, but are getting in their stocks early in order to be prepared for the rush which will result when the warm weather arrives.

Electrical Goods.—Electrical ranges and ovens are being offered in Toronto, but the sales up to date have been limited on account of the high prices of the appliances.

WINNIPEG.

Winnipeg, April 7.—Ice cream freezers, refrigerators and churns are form-

ing the bulk of shipments from the stove people at present. The weather is exceptionally warm for the time of the year, and conditions are creating an earlier demand for these lines than is usual at this time of the year.

There is said to be a good demand for light cook stoves, such as supply the temporary needs of immigrants on arrival, but not much is doing in heavy ranges.

Gas stoves, oil stoves and camp furniture have not yet begun to move, but the annual exodus to summer residences promises to be earlier than usual, and retailers should be sure to be ready to meet the demand when it comes.

All kinds of electrical goods will be good sellers this season. There is no doubt that the work of educating the people up to the cheapness and efficiency of electric current for fuel is gradually bearing fruit.



A great many hardware merchants complain about their clerks often leaving the electric lights burning in the basement of the store when there is no necessity for the same. It is necessary in a hardware store to carry many lines of heavy goods in the basement. Clerks very frequently have to visit the basement to get goods and often forget to turn out the lights when they go upstairs. The lights are not left on intentionally. It is usually a matter of thoughtlessness on the part of the clerk who is often in a hurry and does not think about turning off the light.

The Nelson Hardware Co., Windsor, have a simple plan that has been found effective in stopping this leak. The switch that regulates the cellar lighting is placed near the door leading to the basement and may be seen from any part of the main store interior. Immediately above the switch they have installed a small electric light bulb of low candle power, which is illuminated when the cellar lights are turned on. When the clerks come upstairs they pass the light which always attracts their attention and reminds them that the lights have been left burning.

Methods of Retailing Paints and Varnishes

Every Person a Possible Paint Purchaser

One Hardware Man Recited His Experiences in Working Up Paint Sales—Approached Every Person Who Entered the Store, Succeeded in Interesting Them All and Sold Goods to More Than Half.

"Every person who enters the store is a paint prospect," stated an old hardwareman recently.

"I was so convinced of this," he continued, "that I decided some little time ago to put it to the test. I made up my mind to see if I could not interest every person who entered the store in the subject of paint.

"The first customer to come was a woman who lived in the neighborhood, and who occasionally bought household goods from us. Her husband was a

builder in a small way and they were supposed to be well to do. They had the reputation of being too close to spend a nickel if they did not see ten cents coming back, and attempts to sell her anything, but what she had come in to buy, had always proven flat failures in the past. I waited on her, selling her a cheap saucepan.

"Needing anything in the paint line, Mrs Dowling?" I asked.

"No," was the uncompromising response. 'We can't afford to spend money

to make our house pretty these hard times.'

"I wasn't thinking about house paint," I hurried to explain 'I was thinking more stains and varnishes for the woodwork and furniture.'

"We aren't spending money that way," was the reply. 'In fact we are going to sell off a lot of our old furniture this year.'

"I saw my chance. 'It's pretty well worn I suppose.'

"Yes," admitted Mrs. Dowling, grudgingly. 'I'm afraid it won't bring very much. These second hand dealers won't give you one tenth the worth of an article.'

"Let me show you how to get a good price on that furniture," I said, I took a tin from the shelf. 'You take



A very creditable display of paints in the store of Geo. Garrett, College Street, Toronto.

this tin of varnish with you,' I said. 'There won't be any charge on it. Take one of the articles you intend to sell and varnish it thoroughly. If it would bring 50 cents before, it will bring you a dollar after you have finished it up. I'll guarantee that.'

"The woman took the tin and a few days after came back for more. 'I used that stuff you gave me on a chair,' she said. 'It certainly does look nice. I think we'll just get enough to finish the whole lot.'

"She told me afterwards that she got \$15 for the furniture, whereas they had not expected in the first instance to get more than \$6 or \$7. Incidentally Mrs. Dowling bought more varnish for use on the furniture they had kept.

"The next customer to come in was an old carter. He was a seedy old fellow and quite apparently not very flush. He wanted a small screw driver and finally selected one which cost 8 cents. As a paint prospect he did not look very promising. However, I determined to 'try him out.'

"It's getting very spring like,' I insinuated. 'Painting time is here now. Going to do anything in that way?'

"Not much,' said old Jones, the carter. 'I can hardly make enough to keep body and soul together let alone spend money on paint.'

"Business dull?' I asked.

"Well, not exactly dull,' he said. 'The trouble is that there are too many of us in the business. A couple of new men have been butting in on us and I'm not getting as big a share as I used to.'

"There isn't a clean, fresh looking carter's wagon in town,' I said. 'They are all old, broken down and muddy. People don't like to have their goods moved in such ramshackle affairs. Jones, if you would just paint your wagon up spick and span all the people in town would pick you out to do their work for them.'

"Think so?' he asked, beginning to get interested.

"Certainly they would,' I confidently asserted. 'You see your cart would be the only decent looking one in the place. People would notice it and single you out.'

"All the rest of the carters would say I was crazy,' he stated, rather dubiously.

"Just so,' I followed up. 'They would think you crazy and wouldn't follow your example. The result would be that you would continue to get all the trade.'

"Well, I actually managed to sell the old fellow, and he soon afterwards came out with his wagon painted a resplendent red, with his name standing out in black and white. It was a good investment for him, as he afterwards

confessed to me, for certainly his business did pick up. After a while, some of the other carters got the 'hunch' too and painted their wagons.

Helped Rent a House.

"My next customer was a real estate man who owned a lot of property in town. I went to work eagerly on him, because he seemed like a splendid prospect. As things turned out, I found him the hardest customer of all.

"There was a party in here the other day who had been looking at that empty house of yours on Hillside Street,' I informed him.

"What was the name?' he asked.

"Wouldn't give it, I directed him to you.'

"He didn't show up,' asserted the real estate man.

"I didn't think he would,' I said. He seemed to think the house looked pretty dilapidated. Look here, Henderson, you ought to paint that house. It would rent right off the reel.'

"Paint nothing!' said Henderson, with conviction. 'I painted another house of mine, that one on King Street, thinking it would sell right off, and I've got it on my hands still.'

"Off course you have,' I said. 'You spent \$400 putting bathroom, hardwood floors and getting the place painted. Then you added \$1,000 to the price and expected a whole rush of buyers.'

"We argued it out at some length and I finally persuaded him to paint the house. He rented it soon after and has since been talking about getting all his property painted. I expect to close up the deal any day now.

"I managed to interest every one who came into the store, and sold paint to at least half of them. Yes, sir, I assert again that every person who enters your store is a paint prospect."

The experience of this dealer is well worth considering. If the conclusion he has reached is correct and every person is to be considered as a possible purchaser of paint, then few hardwaremen indeed are taking full advantage of the opportunity to push sales in the paint department. Few paint salesmen indeed would measure above 20 per cent. efficient, if judged on that basis.

The conclusion is reached that there are certain seasons of the year when no customer should be allowed to leave the store without being tested on the paint purchase question.

GO AFTER IT.

"All things come to him who waits,"

But here's a rule that's slicker—

The man who goes for what he wants

Will get it all the quicker.

Catalogues and Booklets

Suggestions For Displays.

Simonds Manufacturing Co., Fitchburg, Mass., manufacturers of saws, knives, files, steel, etc., have issued a booklet entitled "Window Displays — Retail Hardware Stores." The booklet is for distribution to dealers handling Simonds products and is issued in the expectation that each dealer will not only be interested in it himself, but will hand his copy to the store window decorator who will find many suggestions for unique and practical displays. The booklet contains thirty-two pages and many half-tone illustrations of window displays are shown.

Grates and Fittings.

The Enterprise Foundry Company, Sackville, N.B., have issued catalogue No. 3 of "Open Grates and Fireplace Fittings." Half-tone illustrations are shown and descriptions given of their full line of open grates, portable basket grates, andirons, ash dumps, ash pit doors, fireplace dampers, etc. Copies will be mailed on request.

Iron Roofing.

Wheeler and Bain, Toronto, manufacturers, have issued their annual spring catalogue of galvanized iron roofing supplies, eavetroughs, corrugated pipes and elbows, corrugated sheets, skylights, cornices, galvanized iron sheets, tin plates, etc. One section of the catalogue is devoted to Success hot air furnaces, stoves, registers, farmers feed furnaces, salmanders, etc. Copies will be mailed on request.

NO BETTER PAPER.

The following letter received from J. B. Archer, Manager A. W. Moore's hardware, St. Catharines, Ont., speaks for itself:—

Hardware and Metal,
Toronto, Can.

Gentlemen:—

In looking over your edition of March 22, Special Spring Number, would say that you are to be congratulated for this splendid piece of work. In my estimation it excels anything I have yet seen. Having read Hardware and Metal for a number of years I do not think a better trade journal is published.

Yours truly,

J. B. ARCHER.

Mgr. Moore's Hardware.



Ever Attit

SANITAS

The Modern Wall Covering

A perfect finish for the finest residence or the modest cottage. Sanitas is made of strongly woven cloth foundation, finished in oil colors with designs reproducing the best tapestry, leather, fabric, Japanese grass cloth, and imported wall paper effects, at a fraction of the cost.

Sanitary - Serviceable - Artistic - Economical

Sanitas will not fade. Sanitas is sanitary, having a smooth surface there is no place for germs to lodge, it is easily cleaned with a damp cloth. The fact that Sanitas lasts longest, is sanitary, dirt-proof, fade-proof, tear-proof, and a time-saver in house cleaning, proves that it is an economical wall covering. There will be a demand for Sanitas this year—send for samples now.

The Winnipeg Paint and Glass Company, Limited

Calgary Paint and Glass Co., Ltd.
Calgary

"Everything for a Building"

Winnipeg

Edmonton Paint and Glass Co., Ltd.
Edmonton

The Time Element in Paint Sales

The time it takes for you or one of your clerks to close a sale is a very important factor in your profits.

If you must do **all** the selling after the customer comes into your store, it will take a lot of time for each sale.

If much of the selling work has been done beforehand, you can close the sale quickly and move on to the next.

Lowe Brothers do more of this "beforehand selling" for you than any other paint manufacturers. The plan is too comprehensive to detail here, but our man will gladly explain it in person.

Wait until our man reaches your town, or better still, write for an appointment. Remember the "time element" in securing this exclusive agency.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
Limited, - TORONTO

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Weekly Market Report --- Paints

WHITE LEAD DOWN.

The sensation of the week undoubtedly was a reduction of 45 cents in the price of white lead. The reasons for this unexpected development are explained below. It is believed, however, that the price may go back shortly to the old level if pig lead prices continue to stiffen.

Toronto reports a decline of 2 cents in the price of turpentine.

MONTREAL.

Montreal, April 8.—The demand for prepared paints is very heavy and manufacturers are hard pressed to keep pace with their orders. The favorable weather has stimulated retail buying and retailers are clamouring for delayed shipments. Prices on paints remain firm, but white lead dropped 45c per hundred, during the past week. There is a brisk demand at present for Paris green.

It is reported that this season has brought forth a larger number of orders but that the volume of business represented by these orders is smaller than for the same period last year. It is expected that this deficiency will be made up later in the season when money becomes more plentiful.

White Lead.—White Lead declined 45c on the local market during the past week and is now selling at \$7.80 per cwt., instead of \$8.25. It is a peculiar thing that this decline went into effect with a rising pig lead market.

The local white lead market did not follow the recent decline in pig lead, believing it to be short-lived, but giving up hope of its recovery, dropped the price. Just shortly after the drop was agreed upon, the pig lead markets began to recover. It is now stated that should pig lead continue to advance white lead will be forced back to the old level. The demand for white lead just now is small as the majority of orders coming in are for delivery upon opening of navigation.

Glass.—There is a good demand for glass at present, both for immediate and future delivery. The demand for putty is heavy and a number of big orders have been received during the past week. The price remains the same as last week.

Turpentine.—The primary markets have advanced which has had the tendency to stiffen prices on the local market. Turps are quoted here at 62c per gallon with a good demand.

Linseed Oil.—The ruling prices are still 57c for raw and 60c for boiled oil. The demand for oil is good and prices are inclined to be firm. Other oils remain unchanged. There is a good demand for floor oil as well as for other specialties in this line.

TORONTO.

Toronto, April 10.—There is considerable activity in the paint market. Business is brisk, especially in ready mixed paints.

A decline of 45c per hundred lbs. in white lead came as a surprise to Toronto jobbers. The decline was not anticipated by them on account of the recent advances on pig lead. White lead that was quoted at 8.40 is now quoted at 7.95 in ton lots, with lower prices for larger quantities. The reduction has caused reductions in price on practically all brands.

Another decline has taken place in the price of turpentine. Linseed oil remains unchanged. Prices on ready mixed paints are firm and no change is expected at present.

There is a good demand for furniture and floor polishes, linoleum varnishes and other lines used during the spring housecleaning season.

Linseed Oil.—Raw linseed oil is still quoted at 58c and boiled oil at 61c per gallon in single barrels with the usual reductions for quantities. The price of seed in the West has been slightly firmer during the past few days. The market of late has been weak.

Turpentine.—A decline of 2c per gallon on turpentine went into effect today, making the Toronto price 62c per gallon in single barrels, with the usual quantity reduction. Advices from the south state that the market is in a very unsettled condition and that it is hard to determine whether further reductions or advances may be expected. The matter appears to rest largely in the hands of those holding the stocks in the South.

Reduction in White Lead.

White Lead.—The greatest surprise of the week to the majority of Toronto dealers was the sudden drop of 45c per hundred lbs. in white lead, which brings the brands formerly quoted 8.40 down to 7.95 in ton lots with lower prices for larger quantities. This decline was unexpected as there have been advances recently in pig lead.

Coal Oil, Gasoline, Etc.—Motor gasoline is still quoted at 25½c, benzine 24½c, Canadian prime white petroleum

15c, U.S. water white 15½c, U.S. Pratts Astral 17½c. These quotations are for single barrels.

Glass.—There is a fair demand for glass, prices remain unchanged, the discount still remaining 15 per cent. in Toronto.

Paris Green.—A large number of booked orders are being received for Paris green. Price in barrels is still 19¼c. One-pound packages are quoted at 22¾c. The balance of prices may be seen in current market quotations.

Putty.—There is a fair demand for putty, which is quoted at 2.50 in bulk casks, 2.70 in 100-lb drums, 3.00 in bladders. Pure putty is 60c hundred advance.

Paint Brushes.—There is a big demand for brushes, prices are unchanged.

WINNIPEG.

Winnipeg, April 7.—The first change in prices for a considerable period is announced in a 2c rise per gallon in the price of turpentine.

All house-cleaning and renovating lines have been quite active during the last week, and outside paints are beginning to pick up.

A strike of the painters is an unfortunate condition of the labor market in Winnipeg, but it is not expected to be a very protracted affair. A prolonged strike would certainly have a very depressing effect on the whole building trades' business.

SPRING GARDENING WINDOW.

Chatham, Ont.—The J. C. Wanless hardware store has an attractive spring gardening window. The back of the window is realistically fenced with poultry wire, while in the foreground brightly-colored packets of flower and vegetable seeds are neatly arranged on the flooring. Gardening tools of various sorts—rakes, spades, hoes, pitchforks and hose, are arranged with good effect.

FACTORY FOR GODERICH.

Goderich, Ont.—In return for a loan of \$4,000 and fixed assessment of \$2,500, Dietrich & Son are undertaking to erect a one-storey factory 40 x 80 for the manufacture of excelsior packing and wood wool. The building is to cost \$8,000, and the plant to be in operation before 1914. A by-law granting these concessions will be voted on May 3.

From The Toronto Star, April 8th :

"Among the odors of Spring, the most noticeable is that of fresh paint."

"Noticeable Odor"!

Speaking from the viewpoint of the merchant it might have been added: "Also, among the odors of Spring the most *profitable* is that of fresh paint."

Which brings us to the question — Are you equipped as *well* as you *should* be for the gathering in of the Spring paint profits now offering?

If not, you should act quickly. Your chance is *here* and *now*. This is why it is *here*:

Brandram-Henderson "English" Paint gives your customers *better value*. It endures longer. For we corrode and grind *our own* white lead. This enables us to put *large* proportion of white lead—70% guaranteed—in Brandram-Henderson "English" Paint. To this 70% pure white lead we add 30% pure white zinc. We publish our formula freely. We are *proud* of it.

Backing up our good paint is a *strong* sales campaign designed, especially for the benefit of our agents.

Need we explain why your chance is *now*? Read that Toronto Star Clipping again. Note the date. Then write our nearest office.

BRANDRAM-HENDERSON
LIMITED

Montreal  Halifax  St. John  Toronto  Winnipeg

HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00
Canada Metal Company - Imperial, White, genuine, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.-Arctic Metal.-XXX Genuine, 55c; Superior, 55c; A Special, 35c; Hoo, Hoo, 25c; "A," 25c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.-Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c. Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicolumin Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3.

BOILER PLATES AND TUBES

Montreal		Toronto	
Plates, 1/2 to 1 inch, per 100 lbs.	2.40	2.50	
Heads, per 100 lbs.	2.65	2.75	
Tank plates, 3-16 inch	2.70	2.80	
Boiler tubes, 100 ft. 1 1/2 in.	9.95	9.75	
" " " 2 in.	8.65	8.70	
" " " 3 in.	11.00	11.00	
" " " 4 in.	12.00	12.00	
" " " 5 in.	15.75	15.85	
" " " 6 in.	18.00	19.00	

BRASS.
Spring sheets, up to 20 gauge.. 0.27
Rods, base 1/4 to 1 inch, round.. 0.23
Tubing, seamless base, per lb.. 0.25
Tubing, iron pipe size, 1 inch base .. 0.25

Copper tubing, 4 cents extra.
BRASS GOODS, VALVES, ETC.
Ground work, 65 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 65 per cent.
Fuller work, 65 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 6 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves-Quotations on application to Jenkins' Bros., Montreal.

COPPER.

Montreal		Toronto	
Casting ingot	17.75	18.25	
Out lengths, round bars 1/2 to 2 in.	27.00		
Plain sheets, 14 oz., 14 x 43 inches, 14 x 60 inches	29.00		
Copper sheet, tinned, 14 x 60, 14 oz.	30.00		
Copper sheet, planished, 14 x 60, base	37.00		
Brassier, insheets, 8 x 4	29.00		

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.
IRON AND STEEL.
In car lots.
Canadian foundry, No. 1, 21.50 22.50
Canadian foundry, No. 2, 21.00 22.00
Summerlee, No. 2 pig iron

24.50
Carron, soft

BLACK SHEETS.

Montreal		Toronto	
10 gauge	2.70	2.70	
12 gauge	2.75	2.75	
14 gauge	2.60	2.55	
16 gauge	2.50	2.55	
18 gauge	2.50	2.65	
20 gauge	2.60	2.65	
22 gauge	2.65	2.75	
24 gauge	2.65	2.75	
26 gauge	2.65	2.85	
28 gauge	2.85	3.00	

CANADA PLATES.

Montreal		Toronto	
Ordinary, 52 sheets	3.10	3.00	
All bright, 52 sheets	3.70	4.15	
Galvanized-Apollo D. Crown			Ordinary
18x24x52	4.45	4.45	4.75
20x24x60	4.70	4.70	5.00
20x24x80	5.90	5.90	9.50
20x24x80	9.40	9.40	10.00

GALVANIZED SHEETS (CORRUGATED)

Montreal		Toronto	
22 gauge, per square	6.75		
24 gauge, per square	6.50		
26 gauge, per square	4.25		
28 gauge, per square	4.20		
Less 10 p.c.			

GALVANIZED SHEETS.

Montreal		Toronto	
B.W. Queen's Fleur-de-Lis			Gorbals Best Best
16-20	3.70	3.35	3.70
22-24	3.75	3.40	3.75
26	4.20	3.80	4.20
28	4.45	4.15	4.45
Colborne Crown-3.65, 3.70, 3.75, 4.00.			
Less than case lots 10 cents per hd. extra.			

IRON PIPE.

Montreal		Toronto	
4 gauge, American	3.75	3.70	
26 gauge, American	3.95	3.90	
28 gauge (26 English)	4.30	4.20	
10 1/2 oz., equal to 28 English	4.50	4.40	

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.
SOIL PIPE AND FITTINGS.
Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.
KITCHEN SINKS.
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

HEATING APPARATUS.

Hot Water Boilers-45 and 15 p.c.
Hot Water Radiators-42 and 15 p.c.
Steam Radiators-44 and 15 p.c.
Wall radiators-37 and 15 p.c.
Specials-25 p.c.

OLD MATERIAL.

Dealers' buying prices:
Heavy copper and wire, lb. 0.11 0.11 1/2
Light copper bottoms .. 0.10 0.09 1/2
Heavy red brass .. 0.10 0.10 1/2
Heavy yellow brass .. 0.08 1/2 0.08 1/2
Light brass .. 0.07 1/2 0.07 1/2
Heavy lead .. 0.03 0.02 1/2
Scrap zinc .. 0.03 1/2 0.04
No. 1 wrought iron, 10.00 10.00
Machinery cast scrap, No. 1 .. 14.00 14.50
Stove plate .. 12.50 13.00
Malleable .. 10.00 9.00
Miscellaneous steel .. 6.00 6.00
Old rubbers .. 0.09 1/2 0.08 1/2

LEAD.

Montreal		Toronto	
Domestic (Trail), pig, 110 lbs. 4.95 4.90			
Imported pig, per 100 lbs. 4.85 5.00			
Bar pig, per 100 lbs. 5.50 5.50			
Sheets, 2 1/2 lb. sq. ft. 7.50 7.50			
Sheets, 3 lb. sq. ft. 7.75 7.75			
Sheets, 3 1/2 lb. sq. ft. 8.25 8.25			
Sheets, 4 to 6 lb. sq. ft. 6.50 6.50			
Cut sheets 1/4 c. per lb. extra.			
Cut sheets to size, 1/4 c. per lb. extra.			

LEAD PIPE.

Lead pipe, 7/8 c. 20 per cent. off.
Lead waste pipe, 9 c. 20 per cent. off.
Traps and bends, 50 per cent. off.

SOLDER.

Montreal		Toronto	
Bar, half-and-half, guarant'd 30 3/4 0.28 1/2			
Wiping	0.28 1/2 0.28		

SHEET ZINC.

Montreal		Toronto	
5-cwt. casks	8.25	8.00	
Part casks	8.50	8.50	

SPELTEN.

Montreal		Toronto	
Foreign, per 100 lb.	7.00	7.10	

TIN AND TINPLATES.

Lamb and Flag and Straits-56 & 28-lb. ingots, 100 lbs. \$54.00 \$54.50
Redipped Charcoal Plates-Tinned

M L S, Famous (equal Bradley)

Per box	
I C, 14x20 base	\$7.00
I X, 14x20 base	\$5.25
I X X, 14x20 base	\$9.50
Raven and Murex Grades-	
I C, 14x20 base	\$5.00
I X, 14x20 base	\$6.00
I X X, 14x20 base	\$7.00
I X X X, 14x20 base	\$8.00

"Dominion Crown Best"-Double.

Coated, Tissued.	
I C, 14x20 base	\$7.00
I X, 14x20 base	\$5.25
I X X, 14x20 base	\$9.50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	\$4.65
I X, 14x20 base	\$5.65
I X X, 14x20 base	\$6.65

Bright Cokes.

Per box	
I C, 14x20 base	\$4.50
20x28, double box	\$9.00

Charcoal Plates-Terne.

Per box	
I C, 20x28, 112 sheets	\$5.25
I X, Terne Tin	\$9.75

Charcoal Tin Boiler Plates.

Per box	
Cookley Grade-	
X X, 14x56, 60 sheet bxs.	7.50
X X, 14x60, 50 sheet bxs.	
X X, 14x65, 50 sheet bxs.	

Tinned Sheets.

Per box	
72x30 up to 24 gauge, case	\$8.50
lots	\$8.00
72x30 up to 26 gauge, case	\$8.50
lots	\$8.50
Less than case, 25c 100 lbs. extra.	

WIRE.

Annealed Out Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.60; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure: 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$5; No. 20, \$5.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net, Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$5. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal-100 lbs. -Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.65; 10, \$2.55; 11, \$2.55; 12, \$2.40; 13, \$2.55; 14, \$3.15; in car lots straight or mixed.
Poultry Netting.
2-in. mesh, 19 w.g., 50 & 10 p.c. off.
Other sizes, 50 and 10 p.c. off.

Poultry Netting, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra.

Extra net per 100 lb.-Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Wire Fencing.

Galvanized barb

Wire Rope.

Galvanized, 1st grade, 6 strands, 3/4 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Per lb.	
Galvanized	2.85
Plain	2.65

PAINTS, OILS AND GLASS.

Barn Paint.
In barrels, 5-gal. tins

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	8.87
Litharge, ground	9.07
" flaked	9.07 1/2
Green copperas (green vitriol)	0.91
Sugar of Lead	0.09

Colors in Oil.

Per gallon in quart tins.	
Venician red, 1-lb. tins pure ..	0.12
Chrome yellow, pure	0.18
Golden ochre, pure	0.13
French green, pure	0.12
French permanent green, pure ..	0.10
Signwriters' black, pure	0.15
Marine black, 25 lb. tins	0.19

Enamels.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.)	1.80
Cee Pee Co. enamel	4.50
Sterling Enamels	3.20
Anchor Floorluster	1.80

Glue.

Per lb.	
French medal	0.10
German common sheet	0.10
German prima	0.15
White pigfoot	0.15
Brantford medal	0.10
" golden medal	0.11
" brown sheet	0.10
" Golden sheet	0.13
" Gelatine	0.22
" white gelatine	0.20
" white glue	0.12
" 100 flake	0.10
Perfection amber ground, No. 1230 ..	0.13

Ground glues at same prices.

Per lb.	
Brantford all-round glue, 1/4-lb. pack ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount ..	
XXL	0.13
XL	0.11 1/2
CL	0.12
C	0.11

Pure Paris Green.

Per lb.	
---------	--



ENDS ALL FLOOR TROUBLES

TRADE

ELASTICA

MARK

FLOOR FINISH


The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.



Eliminate *The Use Of The* Oil Barrel

It Absorbs Oil And Is The Cause Of Other Waste



This cut of a barrel is to illustrate how many dealers are losing money. If oil is left standing in wooden barrels a big percentage of it will become absorbed—all oil absorbed is a total loss. Wooden barrels are not air-tight and air plays havoc with oil. In fact, wooden barrels are only shipping containers—not storage containers.

With the old style of measuring can there is generally a loss at every measurement as a certain amount of oil clings to the measure. Measuring cans are a nuisance—they have to be cleaned after nearly every sale.

WHY NOT USE A BOWSER SAFE OIL STORAGE OIL SYSTEM ?

With it there is no chance of waste. It places the exact quantity required directly into your customer's can. It has no wooden parts to absorb your oil. It does away with the measuring can. You will not have oil-soaked floors. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. With this system your fire risks are minimized—your insurance premiums will be reduced. Write for illustrated book.

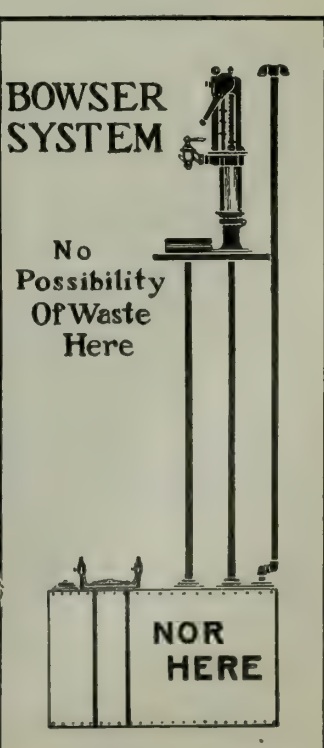
S. F. BOWSER & CO., Inc.
 63-68 Frazer Ave., - - - - - TORONTO, ONT, Canada
 Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES:
 32, Victoria St., S. W. London. 5, Rue Denis Poisson, Paris.
 Johannesburg, Buenos Aires, Porto Rico, Mexico City, Havana.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
 Established 1885.

BOWSER SYSTEM

No Possibility Of Waste Here



NOR HERE

MEASURING CAN OVERFLOW

HARDWARE AND METAL

Crystal Damar	2 80
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	1 25
Jamieson's floor enamel	1 75
Sherwin-Williams' kopal	1 75
Canada Paint Co.'s sun varnish	2 25
"Kyanite" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 65
Elastilite Floor	2 65
Flatine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pta, gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
Inches.	Star Diamond
Under 26	4 25 4 25
26 to 40	4 65 6 75
41 to 60	5 10 7 50
61 to 80	5 35 8 50
81 to 100	5 75 9 75
101 to 120	6 25 11 00
121 to 140	7 00 12 50
141 to 160	7 50 15 00
161 to 180	8 50 17 50
181 to 200	10 00 20 00

Size United	Double
Inches.	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 60	4 00 6 25
61 to 80	4 25 6 75
81 to 100	4 50 7 25
101 to 120	5 00 7 75
121 to 140	5 50 8 50
141 to 160	6 00 10 00
161 to 180	7 00 11 00

White Lead Ground in Oil	Montreal	Toronto
Inches.	Per 100 lbs.	Per 100 lbs.
"Anchor" pure	7 80	7 95
Brandram's B.B. Genuine	7 80	9 40
C.P.C. decorators, pure	7 80	7 95
Crown and Anchor, pure	7 80	9 40
Elephant, Genuine	8 10	8 25
Essex, Genuine (Windsor)	8 00	8 00
Island City Decorators' pure	7 80	8 50
Lily Pure	7 80	7 95
Murel's Pure White Lead	8 00	8 00
Monarch (Windsor)	8 50	8 50
Munro's Select Flake White	8 50	8 50
Purity C.O. Co.'s, Ltd.	7 80	7 70
Ramsay's Pure Lead	7 80	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	7 80	7 95
Tiger Pure	7 55	8 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 600-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.	White Zinc (Dry)
Extra Red Seal, V.M.	0 07 1/2
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2
Whiting	0 09
Plain, in bbls.	0 70
Gliders bolted in barrels	1 00

Carpenters', per doz.	12 50	14 00
Plain ship	18 00	22 00
Axles and Hatchets.		
Single bit, per doz.	6 75	9 50
Double bit	10 75	12 80
Beach Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	7 00
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	8 50

Buckworth, per lb.	0 10 1/4
--------------------	----------

Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. E. caps, 50, 18 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 18 and 10 p.c.; Primers, 18 and 2 1/2 p.c.; Brass Shot Shells, 45 and 1 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.200 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	
Augers and Bits.	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	60
Jennings' Gen auger, net list	

Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
Barn Door Hangers, doz. pairs.	Special
Stearns wood track	9 00
Zenith	5 00
Atlas, steel covered	8 50
Perfect, No. 1	8 50
Perfect, No. 1 1/2	8 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	4 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	3 25
Steel, track, 1 x 3-16 in. (100 ft.).	4 75
Steel track, 1 1/4 in.	4 75

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50
Bells	
Door bells, push and turn, \$3 doz. up.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	

Carriage Bolts, common, new, \$1 list.	Per cent.
Carriage Bolts, 1/2 & smaller, 50 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blind Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Store rods, per lb., 5 1/2 to 6c.	
Store Bolts, 40.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 82
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, pwt.	4 00
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5b.	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 06
Rails, per lb.	0 06
Mop Cotton, per lb.	0 17

Butts	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
"White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
"English	17 00 21 00
"American, low	23 00 25 00
"high	27 50 31 00
Fire clay (Scotch), net ton	5 50
Fire clay (American) net ton	5 00 10 00
Chalk and Putty.	
Carpenters' Colored, per gross	6 55 8 00
"lead pencils, p. gr. 2 40	6 75
Chisels	
Gold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.80; 5/8, \$3.60; 3/4, \$3.45; 1, \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
3 feet	3 50
Carpenters' Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 "	4 20
4 "	5 53
5 "	7 60
6 "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 50 doz. more than list price.	
Canadian Door Sets.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 "	3 31
12 "	3 88
15 "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 75% and 5.	
Plain, 72% and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	

Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	Per cent.
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65 1/2
Delta Files	60
Nicholson	65 1/2
Jewett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 00
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 1/2 0 13 1/2
Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 80
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
net	
Heavy T and strap, 5-in., 100 lb.	7 00
net	
Heavy T and strap, 6-in., 100 lb.	6 75
net	
Heavy T and strap, 16-in. and larger	6 00
Heavy T and strap, discount 55 p.c.	

Screw hook and hinge—under 12 in., per 100 lb.	6 00
over 12 in., per 100 lb.	3 00
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$19.50; No. 20, \$3.25; No. 50, \$20.50; No. 61, \$23.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 2250, \$19.55; No. 2275, \$21.35; No. 1182, \$19.55.	
Chicago hold back screen door, iron, 610, \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface cast (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—1/4 x 5, per gross	1 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 50 and 20 p.c.	
Iron gate hooks and eyes, 50 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.			
M.R.M. cold forged process list, 10th January, 1912.			
Nos.	Size	Length	Price per 25-lb. box.
3		1 1/4-inch	\$4 10
4		1 1/2-inch	3 75
5		1 15-16	3 50
6		2 1/4	3 10
7		2 5-16	2 90
8		2 3/4	2 75
9		2 11-16	2 50
10		2 3/4	2 50
11		3 1-16	2 45
12		3 1/4	2 45
Horseshoes.			

High-shoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 6 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Smarts, 3 1/2 lb.	
Ice Cream Freezers.	
White Mountain, 50 per cent.	

Smarts, 3% lb.
Ice Cream Freezers.
White Mountain, 60 per cent.
Knives.
Hay knives, net list.
Clauses, 50 and 25 per cent.
Kitchen Enamelled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.
Premier steel enamelware, 50 & 10 p.c.
Star decorated steel and white, 33% per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.
Kitchen Sundries.
Asbestos mats, 50 p.c.

**"Ready" Roofing and
"Black Diamond" Tarred Felt**



"Cyclone" and "Joliet" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.

We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 MCGILL STREET, MONTREAL
F. J. COX, Winnipeg, - Western Agent

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO



If You Want to Give Your Customers Complete Satisfaction
Sell Them **"HEINISCH" SHEARS**

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

We also manufacture a full line of Trimmers, Tailors' Shears, Tinners' Snips, etc., which are strictly in a class by themselves.

Get them from your jobber.

**When Wood Workers
Ask for Screws**
Be able to supply them with



**SEE
THAT
SQUARE
HOLE**

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE,
The Ontario Metal Products Co., 102 Front St. E.

Agents for Alberta
Tees & Perse of Alberta Ltd., Calgary, Alta.

HAIRDWARE AND METAL

Lumbermen's Supplies.	
Ant hooks, dozen, from	12 00
Axe handles, dozen, from	6 80
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Blaets.	
Tinmiths' 2 1/2 x 5 in. per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pike	6 00
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$5 dozen.	
Picks, 6 to 7 lbs., \$1.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospector hammers, 16 1/2 in. lb.	
Drilling hammers, 6 cents per lb.	
Crowbars 3/4 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Plumbers...	
per 100 lbs.	3 25
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson's, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singular" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	
Clay Picks.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
Planas.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices, Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50 11 00
Boker's King Cutter	13 20 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1/3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 28
Wrapping, cotton, 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4 lb. packages 1c per lb.; 1/2 lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	

Sash Weights.		
Sectional, 1 lb. each, per 100 lbs.	2 20	
Sectional, 1/2 lb. each, per 100 lbs.	2 35	
Solid, 3 to 30 lbs.	1 63	
Sash Cord.		
No. 3, per lb.	0 30	
Saws.		
Atkins Hand and Crosscut, 25 p.c.		
Diston's Hand, 10 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.	Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10	
Beaver window screens, 14x18, open 28 1/2 inches	1 00	
Perfection window screens, 14x15, open 22 1/2 inches	1 80	
Model window screens, 14x22, open 36 1/2 inches	2 25	
Scales.		
Gurney Standard, 30 p.c.; Champion, 50 per cent.		
Burrow, Stewart & Milne — Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.		
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel	.85 10	
" R.H., bright	.80 10	
" F.H., brass	.75 10	
" R.H., brass	.70 10	
" F.H., bronze	.70 10 5	
" R.H., bronze	.65 10 5	
Drive screws	.65 10 5	
Set, case hardened	.60	
Square cap	.50 and 35	
Hexagon cap	.45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fullister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65 1 00	
North Bros., No. 30, per doz.	16 80	
Scissors and Shears.		
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and Japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Star skates, 35 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$6.25.		
Pucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	.60 55 and 2 1/2	46
Draining tools	.60 60	
Scopps	.50 and 5	45 and 5
Hollow backs and sand shovels	.60	45
Riveted back scopps, 1st, 2nd and 3rd grades, 60 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz. net		\$2 85
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 7 1/2.		
Tinners' trimmings, 72 1/2 and 5.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000		7 50
Eureka tinned steel, hooks, per 1,000		8 00
Staples.		
Poultry netting, 100 lbs.		6 70
Red, 100 lbs.	No. 14	6 75
Blind, per lb.		0 12
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1/3 p.c.		
Store Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
6 and 6 inch, per 100 lengths		7 82
7 inch, per 100 lengths		8 18
Notable, 40 per cent.		
Stovepipe Elbows.		
and 6-inch common, per doz.		1 20
7-inch, per doz.		1 35
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock		18 75
Stones—Oil and Scythe.		
Washita Oil, No. 1, 6 in., Dozen		5 10
7 in., 8 in.		3 50 4 00
No. 2, 6 in., 7 in., 8 in., 2 1/2		3 10 3 50
Hindustan	per lb.	0 06 0 10
" alip		0 18 0 20
" Axe		0 18 0 20
Deer Creek		0 25
Deer Creek		0 18
Lily White, 6 in., 7 in., 8 in., doz.		6 00 6 60 7 60
Arkansas		1 50
Water-of-Ayr		0 18
Scythe	per gross	3 50 5 00
Tacks, Brads, Etc.		
Carpet tacks, blued, 80 and 10 p.c.		

tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 steel, No. 1840, 50 ft.	1 85
Tinners.	
Diston's, 10 per cent.	
Tin case and dairy, 75 to 75 and 10 p.c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Howley & Norton, 40, 10 and 5 p.c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p.c.	
Traps (Rat and Mouse).	
Out, O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 59 5 00
Blacksmith's 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Motitan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3	85 00
Winners.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 in.	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neekyokes, 36 in.	1 25
" doubletrees, 44 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffas, h	
Carriage neekyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67 1/2 per cent.	
Wrought Iron Washers.	
Canadian, 40 per cent.	

\$2.90 Fort William, \$3.30 Fort William; Cell spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60 and 5; 7-16 and over, 60; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 50 1/2; 7-16 and up, 40 1/2c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—33 1/2c per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 23c to 20-inch gage, 28c. Crowbars—4 1/2c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—1/2 Polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$1.20; 18 gage, \$1.20; 20 gage, \$1.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes, Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—60 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00, 1 inch, \$5.75; 1 1/4 inch, \$7.80; 1 1/2 inch, \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$53.25.

Galvanized Pipe—1/4 inch, \$3.40; 1/2 inch, \$3.50; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 inch, \$7.55; 1 1/4 inch, \$10.25; 1 1/2 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$8.00; 3/8 in., \$6.50; 1/2 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25, coppered, \$9; dash, \$9.

Poultry Netting—65 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—55.50. Lead pipe—Full coil, \$6.75 per cwt.; cut coil, \$7.75 per cwt. Lead Waste—\$7.25.

Ropes—Cummer.

Rides and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 12, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

Rope—Sisal, 124c; Pure Manila 174c; British Manila, 134c; lath yarn, 114c. Steel Squires—40 off new list.

Shovels and Spades—Jones polished, \$3.10 per doz.; Fox & Olds, 170 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$3.40; No. 8, \$9.25; No. 10, \$9.80.

Soldier—Braid and half braid, per cwt.

Scales—English iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.90 at Fort William; \$2.90, Winnipeg.

Lined Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 72c.

Dry Turpentine—Red in ton lots, decorator's pure, \$2.25; decorator's special, \$3.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.80; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.80; less than barrels, \$3.00; American vermilion, 18c; English vermilion, \$1.00 per lb.; Canada melleo ochre, in barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—2 1/4 cents per 112-lb.

One Sure Way To Increase Your Business

SELL

MOORE'S T-45

An all-around Interior Varnish.

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING

A Waterproof Coating for Cement,
Plaster and Bricks.

WRITE FOR
COLOR CARDS
AND PRICES

MOORE'S MURESCO

The Best Wall Finish.

MOORE'S SANIFLAT

A Washable, Non-Poisonous Flat
Oil Paint.

Benjamin Moore & Co., Limited
WEST TORONTO

CHICAGO

NEW YORK

CLEVELAND

A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :



An Auger Bit You Can Depend on

for fast smooth work in every kind of wood and under all
conditions—**THE FORD**.

The **FORD** twist saves the Wrist and saves dollars in time
and labor. **WORKMEN WHO KNOW** prefer the **FORD** every
time. Honestly made and sold with a solid guarantee. Write
for free catalog "G."

FORD AUGER BIT COMPANY, - Holyoke, Mass.

When writing advertisers
kindly mention having seen
the advertisement in this paper

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Coming Back For More

Your customers will get the
habit after they have given



"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLORS

a trial.

In short, "Silkstone" is a business builder—a producer
of substantial profits—a giver of universal satisfaction.

"Silkstone" can be washed with castile, or any soap not
containing lye, without losing any of its beauty.

It is sanitary and durable. Is more economical than
distemper colors and can be used where distemper can-
not.

Dries as hard as stone and as smooth as silk.

Send us a trial order and test its selling qualities.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG

Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

HARDWARE FOR SALE IN SASKATCHEWAN town of 200 population, sell stock 90 cents on dollar. Stock and fixtures will run about \$3,000, business established 1903. About \$3,400 cash, property valued at \$3,500. Whole thing can be secured for \$4,500, tinshop, warehouse and barn in connection. In good growing district of city. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask. (20)

HARDWARE FOR SALE IN WESTERN CITY, over 20,000 population, established two years, annual turnover \$50,000. Stock clean and in good condition sell 100 cents on dollar invoice price. Stock runs about \$15,000 half cash payment, balance easily arranged. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask. (20)

FOR SALE—HARDWARE AND PLUMBING business stock and fixtures, etc., about \$4,600.00 in A1 condition, shows good profits, in growing part of Toronto, good reason for selling. Box 787, Hardware and Metal, Toronto. (14)

FOR SALE—FIRST-CLASS HARDWARE store and stock in a good farming community in Western Ontario. Stock about \$2,000; turnover \$6,300.00. Best of reasons for selling. The man who acts quick can procure same at a snap. Box 417, Hardware & Metal, Toronto. (15)

FOR SALE—HARDWARE AND FURNITURE business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A NICE STOVE AND TINSMITHING business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

HARDWARE STOCK AND TINSHOP TOOLS—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

WANTED THIS NOTICE TO BE SEEN and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

FOR SALE—STOVE AND TINSMITHING business, also store in the best farming locality in Western Ontario, on main line of G.T. Railway. Splendid opportunity. Box 783, Hardware & Metal, Toronto. (16)

FOR SALE—GOOD TINSMITHING AND furnace business. Farm implement trade in connection. Full set of tinsmith's tools and patterns. Good house and shop. Two railroads running into town. C.P.R. and G. T. R. This is a snap for a young man with business ability. Retiring from business and want to close it out at once. Will deal for farm, stock and implements. Box 785, Hardware and Metal, Toronto. (17)

AGENCIES WANTED

AN IMPORTANT FIRM OF LONDON MANUFACTURERS and Merchants with extensive warehouse and showrooms in the heart of the city of London seek a good sole agency for Great Britain and Export. The highest references given and required. Apply in first instance to Box 98, The MacLean Publishing Co., Ltd., 88 Fleet Street, London, England. (15)

ADVERTISER WITH FIRST-CLASS CONNECTIONS with the wholesale hardware trade is open to accept a few good agencies. Agent, 203 Spectator Building, Hamilton, Ont. (15)

FOR SALE

WHITE LEGHORN EGGS FOR SALE, BEST laying strain in Canada. \$2.00 per 15. Box 225, Lennoxville, Que. (18)

8 FT. BRAKE, SECOND-HAND, FOR SALE. Edward Dreis, Chatham. (16)

FOR SALE—OLD ESTABLISHED HARDWARE business in good Western Ontario city. Stock about \$9,000. A1 opportunity for right man. Owner has other interests in West. Address Box 784, Hardware & Metal, Toronto. (15)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE—INSURE IN THE Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COMPETENT STENOGRAPHERS in search of positions register at our Free Employment Department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

HARDWARE SALESMAN WANTED.—A good salesman. Not less than three years' experience. A fair stockkeeper and a pusher. State salary required. Apply to Geo. A. Sells, Seaforth, Ont. (16)

WANTED—TWO RETAIL HARDWARE salesmen, with three or more years' experience with tools and paint. Apply Mills Hardware Co., Hamilton, Ont. (15)

WANTED—MAN WITH PRACTICAL EXPERIENCE in plumbing and steamfitting trades. Must have good education and address. Splendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

WANTED—EXPERIENCED HARDWARE man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

TINSMITH WANTED TO TAKE CHARGE of small shop. Must be all around furnace man, strictly sober. Steady employment to right party. Apply at once giving age, references, experience and salary required. Geo. A. Langtry, Tessier, Sask. (15)

SITUATIONS WANTED

FIRST-CLASS TINNER WANTS POSITION—can also handle any kind of hot water or steam heating. Ready for work at once. Box 782, Hardware & Metal, Toronto. (16)

WANTED

WANTED—THOROUGHLY EXPERIENCED traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. To sell a line of woodenware and furniture. Only those capable of producing results answer, stating age, experience and salary expected. Box 781, Hardware & Metal, Toronto. (26)

WANTED—THIS NOTICE TO BE SEEN AND answered by a live wire in the plumbing, heating and tinsmithing line who wants an A 1 business in good southern Ontario town of 4,500 population. Apply Box 719, Hardware & Metal, Toronto. (16)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.

143-149 University Ave.

TORONTO

JAMIESON'S Pure Prepared Paints

Every can contains the concentrated experience of over half a century.

cover more, last longer and present better profits to the dealer. Make us prove this to YOU.

R. C. Jamieson & Co.,
LIMITED
Montreal Vancouver
Established 1858



F. E. MYERS & BRO. ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT.

LIMITED

TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a WANT AD. in this paper





Ramsay's

Paints

Hold Your Old Customers And Bring Many New Ones

Ramsay's Paints are made to stand the extremes of the Canadian climate and do so with the greatest efficiency.

They are also economical, because they cover much surface.

Your customers will appreciate a value like Ramsay's Paints and better business will be the result.

Write for agency proposition to-day.

A. RAMSAY & SON CO.

MONTREAL

Paint Makers Since 1842.



A TARGET
is set up to be hit.

PROFIT TO THE
DEALER

SERVICE TO THE
CONSUMER

SATISFACTION FOR
BOTH

are three targets which have
been set up for

MAPLE LEAF PAINTS & VARNISHES

to hit 365 days in every year.

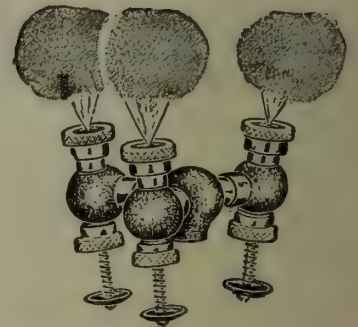
Let your paint department hit these targets with these four lines.

**MAPLE LEAF PAINTS
MAPLE LEAF FLAT WALL COLORS
MAPLE LEAF FLOGLAZE
MAPLE LEAF VARNISHES**

To-day is the day to write us for our Maple Leaf Proposition.
Our M. L. Decorative Aid Dept. seeks new business for the dealer every day.



"I want a new set
of nozzles for my
Spramotor. Jones
has them on hand.
Might as well get
the paint and lawn
mower there, too."



It certainly pays to
stock

SPRAMOTOR ACCESSORIES

The direct profit is reasonable—just about what you think it should be. But, handling Spramotor Accessories means much more to you than that. When a man wants some of our accessories he wants them at once. Isn't he pretty likely to buy other articles while in your store? That's up to you.

N.B. — We may want a special agent in your town. Our agents make money.



Spramotor Works

70 King Street, - London, Can.



We have the largest and most complete Dry Color Plant in Canada.

We pay particular attention to the manufacture of Dry Colors, for two reasons. One is because we have a very large Dry Color business, and the other is we use such immense quantities of Dry Colors in the manufacture of our various paint products. All of our colors used in this way must be up to a certain high standard of quality in order to give us the best results.

It is not always easy to maintain such standards when you have to depend on outside sources for your Dry Colors, so we manufacture these Dry Colors in our own color plant and control the quality from the beginning. The above illustration shows the interior of

a section of our Dry Color plant. The huge vats are where certain dry colors are made. The machines on the lower floor are the presses where the surplus water is removed from the wet color before they are sent to the kilns for drying.



**PAINTS & VARNISHES
STAINS, ENAMELS, COLORS**
a finish for every surface

THE CANADA PAINT CO. LTD. MONTREAL, TORONTO, WINNIPEG.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kirtledge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

By William Neubecker, Instructor, Sheet Metal Department of N. Y. Trade School. 288 pp., 370 illus. Half Morocco binding. A complete manual of practical self-instruction in the art of pattern drafting for light and heavy-gauge metal, skylight work and roofing, cornice work, etc. Price, \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

ESTIMATING.

By Edward Nichols, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price \$1.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

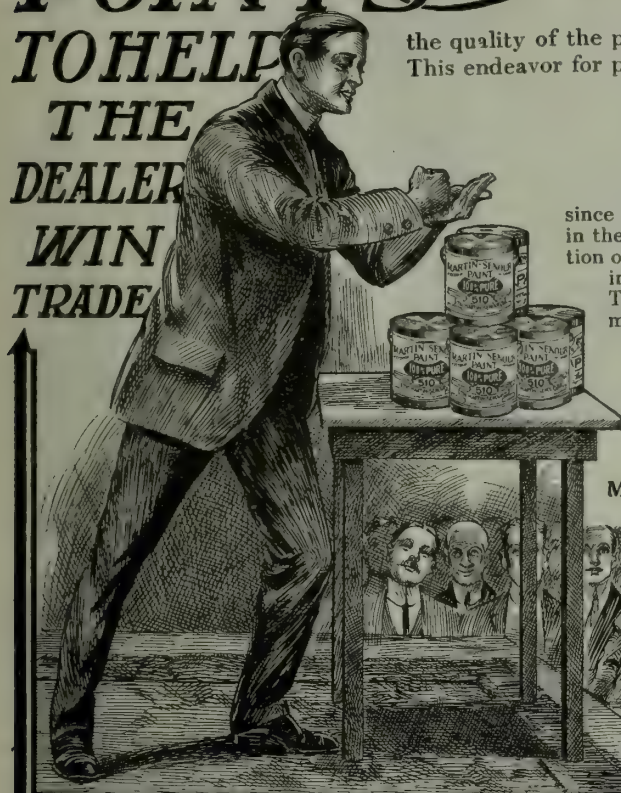
143-149 University Avenue

- - -

TORONTO, ONT.

SELLING POINTS TO HELP

THE
DEALER
WIN
TRADE



The Civilizing Influence of Paint

As man became more and more expert in the use of paint, civilization advanced. As he learned the value of paint to protect what he made, he sought to improve the quality of the paint, so that what he fashioned would remain longer protected. This endeavor for protection brought forth

MARTIN-SENOUR PAINT

100% PURE

since which time the spread of civilization has been more rapid than ever before in the history of the world. Paint has had its helpful influence in the civilization of mankind. Paint conserves resources—it preserves property and thereby insures wealth. It is cheaper to paint property than re-build or repair it. The dealer must remember the value of paint to sell it at a profit. He must sell pounds of service—not simply pounds of oil and pigment.

Let us tell you more of the service rendered by MARTIN-SENOUR PAINTS and VARNISHES.

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

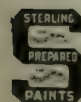
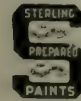
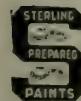
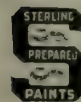
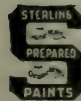
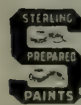
Winnipeg

Lincoln



Better Business Will Result From The High Quality Of

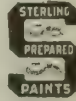
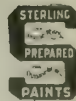
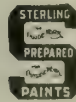
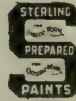
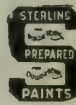
STERLING Prepared PAINTS



Sterling Paints are tested under adverse conditions before being placed on the market, so that the consumer gets 100% value for his money.



You don't have to take our word for the quality of these paints—we will gladly get you in touch with some dealers and users.



Canadian Oil Companies, Limited,

Toronto

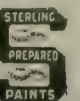
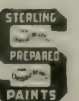
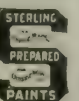
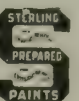
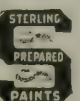
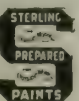
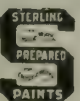
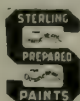
HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



These New Effective Ads in Great Magazines Mean Pratt & Lambert Varnish Sales and Profits



LOOK at these new Pratt & Lambert Magazine Advertisements. Then follow the arrows to the counter, where the Pratt & Lambert Dealer is *selling* Pratt & Lambert Varnishes. That tells the story.

These advertisements will appear this Spring, in the great magazines of national circulation, such as the Saturday Evening Post, Woman's Home Companion, Cosmopolitan, etc. Varnish users in your locality, will be reached, intensifying the indelible impression, that all past Pratt & Lambert advertising has made. So as soon as varnish or enamel is wanted, Pratt & Lambert will be thought of. The result will be a sale at your store, if you are a Pratt & Lambert Dealer.

Think what this Pratt & Lambert "good will" means to your store!
Why not be a Pratt & Lambert Dealer?

Write for Complete Dealers' Proposition.

Pratt & Lambert-Inc., Courtwright Street, Bridgeburg, Ontario



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg



Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, - Ontario

CASTOR OIL

"HOMCO" BRAND

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL
FIRSTS
SECONDS**

For all medicinal or lubricating
purposes.

Can be procured from all oil dealers.

B. & S. H. THOMPSON & CO.
Limited

MONTREAL - TORONTO - WINNIPEG



The Same Goods, Same Label, But a NEW Selling-Plan.

OUR present dealers' proposition offers you the same high, uniform, reliable quality; the same consumer advertising, back of the well-known label.

It offers all that has made Berry Brothers' the leading varnish line through fifty-four successful years.

But it also offers a new basis of profit-making and increased-business for one live dealer in every business centre.

This is something YOU ought to know about.

It's something you can't afford to overlook.

Especially if you are at all interested in making your varnish department a real, live growing factor in your business.

WRITE us today about this new selling plan. Let us show you the way to bigger profits and bigger sales. Let us show you how you can improve your varnish buying not only to your great pecuniary advantage, but also to the greater satisfaction of your customers.

Your inquiry will place you under no obligation whatever.

BERRY BROTHERS

The World's Largest Varnish Makers
WALKERVILLE, ONT.

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Perse, Ltd., Winnipeg;
Tees & Perse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., Limited
GALT, CANADA



Over 5,000,000 Mendets in use.

**Order from your jobber or
write direct.**

COLLETTE MANUFACTURING CO.
Collingwood, Ont.



The Quality of **Peacock Roofing**

Assures Quick Sales

We are the sole distributors for Canada, and guarantee absolute satisfaction.

Peacock Roofing is carried in stock in 1, 2 and 3-ply, complete with nails, caps and cement.

Write for particulars.

Beaver Board

Carried in stock in 32 and 48-inch widths, by 5, 6, 7, 8, 9 and 10-ft. lengths.

Our prices are right—we ship quickly.

Write us to-day.

Whites Limited
Wholesale Hardware and Metals
COLLINGWOOD

STEP LADDER CHAIR "Two Household Artifices In One"



This is just what every housewife needs. It is convenient and costs but little more than the ordinary kitchen chair. Made of select hardwood lumber, natural oil finish. 3 ft. ladder or a handy chair.

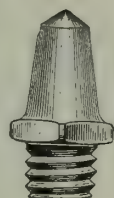


Write for catalog on Wooden ware, Willow Ware, Brushes, Brooms, Wrapping Paper, Cordage and Twines.

The Quality of our products will build your business.

Walter Woods & Co.
HAMILTON and WINNIPEG

NEVERSLIP



Red Tip



HORSE SHOE CALKS

are known wherever horses are known.

They are the most widely advertised and most strongly guaranteed specialty on the market.

Horse owners have used them for twenty years and know their merits.

They Sell Themselves



REMEMBER, All Genuine Neverslips have
Red Tips—without the **Red Tip**
they are not Neverslips.

Neverslip Mfg. Co.

United States Factory, New Brunswick, N. J.
Canadian Office and Factory, 25 St. Peter St.,
Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

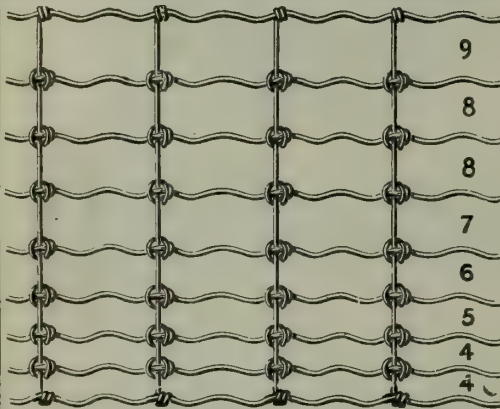
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

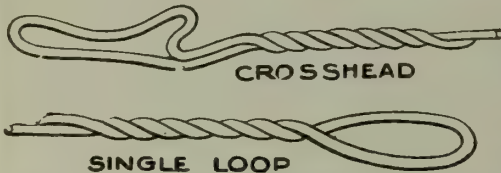
Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

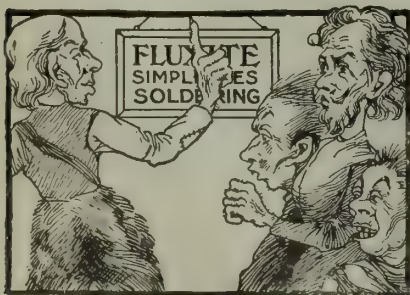
Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

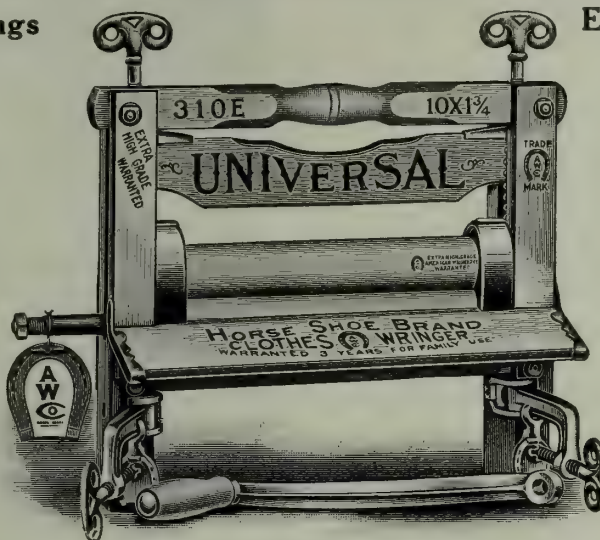
Packed 3 and 6 in
a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



Trade Mark

Consumers Cordage

**Sells Quickly Because the Quality
and Price are Right**

**Cordage,
Lathyrn,
Twines,
Packings,
Clothes
Lines,
Marline,
Tarred
Goods,**

of every description
MANILA, SISAL, ITALIAN,
RUSSIAN, JUTE.

"Lion Brand" Cordage is made only from fibre suitable to give the necessary tensile strength.

We want you to give our products a trial—they will greatly increase your business and profits.

We have factories and agencies at twelve convenient points and make immediate delivery.

"Lion Brand" Goods are the result of over 88 years' experience, and the work of experts.

Send us your order to-day.

Consumers Cordage Co., Limited

Factories:—MONTREAL, QUE. and DARTMOUTH, N.S.

Branches:—TORONTO, ONT. and ST. JOHN, N.B.

F. H. ANDREWS & SONS,
Quebec.

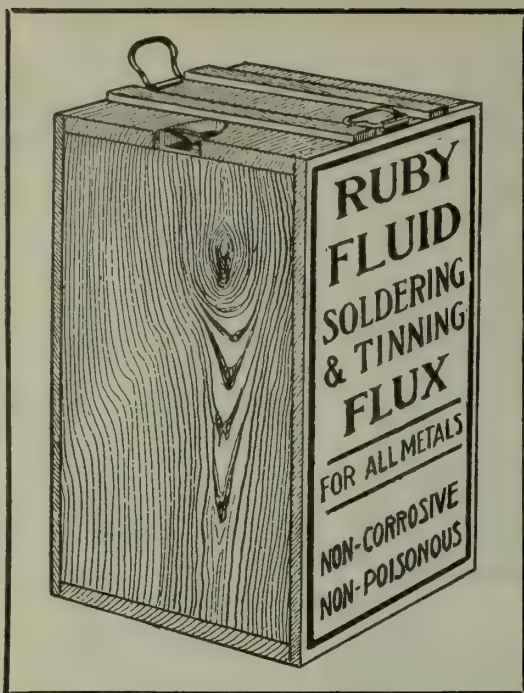
Winnipeg,
Regina,

AGENCIES:

TEES & PERSSE, LIMITED:
Moose Jaw,
Calgary,

MACGOWAN & CO.,
Vancouver.

Saskatoon,
Edmonton.



Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

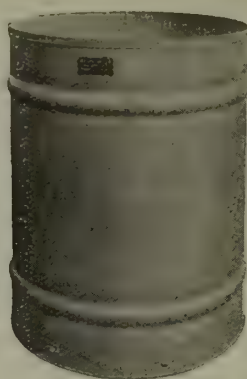
Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The
Canadian Ruby Chemical
Co., Limited**

603 Builders' Exchange Building,
Winnipeg, :: :: Man.



**Something
Different
in
GALVANIZED
STEEL TANKS**

No Hoops or Bands

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

The Steel Trough & Machine Co.

Limited

TWEED

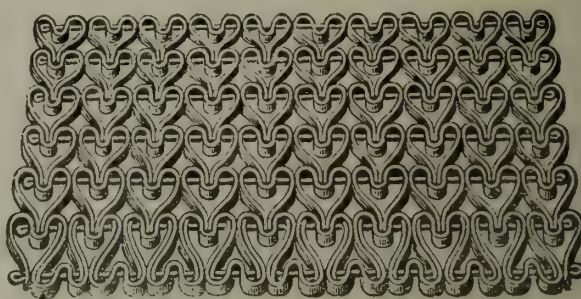
ONTARIO

GORDON & SON
Eburne, B. C.

J. H. ASHDOWN CO.
Winnipeg

STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper
No Curling of the Corners
Reversible—two mats in one
Soft as Rubber to the Foot
Easily Cleaned
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

Canada Wire and Iron Goods Co.
HAMILTON, ONTARIO



THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

CONNOR

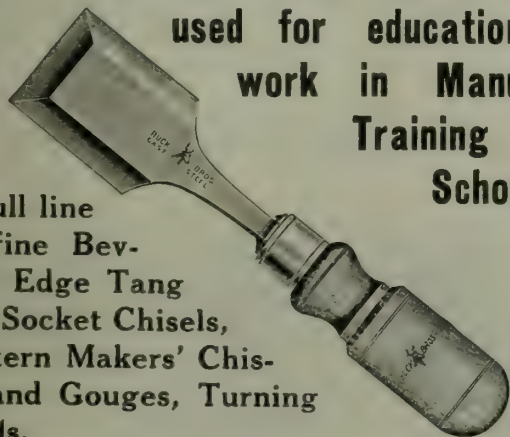
Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa, Ont.

**Tools Stamped with the Buck's Head
Admitted duty free when
used for educational
work in Manual
Training
Schools**

A full line
of fine Bev-
eled Edge Tang
and Socket Chisels,
Pattern Makers' Chis-
els and Gouges, Turning
Tools.

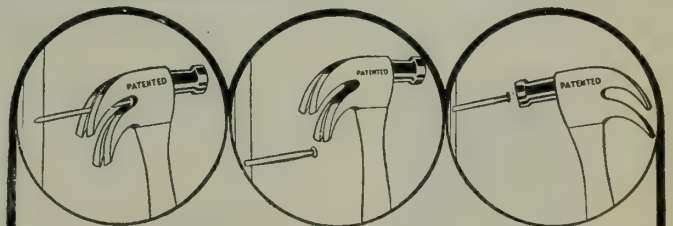


The most complete assortment
of Carving Tools to be found in the
United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - - Mass., U.S.A.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain.
Worth ten times more than
the Common Hammer, costs
three times more to make.
Spend a little more for the tool
and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

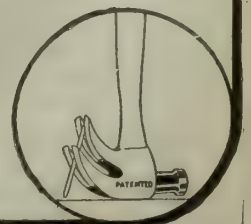
BROOKLYN, N.Y.

Start

Out



Pulls the
nail out
straight
without
a block





This
**Drill Brace
No. 192**
Makes Difficult
Boring Easy

The gear as shown by illustration is attached or detached by turning a thumb screw, but what is not shown is that when set it is as rigid as if keyed on. Its possible adjustment to three positions gives the user 100% efficiency in any corner or in any position or angle.

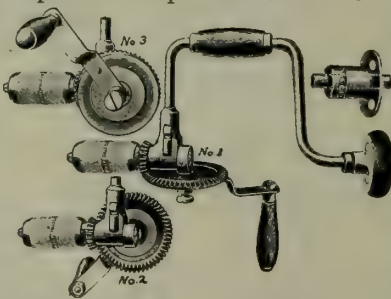
Gear Attached or Detached by Thumb Screw

The ratchet is an improved device so arranged that both dogs can be thrown out of mesh at the same time, allowing free operation of drill gears.

With drill gear detached, the brace is our regular 10 inch Sweep tool with all its patented improvements—universal chuck, taking all sizes and shapes of shanks patent ratchet, non-splitting free-acting centre Handle and ball bearing head.

Adjustable to Any Position

Of fine appearance and works perfectly



MILLERS FALLS COMPANY

28 WARREN STREET.

NEW YORK CITY

Ensure Absolute Satisfaction
By Selling

**Peterboro
Hardware**

An
Artistic
Design
for
1913

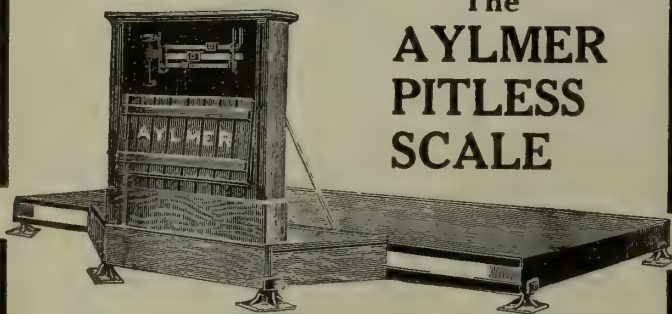
Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.

LIMITED

PETERBOROUGH, ONT.



Capacity 4 or 5 tons

Brass Triple Beam and Sliding Poise. No loose weights. Full capacity on beam.

The platform is only 8 inches above the ground without feet, and 12½ inches with feet. Can be set up or taken down in a very short time. The Main Bearings are protected by Cast-Iron Shields. Dust, mud, or water cannot possibly come in contact with them, thus prolonging the life of the Scale. We furnish this Scale complete with platform plank ready for setting up.

Best Scale on the market for Weighing Hay, Grain, or Stock. It is inspected before it leaves the factory. Government Certificate and Blue Print Plans of Scale and foundation accompany each Scale.

Ask for our Descriptive Catalogue.

Aylmer Pump & Scale Co., Limited

Aylmer - - - Ontario

Nearly Every Farmer Needs

STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

The Heller-Aller Co.

Windsor, Ontario

LOOK ON THE BOTTOM

FOR THIS

“OAKVILLE”

PURE ALUMINIUM

COOKING UTENSILS

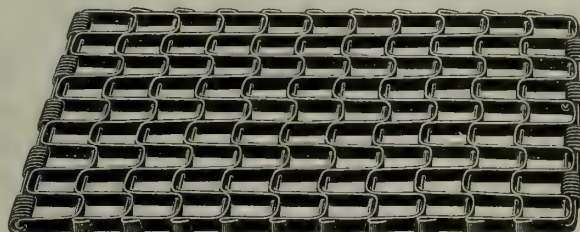
MADE IN CANADA

Best Goods
Best Prices
Best Deliveries

Write to-day for our special bargain assortment offer this month

“WILL OUTWEAR ANY WARE”
THE WARE MFG. CO. LTD. OAKVILLE, ONT.

The Big Value
That Prevails In
“KEYSTONE” FLEXIBLE
STEEL
DOOR MATS
Is Certain To Increase Your Business



Our mats are exceptionally well made from ribbon steel. They cost no more than the ordinary mat, but will last a life time.

Have continuous crimps—no short pieces.

A trial will convince you that they are very profitable.

If your jobber can't supply you, write US.

Kuhne-Anderton Mfg. Co.
SOLE MANUFACTURERS
PORT HOPE, ONTARIO, CANADA

“THERMO”
The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON CANADA
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

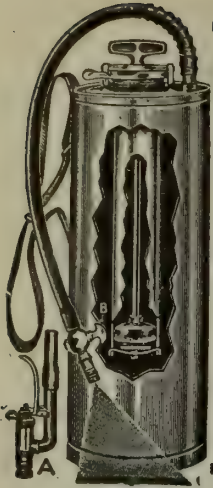
The Strong Advantages
of
Pearson's
Patent Poke No. 2
Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Give it a trial—the results are just the kind you want.

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.



The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

CAVERS BROS.

MANUFACTURERS

GALT - - - - - ONT.



Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, - Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

Otterville Mfg. Co.

Limited

OTTERVILLE - - - - - ONT.

BLACK JACK

**QUICK
CLEAN
HANDY**

3/4-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER**

ARCTIC METAL

For Cool Bearings

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

ARE YOU ALIVE

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

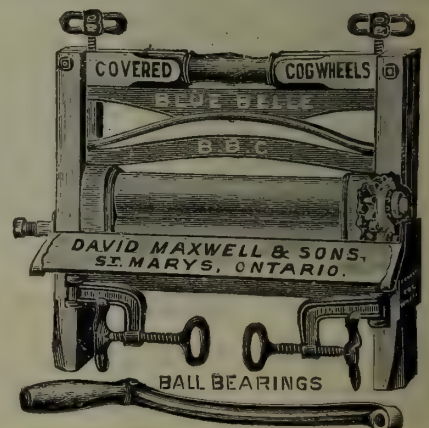
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S,

ONTARIO



CASH OR PARCEL CARRIERS
SAVE TIME & MONEY
 Quick change Means Pleased Customers
 Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved **PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.**

CATALOG FREE
 The Gipe-Hazard Store Service Co., Ltd.
99 ONTARIO STREET TORONTO, ONT.
 EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

THERE IS ONLY ONE GERMANTOWN LAMP BLACK
 We lead the world in the manufacture of High-Grade Lamp Blacks.
 Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS
WILCKES MARTIN WILCKES CO.
 New York, N.Y., U.S.A.
 Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

THE LARGEST PRODUCER & SHIPPER IN U.S.A.


CHICAGO STEEL BENDING BRAKES
 (Made in all sizes)
 We make it our business to solve Sheet Metal Bending problems, and will be pleased to have you put your difficulties up to us for solution. The only consideration we ask is the goodwill of our correspondents.
 The Steel Bending Brake Works Ltd., Chatham, Ont.

SCREW AND STRAP HINGES
 for Barn Doors, Gates, etc.
 Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.
NUTS
 We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.
 Send us your orders


LONDON BOLT & HINGE WORKS
 LONDON, CANADA

Natural Gas Goods
 of every description
 at
T. F. BERMINGHAM'S
 20 John Street South
 HAMILTON, ONT.

A Strong Selling Point

 This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

 **BEMIS & CALL HARDWARE & TOOL CO.**
 Springfield, Mass., U.S.A.

HOHLFELD
 MANUFACTURING COMPANY
 Largest Line
 Leading in Color Effects, Designs and Patterns.

Hammocks and Couches
 Have a well-earned reputation for satisfactory service and salability.


PHILADELPHIA
 PENNA., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BABBITT METAL.

SPooner's No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative
12 Melinda St.
TORONTO

Representing
Hupfeld, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

Mail Boxes

J. E. Beauchamp & Co.

61 St. Sulpice St. - - - Montreal

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building

36 ST. PAUL STREET, QUEBEC

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

TOOLS.

Send For Our New Catalog



Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street

STAPLES.



Hardwaremen: Ask your jobber for Poultry Netting Staples put up in handy packages to retail at 5c and 10c.

JAMES & REID, Perth, Ont.
Makers of Good Staples

KERNCHEN BUILDING VENTILATORS



Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

COAL BAGS.

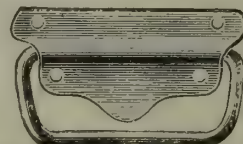
Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

W J. H. BUTLER, LTD.



Wolverhampton, England

Manufacturers of
Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for all kinds of Wire Fencing. Illustrated list on application.

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum

Good Quality at the Right Price.

E. Richardson & Co., 147 Church St., Toronto

NUMBERS

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

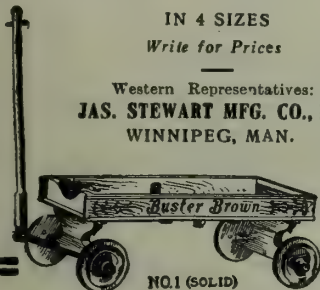
BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



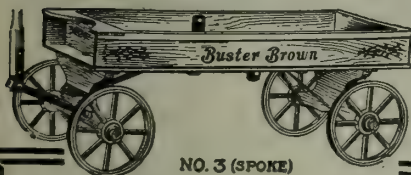
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)

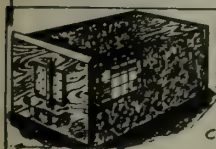


NO.3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

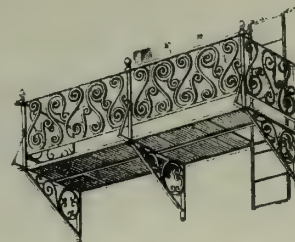
Saves 20% Shelf Room

over wooden boxes

Write for Catalogue and Price List
CAMERON and CAMPBELL
Toronto



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Sear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents



ORNAMENTAL IRON BALCONIES IRON RAILINGS

for galleries, porches and all other purposes.

SEND FOR CATALOGUES.

DENNIS WIRE AND IRON WORKS CO., Limited
LONDON, ONT.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

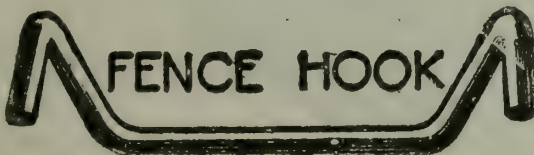
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

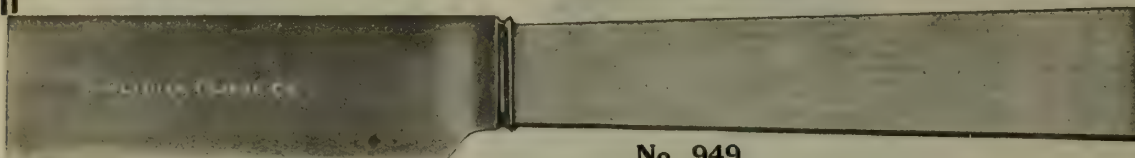
WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY, LIMITED
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Ltd.,

Niagara Falls, Can.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que. N.F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sldings
Sewer Pipe and Tiliings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

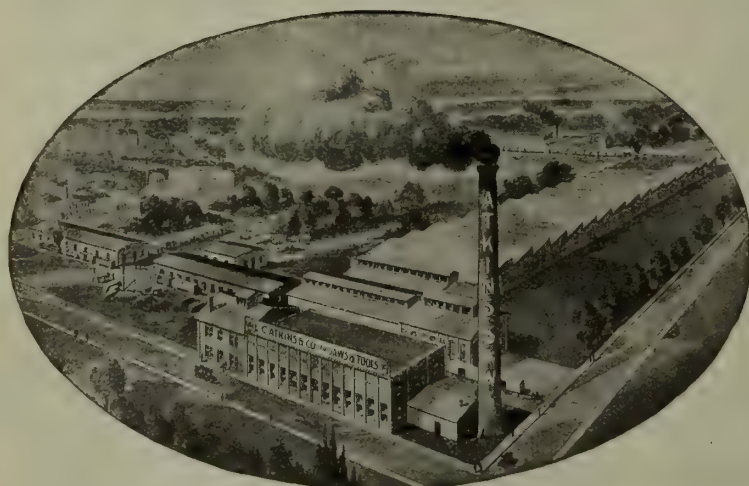
Cor. Manitoba and Sixth Avenue

MOOSE JAW, SASKATCHEWAN

P.O. BOX 870

TELEPHONE 348

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

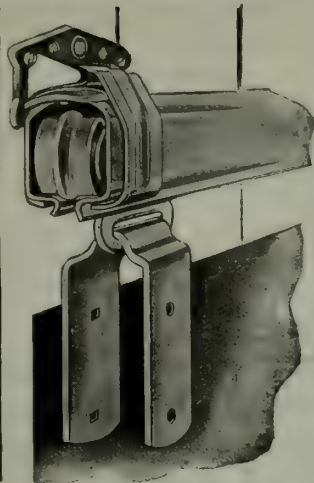
Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.



Are You Handling The Louden Bird Proof Barn Door Hanger?

It's one of the many Louden lines of Hardware Specialties making money for the dealer. This hanger as the name implies is strictly bird proof. It is positively the only hanger on the market which will permanently overcome all clogging difficulties. Birds can't build their nests there in Summertime. Snow and ice will not hinder its usefulness in Wintertime, because it is made of one solid piece of steel pressed into shape, closed at the ends with only a narrow slit for the hangers.

Farmers want this LOUDEN BIRD PROOF BARN DOOR HANGER BECAUSE

it is always easy to operate — runs smoothly and easily on two strongly braced trolley wheels. It is hinged in such a way that it will swing outwards and upwards, thus preventing breakages of doors, hangers and track, by wind or other accidental strain.

The Louden Line

You should handle the Louden Lines of Farmers' Hardware. They make good money for the dealer. The modern Farmer wants Louden goods on his farm.

Send for our catalogue to-day and see the possibilities for you in the Louden line

The Louden Machinery Co.
Guelph, Ontario





GERMANTOWN LAMPBLACK

**Quality is remembered long
after price is forgotten.**

We are the originators and manufacturers of the World's Famous Old Standard, Eagle, Pyramid, and Globe Germantown Lampblacks. Look for the Red Seal on every package. Why buy the "Near Brand" when the best is procurable.

The L. Martin Co. Established 1849
New York, Philadelphia, Cincinnati, London, Eng.

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

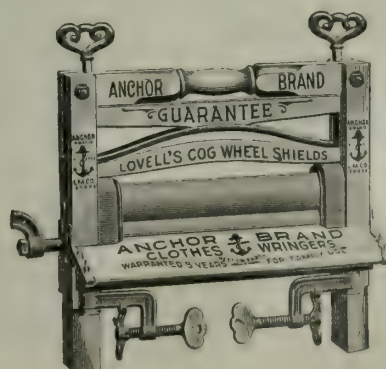
Technical Book Dept., MacLean Publishing Co.
TORONTO

An "Anchor Brand" Wringer for the Washing Machine

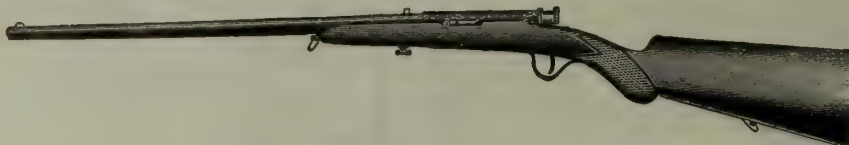
This is without doubt the most satisfactory wringer ever built for the purpose. It is light, easy to handle, sets low down, and keeps out of the way. It is warranted for 5 years—it will do first class work three times that long.

Better get details at once.

LOVELL — Erie, Pa.



The "Bayard" Auto-Cocking and Ejection Rifle
is the Ideal Rifle For Everybody to Use



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd)

P.O. Box 580, Montreal, Canada



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

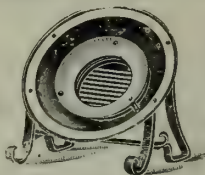
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**"CALOR" ELECTRIC HEATING
AND COOKING APPLIANCES**

Electric Kettles Electric Irons
Electric Food Warmers Electric Grillers
Electric Toasters, Etc.

Write
to-day for
latest
Catalogue
Liberal
Discount



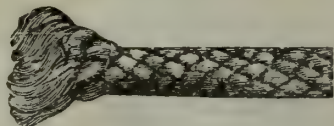
Absolute-
ly Safe
Thorough-
ly reliable
Guaran-
teed for
12 months

Bright Glowing Electric Fire.

AGENTS WANTED

TOWNSHEND'S ART METAL CO., Ltd.
Ernest Street, BIRMINGHAM, ENGLAND

**HERCULES
SASH CORD**



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



S EPARATE SEALED TENDERS addressed to the undersigned will be received until 4.00 P.M., on Monday, April 28, 1913, for the supply of hardware, brushes, manilla rope, packing, paint and paint oil, hose, wire rope, oils and greases, steam pipe and steam fittings, and chain for the departmental dredging plant in Ontario and Quebec.

Each tender must be sent in a separate envelope and endorsed "Tender for Hardware Ontario and Quebec," "Tender for brushes Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made upon forms furnished by Department, and in accordance with conditions contained therein.

Combined specification and form of tender can be obtained at this Department and at the offices of J. L. Michaud, Esq., District Engineer, Merchants Bank Building, Montreal, P.Q., and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the amount mentioned in the tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
—37612. Ottawa, April 5, 1913. (16)

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Advertise in this
Space and Get
Results.

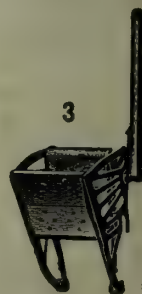


The
WHITE

MOP

WRINGER

3



is the world's standard

It wrings mops
thoroughly, easily,
quickly and
neatly.

2



Sold by Jobbers and
the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
**FULTONVILLE,
N.Y.**

Let us help you
build a reputation
for selling good glass.

SUPPLY CUSTOMERS WITH
**"CROWN" BRAND
SHEET GLASS**

You'll be delighted with the satisfaction it gives and the repeat orders you get for it. Glaziers, painters and decorators who have used it once, invariably specify "Crown" Brand Sheet Glass because it gives lasting satisfaction wherever it is used.

What's more—we're continually advertising "Crown" Brand Sheet Glass in the Painters', Decorators' and Builders' Trade Journals.

Write us for circulars to send out to your local trade. We'll supply them free, imprinted with your name and address.

"Consolidated" stands for everything that's good in the Glass Industry.

THE

CONSOLIDATED PLATE GLASS CO.

OF CANADA

LIMITED

Phone, Col. 8000

Private Branch Exchange connecting all Departments

241 Spadina Ave.

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto.
Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON



**This Trade
Mark Safe-
guards The
Interests Of
Thousands Of
File Users
Everywhere**

When you sell Delta Files you sell a line of files that is guaranteed to give the user complete satisfaction or we will refund the money. Delta Files are not experiments — they have been giving economical and efficient service for years and have won out in all comparative tests.

Delta Files are made in every shape and size so as to meet the requirements of all file users.

Make it a point to stock Delta Files now. After a trial you and your customers will agree that they have no equal.

If your jobber should not sell Delta Files, write us direct.

**"The only Line of
Files from 3 to 24
inches that are
made absolutely of
CRUCIBLE
STEEL"**



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Son & Co., Toronto;

Stark, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax

Merrick-Anderson Co., Winnipeg

It Will Pay You To Push The

NATIONAL FORGED NO-JOINT SHEARS

The Shears of Quality



These shears are forged from our special steel, of superior quality, **Tempered by Patented Method.** The National cutlery drop forge steel shears will not spring or break under strains which would ruin any ordinary shear.

Our cutlery is fully warranted.

Write for catalog.

THE NATIONAL CUTLERY COMPANY
PHILADELPHIA, PA., U.S.A.

CANADIAN REPRESENTATIVES:
H. J. STAFFORD, 591 St. Catherine St. W., Montreal.
SHERMAN F. AINSLEE, 145 Wellington St. W., Toronto.

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

**BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,
GAS LOGS, Etc., in fact Everything for the Fire-Place**

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

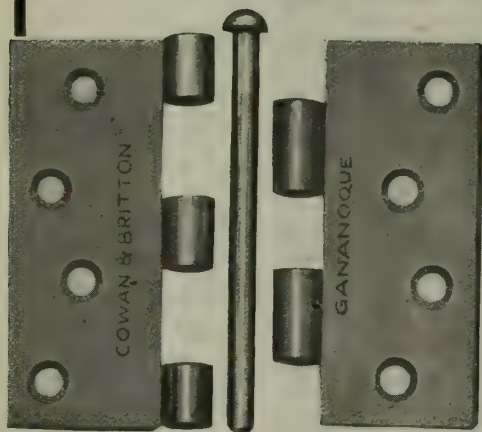
Our Motto--"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

High Grade Builders' Hardware



including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE,
ONT.

THOMAS BLACK

**HEAVY HARDWARE
AND
BUILDERS' SUPPLIES**

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement
"ACME" Keene's Cement
"HAMMER BRAND" Plaster of Paris
"R.I.W." Waterproofing Products
"UTILITY" Wall Board

"PERFECT" Corner Bead
"PERFECT" Metal Lath
SAMSON Car Movers
IDEAL Tube Expanders
CONEWAGO Waterproofing Paper

REASONABLE PRICES

EXCELLENT SERVICE

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Allan Hills Edge Tool Co.	7	Davidson, Thos. Mfg. Co.	24	London Rolling Mill Co.	91	Richardson, J. E.	96
American Shearer Co.	86	De Forest Sheet & Tinplate Co....	93	Lowell Mfg. Co.	89	Robertson, P. L., Co.	65
American Wringer Co.	79	Delta File Works	91	Louden Machinery	89	Rogers, Alfred	10
Atkins & Co., E. C.	88	Dennis Wire & Iron Co.	87	Low Bros., Ltd.	59	Richards-Wilcox Co.	29
Atlas Mfg. Co.	86	Disston, Henry, & Sons	37	Lufkin Rule Co.	Inside back cover	Ross Rifle Co.	96
Auto Controller Co.	78	Dominion Cartage Co.	38	Lundy Shovel & Tool Co.	76	Saskatchewan Glass & Supply Co....	88
Aylmer Pump & Scale Co.	82	Dominion Iron & Steel Co.	15	McArthur, Alex., & Co.	65	Seymour, Henry T., Shear Co.	87
Barber Asphalt Paving Co.	15	Dorken Bros.	80	McClary Mfg. Co.	26	Sharrat & Newth	87
Barnett, G. & H.	78	Double Claw Hammer Co.	81	McDougall, B., Co.	76	Shaw, A., & Son	87
Barton Netting Co.	92	Findlay Bros.	23	McGlashan-Clarke Co.	88	Sheet Metal Products Co.	2
Beauchamp, J. E.	86	Ford Auger Bit Co.	67	Magnolia Metal Co.	14	Smart, Jas., Mfg. Co.	24
Bemis & Call Hdw. & Tool Co....	85	Gillette Safety Razor Co.	Inside front cover	Martin, The, L., Co.	89	Smith Hardware Co., Ltd.	86
Birmingham, T. F.	85	Gipe Carrier Co.	85	Martin-Senour Co.	73	Southington Mfg. Co., Ltd.	86
Berry Bros.	75	Glidden Varnish Co.	72	Maxwell, D., & Sons	84	Sockan, Ltd.	28
Black, Thos.	92	Goodell-Pratt Co.	10	Meakins & Sons	26	Spooner Co., Alonzo W., Ltd.	86
Bosse & Banks	82	Greening, B., Wire Co.	12	Metallic Roofing Co.	36	Spramotor Co., The	70
Bowser, S. F., & Co., Ltd.	61	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Metal Shingle & Siding Co.	36	Standard Chain Co.	12
Branson-Henderson, Ltd.	61	Ham & Nott	86	Millers Falls Co.	82	Standard Paint & Varnish Co.	69
Brantford Oven & Rack Co.	86	Hamilton & Son, C. J.	19	Moore & Co., Benjamin	67	Stanley Rule & Level Co.	30
Buck Bros.	81	Hamilton Cotton Co.	90	Morris & Bailey Steel Co.	12	Standard Silver Co.	32
Burgess Norton Co.	31	Hamilton Stamp & Stencil Wks.	86	Morrison Brass Mfg. Co.	96	Steel Bending Brake Wks.	85
Burman's Clippers	21	Harrington & Richardson	65	Myers & Bro., F. E.	69	Steel Co. of Canada, Ltd.	6
Butler, W. J. H., Ltd.	86	Heinisch, R., Sons Co.	65	National Cutlery Co.	92	Steel Trough Machine Co.	80
Cameron & Campbell	87	Heller Aller Co.	82	National Hardware Co.	21	Stephens, G. F., & Co.	67
Canada Glue Co.	11	Hohfeld Mfg. Co.	85	National Mfg. Co.	9	Stevens, Hepner & Co.	75
Canada Metal Co.	16	Hutton, Jas., & Co.	84	Neverslip Mfg. Co.	77	Stewart, Jas., Mfg. Co.	25
Canada Paint Co.	71	Imperial Varnish & Color Co.	70	Nickel Plate Stove Polish	84	Still, J. H., Mfg. Co.	83
Canada Steel Goods Co.	8	International Varnish Co.	63	Nicholson File Co.	16	Stover Lawn Trimmer Wks.	28
Canada Wire & Iron Goods Mfg. Co.	80	James & Reid	86	Norcross & Sons, C. S.	28	Stratford Mfg. Co.	1
Canadian Copper Co.	67	Jamieson & Co., Ltd., R. C.	69	North Bros. Mfg. Co.	69	Tallman Brass & Metal Co.	84
Can. Fairbanks-Morse Co., Ltd.	2	Johnston, H. E.	86	Nova Scotia Steel & Coal Co.	69	Tarbox Bros.	34
Canadian Heating & Ven. Co.	25	Kenriok & Sons, Ltd., Archibald....	28	Oakey, John, & Co.	90	Thompson, B. & S. H.	75
Canadian Oil Co.	73	Kinzingner Bruce & Co.	83	Oneida Community Co.	90	Toronto Plate Glass Importing Co....	65
Canadian Ruby Chemical Co.	80	Kuhne, Anderton Co.	86	Ontario Lantern & Lamp Co., Ltd.	78	Townsend's Art Metal Co., Ltd.	86
Canadian Tube & Iron Co.	31	Kyle, P.	86	Oterville Mfg. Co.	84	Townsend & Co., S. P.	18
Cavers Bros.	84	Laidlaw Bale Tie Co.	78	Owen Sound Wire Fence Co.	78	Want Ads.	68
Caverhill, Learmont & Co.	33	Lamplough, F. W.	14	Paterson Mfg. Co., Outside front cover	86	Ware Mfg. Co.	83
Chatham Malleable & Steel Co.	Inside back cover	Leslie, A. C., & Co.	38	Parmenter Bullock Co., The	86	Wheeler & Bain	14
Chicago Flexible Shaft Co.	20	Lewis Bros., Ltd.	3	Pease Fdry. Co.	87	Whitman & Barnes Mfg. Co.	18
Chicago Spring Butt Co.	1	London Bolt & Hinge Works	85	Peterborough Lock Co.	82	White's, Ltd.	77
Cleveland Stone Co.	13	London Foundry Co.	83	Pilliod Lumber Co.	18	White Mop Wringer Co.	90
Collette Mfg. Co.	76			Pink, Thos.	17	Wilkes-Martin-Wilkes Co.	85
Consolidated Plate Glass Co., Ltd.	91			Pittsburg Lamp Brass & Glass.	22	Williams & Taylor	21
Consumers Cordage Co.	79			Pratt & Lambert	74	Winnipeg Ceiling & Roofing Co.	8
Connor, J. H., & Son	81			Ramsay, A., & Sons Co.	70	Winnipeg Paint & Glass Co.	69
Cowan & Britton	92			Raymond Bros.	86	Woods, Walter, & Co.	77
Cummer-Dowsell, Ltd.	51					Woodstock Wagon Mfg. Co.	87
						Wright, E. T., & Co.	31
						Yale & Towne	13

Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

Niles, Ohio.



**Quick Deliveries
Superior Quality**

**6,000 tons of standard
sizes carried in Mill
Warehouse.**

Canadian Sales Agents:

WITTING BROS.

Montreal,

P.Q.

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

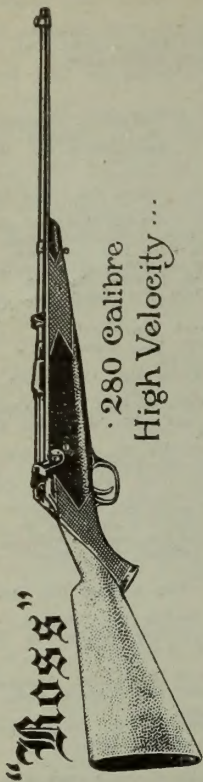
**MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.**

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metal Cartridge Co., New York
- Animal Traps.**
Oneda Community Ltd., Oneda, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Anti Rattlers.**
Fernald Mfg. Co., North East, Pa.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co., Niagara Falls
- Belting, Hoses, etc.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Brasses.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Repper Co., Port Elgin.
- Bridge Hinges—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. & Sons, Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Bellerive Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
H. S. Howland, Sons & Co., Toronto.
Archibald Kenrick & Sons, Winnipeg, Man.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Burrs.**
P. L. Robertson Co., Milton.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**
Archibald Kenrick & Sons, Winnipeg, Man.
- Jas. Smart Mfg. Co., Brockville.**
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneda Community, Limited, Niagara Falls, Ont.
- Cement.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Chisels.**
Buck Bros., Milbury, Mass.
- Churns.**
Connor, J. H. & Sons, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowse Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowse Ltd., Hamilton, Ont.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
- Oneda Community, Ltd., Niagara Falls.**
- Cupridors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorfen Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinrich's, R. Sons Co., Newark, N.J.
Howland, H. S. & Sons, Toronto.
Hutton, Jas. & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg, Man.
- Stover Mfg. Co., Freeport, Ill.**
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.**
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
- Steel Co. of Canada, Ltd., Hamilton.**
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
- Simonds File Co., Port Hope.**
- Simonds Canada Saw Co., Ltd., Montreal.**
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
Archibald Kenrick & Sons, Winnipeg, Man.
- D. Maxwell & Sons, St. Mary's.**
- Smith Hdw. Co., Montreal.**
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lynght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Galvanized Sheets.**
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Stoves and Ranges.**
The Baxter Stove Co., Mansfield, O.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's, Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Gauges.**
Buck Bros., Milbury, Mass.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- American Grinder Mfg. Co., Milwaukee.**
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Archibald Kenrick & Sons, Winnipeg, Man.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg, Man.
Steel Co. of Canada, Ltd., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horsehoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

- Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screws and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippier Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Seetees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Mats & Matings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. O., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonso W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H. & Co., Montreal.
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
Deforest Sheet & Tinplate Co., Niles, O.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Metal Polish, Emery Cloth, Etc.
Oskey, John, & Sons, London, Eng.
Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails.
P. L. Robertson Co., Milton.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Boswer, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros. Limited, Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
Pumps.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Quick Shift Anti Rattlers.
Fernald Mfg. Co., North East, Pa.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorcken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Gillette Safety Razor Co., Montreal.
Razor Honers.
Carborundum Co., Niagara Falls, N.Y.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.
Canadian Ferroteel Co., Bridgeburg.
Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
Sad Irons.
Archibald Kenrick & Sons, Winnipeg.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Hamilton.
Dison, Harry & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Seythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shells.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snow Shovels.
Can. Buffalo Sled Co., Preston.
Sleds.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Snips.
Peck, Stow & Wilcox Co., Cleveland.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
D. B. Smith & Co., Utica, N.Y.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Fesse Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer.
Chatham Malleable & Steel Co., Chatham.
Peck-Hamre Mfg. Co., Berlin, Wis.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Vices.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Windmills.
Dominion Well Supply Co., Cargill.
Windshields.
Kinsinger Bruce & Co., Niagara Falls.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 473 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishes.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

THE WORLD'S GREATEST EXPERTS IN RIFLES



are a unit as to the ballistic qualities of "Ross" Rifles.

The "Ross" 280 or high velocity is especially singled out for praise, and is stated to be the most accurate and most powerful big game rifle on the market.

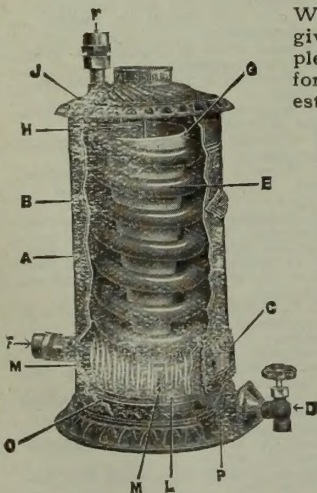
In Canada—the sales of "Ross" high velocity rifles has now assumed large proportions. Dealers should see to it *now* that their stock of "Ross" Rifles is in shape for the spring demand.

Discounts to the trade are liberal. Write for terms and illustrated catalogue.

ROSS RIFLE CO.

QUEBEC

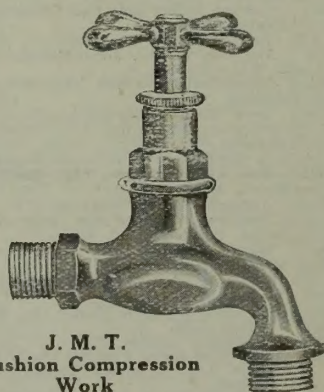
**All Dealers Who Handle PLUMBING GOODS
Should Be Familiar With The Variety
And Quality Of Our Lines.**



Gas Water Heaters

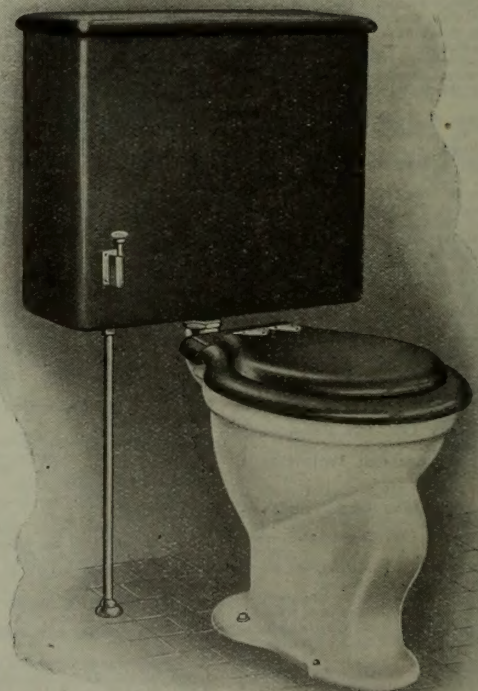
Send for descriptive circular

We guarantee our goods and supplies to give universal satisfaction. You will be pleased with the demand and profit. Write for particulars on any line in which interested, also prices.



**J. M. T.
Cushion Compression
Work**

The double-disc faucet, in a class by itself—it wears longest.



The "ELGIN."

Low Tank Closet Combination.

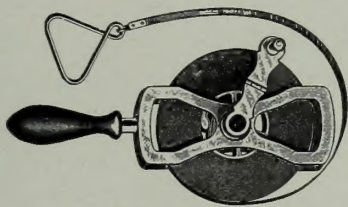
Has the tank that gives the plumber no trouble

The James Morrison Brass Mfg. Co., Ltd.
93-97 ADELAIDE STREET WEST, - TORONTO, ONT.

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

LUFKIN

MEASURING TAPES and RULES



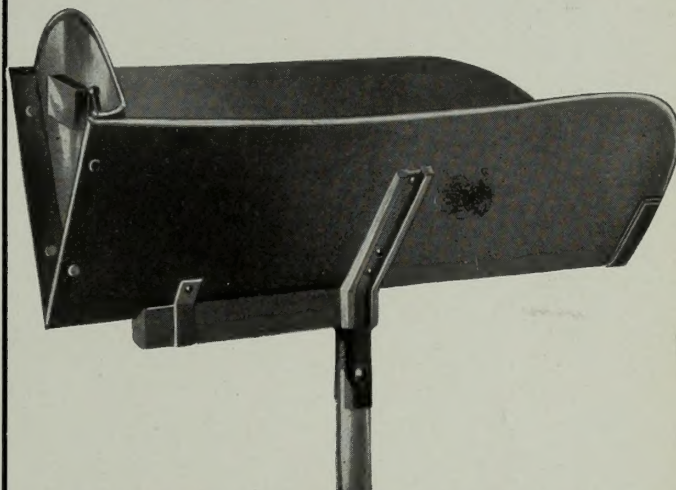
They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The Chatham Steel Mortar Hod

Light Neat Strong



LIST PRICE, \$30.00 PER DOZ.

50% TRADE DISCOUNT

MANUFACTURED BY

The Chatham Malleable and Steel Manufacturing Co.

CHATHAM

ONTARIO

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

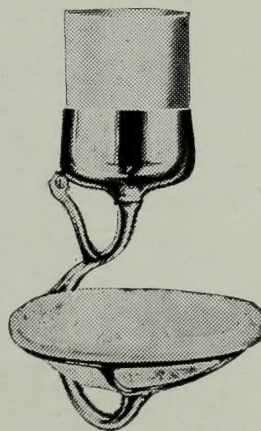
Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



Bathroom Fixtures



A Beautiful Nickel fixture with removable opal soap dish and opal tumbler.

Twenty different styles of tumbler holders shown in our new catalogue.

We can ship promptly from stock; and solicit your business.

Everything We Make is Guaranteed.

Kinzinger, Bruce & Co., Ltd.

NIAGARA FALLS, CANADA

COMMUNITY
SILVER



THE FAMILY
PLATE



COLLE PHILLIPS



YOU DON'T NEED A
MICROSCOPE to show
your customers the solid silver
"overlay" on the bowl of
Community Silver spoons and forks.

It's visible to the naked eye!



GEORGIAN DESIGN

ONEIDA COMMUNITY, Ltd. :: :: Oneida, N. Y.